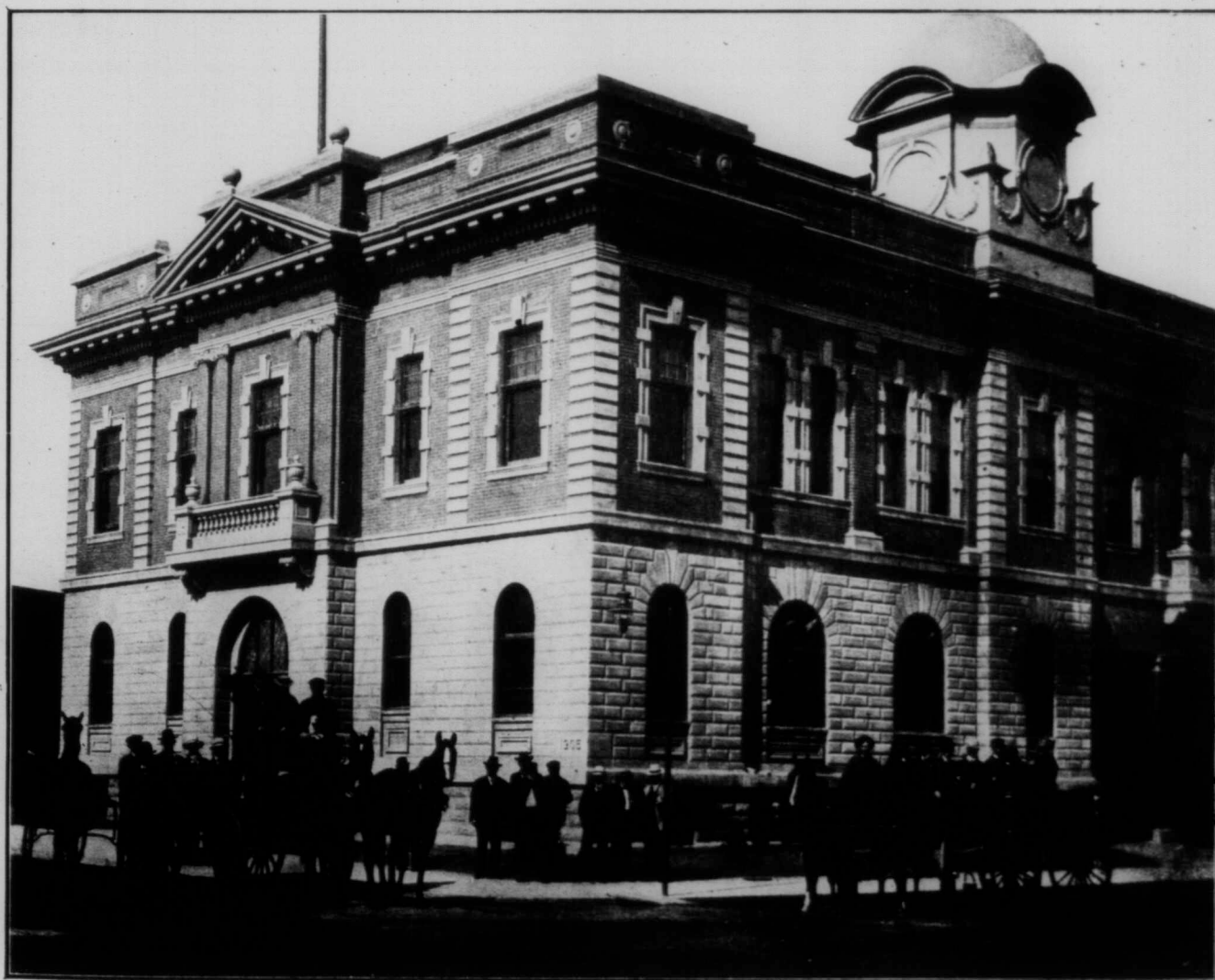


Western Canada Boards of Trade Number
**THE
CANADIAN GROCER**

July 3, 1908

"THE TOWN THAT WAS BORN LUCKY."—*Rudyard Kipling.*



MEDICINE HAT'S FINE CITY HALL BUILDING.

Medicine Hat, Alta., where the Associated Boards of Trade of Western Canada met in convention, June 18, 19 and 20, is the Natural Gas City of Western Canada. One gas well has a flow of 2,000,000 cubic feet every 24 hours and a rock pressure of 600 pounds to the square inch

The MacLean Publishing Company, Limited

Montreal :: Toronto :: Winnipeg

THE CANADIAN GROCER

Absolute Purity Guaranteed
Universal Satisfaction Given
Quality Unexcelled

B. C. Granulated

Is Refined From

Cane Sugar
Only.

May Be Obtained from all Wholesale Grocers.

ALL GRADES MANUFACTURED BY

**The British Columbia
Sugar Refining Company, Limited**

Vancouver, B.C.

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 31 Union Bank Building.

LONDON, ENG., 38 Fleet St., E.C.

VOL. XXII.

PUBLICATION OFFICE: TORONTO, JULY 3, 1908.

NO. 27.



*If our talks on Laundry Blue week after
week have convinced you to try*

Keen's Oxford Blue

*we will have done your customers a good service—They have
had the World's Best Laundry Blue—*

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

The difference between

Edwardsburg "Silver Gloss" Starch

and other laundry starches is so great that the users of "Silver Gloss" cannot be tempted to try "just as
good" lines. Now is the season to show your customers what Edwardsburg "Silver Gloss" Starch can do.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1842

44 Front St. East
TORONTO, CAN.

100
WATERLOO, ONT.

St. James Street
MONTREAL, P. Q.

Don't Be Tempted

Maconochies' Candied Peels

are the finest that can be pro-
duced.

To get better is impossible.

To get as good is improbable.

The "just as good" is un-
profitable.

ASK YOUR JOBBER

But don't listen to the traveller who wants
you to experiment with the unknown.

MACONOCHIE BROS., Ltd.

LONDON, ENG.

MacLAREN IMPERIAL CHEESE CO., Limited

GENERAL AGENTS FOR CANADA AND UNITED STATES

Toronto

THE CANADIAN GROCER

Note—1

As

As Nourishing as Beefsteak

at $\frac{1}{2}$ the cost!!

The nutritive elements contained in certain fish are well known to all professional men but not so well to the general public.

“Thistle” Brand Finnan Haddie

contain the maximum amount of nutrition in Fish, are most readily digested and assimilated and a tin of genuine “Thistle” Fish contains one full pound of eatable fish without skin or bone. A tin of Thistle fish at 15c. is cheaper than a dried up cured Haddie at half the price and goes farther and is far more digestible.

NEW PACK are now in the hands of the Trade. **All lined tins. Warranted genuine Haddock.**

Arthur P. Tippet & Co., Sole Agents

MONTREAL and TORONTO

Note—**Beware** of Fish packed to sell at 10c.! **Genuine Haddock** cannot be sold at the money.



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.

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Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
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Manufacturers' Agents and Commission Brokers
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Domestic and Foreign Agencies solicited.
Highest references.

HOWARD BLYGH & SONS
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Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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ROBERT ALLAN & CO.

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

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MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
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ONE OR TWO

more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.

Communicate at once.

C. A. Morin

Room 35, Alliance Bldg.
107 St. James St. - Montreal

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.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

REGINA.

G. C. WARREN

Box 1036, - REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

ST. JOHN, - N.B.

Open for a few more first-class lines

TORONTO.

TAPIOCA

ON SPOT

Medium and Seed

Quotations on Application

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FRASER & AISTHORPE

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AGENCIES SOLICITED

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W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

ON THE SPOT

Valencia Raisins

White Beans

LOWEST PRICES

W. H. MILLMAN & SONS

TORONTO

MacLAREN IMPERIAL CHEESE CO.

Limited

AGENCY DEPARTMENT.

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)

A word to the wise is—

“Don't place your order for 1908 pack

Canned Goods—

before seeing our travellers ”

We have the best proposition on the market.

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

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

CANISTERS

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

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

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

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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and
Importers
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CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
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THOS. B. GREENING & CO.
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Consignees direct from primary markets, and
distributors of
GREEN COFFEE
Our samples will invariably indicate current
market value.

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Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

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**THE MOOSE JAW FRUIT AND
PRODUCE CO.**
J. J. McLean Prop.
Manufacturer's Agents and Wholesale
Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

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

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

RICHARDS & BROWN
Wholesale Commission Merchants
and Brokers
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Correspondence Solicited

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Wholesale Grocery Brokers, Com-
mission Merchants.
First-class connection with the trade. Established
1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430 1/2 Main St. W.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

**Are
Your
Goods
on
The
Market?**

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

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and
the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no
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and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations.
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EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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

Ridgeway's Collecting Agency
11 St. Sacramento Street, Montreal
Established 1880
Has the confidence and patronage of the banks
and leading merchants such as Forbes Bros.,
S. J. Carter & Co., John Robertson & Son.
Overdue claims collected everywhere, no
collection, no charge. Tel. Main 1677.

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

NOXIE-KOLA



Canada's most
popular temper-
ance beverage.

The drink that
everybody likes

Brewed from
healthful Roots
and Barks and
is absolutely
free from al-
cohol.

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

Send to-day for
prices.

Advertising
matter free with
first order.

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

**Crystal Spring Bottling Works
WATERLOO, QUE.**

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

More About Peas

Some people imagine that Canadian packed Peas are not as good as peas from France. There was never a greater fallacy. French Peas are largely packed from seed grown in Canada. If you will compare the Canadian with the French pack Peas you will notice that the flavor of the imported Peas is killed by the use of green coloring.

A prominent grocer said that he never ate any Peas but the imported. He was asked if he had ever compared the French with the Canadian Peas. He confessed that he never had. A tin of very ordinary Canadian Standard Peas two or three years old was then opened against a tin of French Peas. The French Peas had the Canadian Peas beaten for color, but for flavor the Canadian pack Peas were much superior, and had a flavor that was entirely lacking in the French Peas. In fact the French Peas were quite unpalatable.

The Canadian Cannery's Canned Peas are the finest in the world. They have the field to themselves as regards quality.

Talk Quality in Peas, and educate your customers to buy the better grades. Show them wherein the difference lies. It will pay you well.

The difference in cost is slight, and you can obtain a much larger profit on the better grades.

Try it for one week. Talk Canadian Cannery's Sweet Wrinkle Peas at every opportunity, and note the results.

BRANDS : "Canada First," "Little Chief," "Lynnvalley," "Maple Leaf," "Auto," "Log Cabin," "Kent," "Lyon," "Thistle," "Grand River," "Horse-shoe," "White Rose," etc.

The 1908 Pack of
**OLD
HOMESTEAD
BRAND**
Canned Fruits and Vegetables

is going to be right up to the high standard of quality which we have attained in the past. Our policy of giving **REALLY GOOD VALUE** is an unswerving one. Perhaps you haven't been very particular about your brand of canned goods in past seasons. Indifference like that doesn't pay. Grocers who handle Old Homestead Brand sell most canned goods because the quality of Old Homestead Brand not only **CREATES** but **KEEPS** good customers. Specify Old Homestead Brand when ordering canned goods and be sure of a successful business!

The Old Homestead Canning Co.

Picton, Ontario

THE CANADIAN GROCER

TO THE GROCERY TRADE OF CANADA.

Gentlemen :

Suppose you undertook to sell cheap tomatoes, cheap corn, cheap salmon, cheap baking powder, cheap flour or in fact every article of poor quality at a low price. How long would you stay in business ?

Haven't you noticed that the successful grocer is he who deals in high-class goods? People may buy goods at a low price but when eating or drinking them they forget the price paid and not only have a poor opinion of the goods but also of the seller.

The grocer who deals only in reliable goods, goods with a reputation for quality, secures a name for himself for reliability—a reputation that attracts and holds permanent trade.

The grocer who sells cheap goods, must of necessity sell goods of low quality. True he may attract the bargain hunters, temporarily, until they find out that goods of poor quality are not cheap at any price.

Moral :— Better let the other man catch the bargain hunters and yourself build up a reliable trade. Handle only good sound goods at a fair price and don't struggle to offer poor goods cheaper and make enemies.

"SALADA" is the standard of fine teas — the finest the world produces—and the grade we sell at 30c. per pound is absolutely unequalled by other houses at 10c. per pound more. It is cheaper than trashy 25c. teas because it goes much further, and better than this, it pleases your customers.

Yours for increasing business,

The "SALADA" Tea Co.

Keep Track of the Goods

you sell and the money your customers owe you, by using our simple

" DUPLEX "

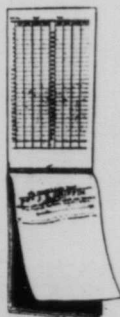
COUNTER CHECK BOOK

It's a money-saver, a time-saver, a trouble-saver and a customer-keeper.

WRITE FOR FULL INFORMATION.

The Carter-Crume Company Limited,

Toronto and Montreal



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

Wiseman-Ashley Co.,

Storage, Warehousing and Distributing Agents

23 Bannatyne
Avenue East

WINNIPEG, MAN.



**Y. & S.
SCUDDER
M. & R.** } **STICK LICORICE**

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—

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Montreal Sales Agent—

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Wiseman-Ashley Company.

St. John Sales Agent—

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Vancouver Sales Agency—

J. F. Mowat & Company.

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

MOLASSES AND SYRUPS

**GINGERBREAD BRAND MOLASSES
(IN TINS)**

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

**GOLDEN SLING SYRUP
(IN TINS)**

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

"THE BEST THERE IS"

Agents

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

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT
TO SEE
OUR NEW
LINES

Before Ordering

**XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.**

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL,
WRITE FOR PARTICULARS.

Rose & Laflamme, Limited

Montreal and Toronto.

**Brand New Goods from a
Brand New Plant**

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

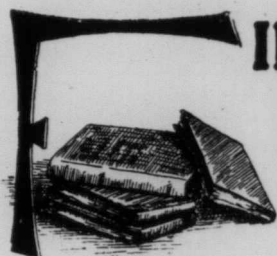
**ALL GOODS PACKED IN
SANITARY ENAMEL-LINED
CANS**

This in itself is a strong assurance of excellence and purity.

**The Niagara Falls Canning
Company Limited**

NIAGARA FALLS, ONT.

G. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.



**FINE
ORDERS
BOOKED**

We have already booked a large number of orders for

**Old Homestead
Canned Goods**

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES.

S. J. CARTER & CO.
58 McGill Street, - MONTREAL

Early Delivery

can be had by placing early orders

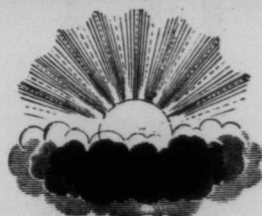
**PURNELL'S
Pickles Vinegar Sauces**

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

ORDER TO-DAY FROM OUR AGENTS:

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

E. McMichael, - - - St. John, N.B.
H. Haszard, - - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S. Harding, - - - - Quebec & Montreal
Kyle & Hooper, - - - - Toronto, Ont.
Bickle & Greening, - - - - Hamilton, Ont.
Carman Escott Co., - - - - Winnipeg, Man.
C. E. Jarvis & Co., - - - - Vancouver, B.C.



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

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

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,
MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - - MONTREAL

**Brooke Bond's
Tea.**

Agents for Western Canada:

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

WINNIPEG, MANITOBA.

This Packet Tea is sold by 30,000 Agents in Great Britain; 2,000,000 people drink it daily.

This fact is the best proof of its value.

Write for particulars to the address above.

ORSI?

WHAT IS IT?

See
Other
Page



This Is

1/4-lb. Tins retail, 10c.
 1/2 " " " 15c.
 1 " " " 25c.
 Others in proportion.



The Line

Send to-day for a free sample, even though you do not buy.

ORSI

Concentrated Extract of Tomato

Invaluable in the household for Sauces, Catsups, Tomato Soups and innumerable cooking uses. One teaspoonful will make a cup of Tomato Sauce. It is the highly concentrated extract of the finest ripe tomatoes, which are taken from the gardens to the factory in their natural state in sunny Italy.

Tremendous seller and a good profit yielder.

Read
the ad.

Try
the goods
and
Buy
them

Packed in 1/4, 1/2, 1, 2, 4 and 10 lb. tins,
in cases of 100 lbs.

Per case:
\$18.00

Write us if our travellers have not called upon you.

Sole Agents Canada and U.S.

A
Free
Sample
to all
Grocers

Museo Commerciale Italiano

43 St. Antoine St., - MONTREAL

Telephone, Main 2731

By Any Test, the Best

way to produce pure, sparkling, delicious Jelly is to use

Shirriff's Jelly Powders

Their equal has not yet appeared.

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



About 3ft.
Long



When you
sat on the
sticky Fly
Paper

you wished the folks had used

Brown's Famous "Fly Coil"

which would be where you could not sit. Everybody that sees one wants one. So do the flies; they want it so bad that it catches more of them to the square inch than any other fly-catcher. It has almost three feet of fly-catching tape and clean place left over to grab it by and throw them all into the stove. It will pay you to stock "BROWN'S FLY COIL" and you can sell them at a good profit.

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd.
Montreal

The Wingate Chemical Co., Notre Dame St.,
Montreal

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



MAKE
NAPTHO SOAP

YOUR LEADER

The result will be
—satisfied cus-
tomers — satisfac-
tory profits.

The Welcome Soap Co.
Limited

St John, - N.B.

New Japan Teas

are fine and delicious. We have them now on spot for our Canadian Jobbers. Please write for samples.

S. T. NISHIMURA & CO., Sole Agents.
Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept.

55 St. Francois Xavier Street, **Montreal**
Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

THE CANADIAN GROCER

ESTABLISHED 1840

Nelson's Pansy Broom

Best Material

**Best
Workmanship**

**Made for the
best class of
trade.**



Send for Illustrated Price List

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto

Factory:
15, 17, 19, 21 Jarvis St.

THE CANADIAN GROCER

We have a special offer on

Strawberry Jam, 1 lb. glass

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Cunningham's



Potted Meats and Fish

claim attention now, especially for picnic parties and camping outfits.

There are many combinations, such as Chicken and Ham, Turkey and Ham, Chicken and Tongue—in fact, twenty-five varieties, as well as a list of twelve fish.

Try them yourself at home or outdoors. You will find them most excellent.

Cunningham & Defourier Co., Limited
London, Eng.

ROSE & LAFLAMME, LIMITED, Montreal

ASK US FOR

BUTTER TUBS
BROOMS
FRUIT JARS
JAR RINGS
PAPER BAGS
TWINES
WRAPPING
PAPERS

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Just One Big Word—

SOAP

We can supply your wants
in toilet soaps—lines which
we guarantee as to quality.
Prices attractive.

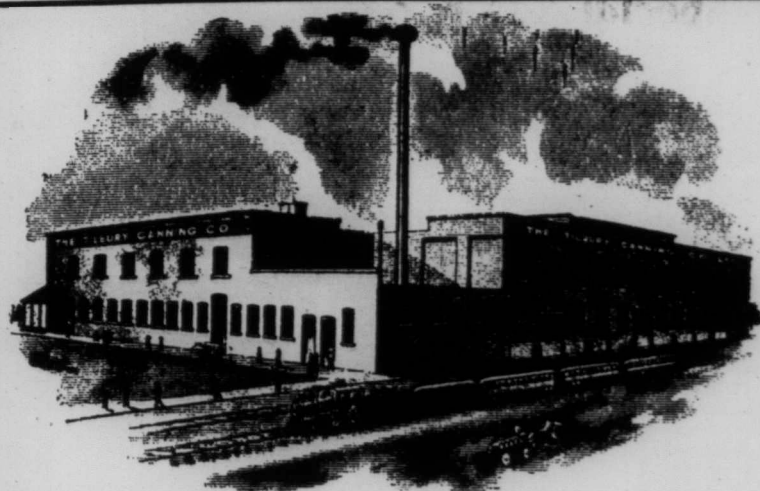
SAVONS FRANCAIS

C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East

MONTREAL

Offices: 235 Coristine Building



"Tilbury Brand"

means the Very Best
in Canned Fruits and
Vegetables

One of the best - equipped factories on the Continent

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RYAN BROS., Winnipeg, Man.
GREEN & CO., Toronto, Ont.
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W. S. CLAWSON & CO., St. John, N.B.

See samples and get prices before placing your order.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

Grocers' sales in Lime Fruit Juice
are running large.

More and more every year

LYTLE'S LIME FRUIT JUICE

becomes increasingly popular
with grocers' customers. In
the home, for pic-nic or excursion,
a bottle of Lime Fruit Juice
meets the call as nothing else
will do. During the heated
mid-summer term see that
your stocks are kept up.

ORDER DIRECT OR FROM YOUR JOBBER

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada



A Little Thing Multiplied Many Times Becomes a Big Thing.

If you were to put all the money
you get selling Mathieu's Nervine
Powders into one Till you would
be surprised at the largeness of the
profit. This headache cure sells
awfully well—little profit, multiplied
many times becomes a big profit.
Your order now please.

*Merely to remind you that
Mathieu's Syrup of Tar and Cod
Liver Oil is in demand all
through summer.*

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

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

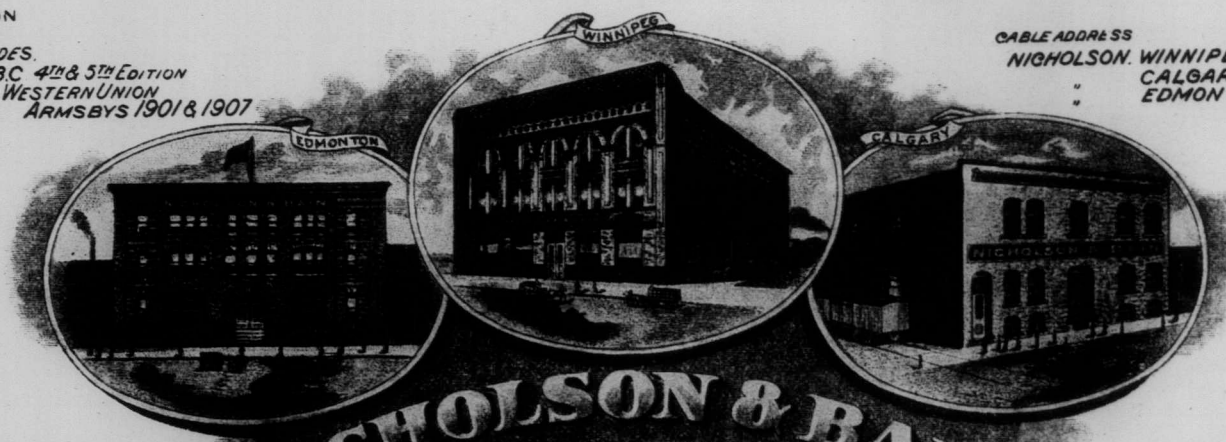
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

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

TO THE TRADE:

The Tea You Can Sell Quickest Is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

and all good Merchants know that

the Turnover's the Thing

MR. MANUFACTURER :

First class corks and capsules carry out the impression of quality you are anxious to convey to users of your bottled goods. The most uniform and reliable are

EWING'S CORKS AND CAPSULES

PRICES ON REQUEST

S. H. EWING & SONS

**MONTREAL
and TORONTO**

You can't read

the article in this issue on the vinegar, jam and jelly manufacturing industry without realizing that the writer must have studied the methods of the acknowledged leaders of that industry—The OZO CO., Limited.

Nowadays

your customers require to know whether or not the goods you are trying to sell them are pure. To assure ourselves of the absolute purity of OZO PICKLES, we produce all our own vegetables even to the very seed from which they are grown and we make our own vinegar to pickle them in. Our factory is modern in the very highest sense of the word. In it, PURITY reigns supreme, down to the very smallest detail of every one of our hygienic pickling and preserving processes.

As a result,

the high quality of every OZO product appeals to your very best paying customers. When next ordering jam, jelly or pickles, protect yourself by specifying O Z O!

The OZO CO., LIMITED
MONTREAL

BASKETS

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

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

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

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

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.



ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind \$1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

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

Do You Want to Buy

**A BOILER, ENGINE
OR MACHINERY?**

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

CANADIAN MACHINERY
TORONTO MONTREAL

CANNED GOODS for Fall

HAVE MADE OUR PRICES AT ROCK BOTTOM COST.
Our Travellers have prices. Book without delay!

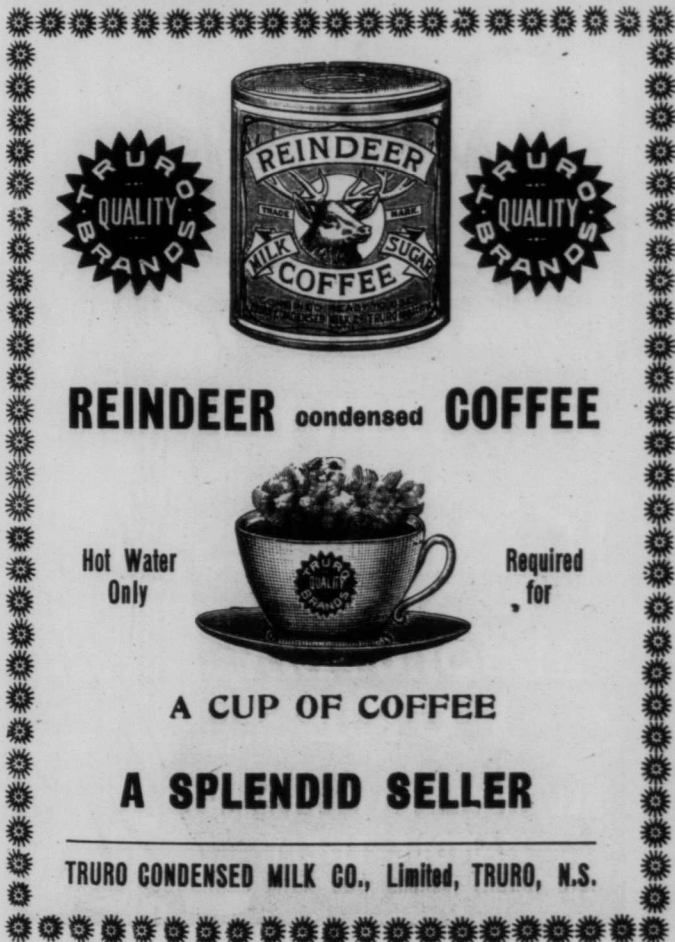
Tartan BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.
Preference given to all orders booked prior to 30th June

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



REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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



BE SURE

That the Maple Syrup you sell is absolutely pure and genuine. Thus will you hold your trade.

Pride of Canada

Maple Syrup has earned the reputation of being the purest and truest on the market.

STOCK IT

The Maple Tree Producers' Association, Ltd.,
Waterloo, Quebec

**Your Vinegar Trade
is Important to You**

Your customers demand the best
for table use and pickling purposes.

**Imperial White Wine
Vinegar**

HAS NO EQUAL

Order now for later requirements,
and make sure of the best.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,

Limited

MONTREAL

QUAKER SALMON

TRADE MARK



SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the
Pacific Coast. The yield will be small this year
without a doubt.

To ensure your customers securing salmon
that will be absolutely first class, order **Quaker
Brand.** Highest grade Sockeye Salmon from
Frazer and Skeena Rivers. The package is the
finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - - \$2.05
QUAKER SALMON, tails, - - 1.90

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

Balmoral
REG'D.

**PRESERVES
AND
MARMALADES
ARE
ABSOLUTELY
PURE**

ALL HIGH-CLASS DEALERS
HANDLE THEM

THE CANADIAN GROCER

The World's Best Coffee is

Lipton's

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

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant In the World

cannot afford to sell anything but the finest coffee.

Write for Samples

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

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

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

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

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



"GILT EDGE"

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

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE

for ALL kinds of Black Shoes

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

Price per gross Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

"BOSTON" Waterproof Polish

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

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

"BOSTON JUNIOR"

"ELITE" Combination

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

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



"DANDY" Russet Combination

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

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

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



If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

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

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

THE CANADIAN GROCER

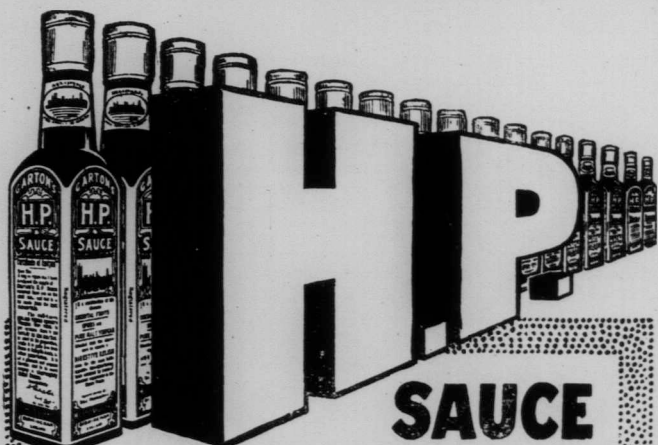
FONNER'S

ORANGEADE

An Ideal Summer Drink

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO



TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite palate and digestion.

Large and quick turnover on H.P.

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

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

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

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

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

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

I AM ABLE TO QUOTE

very sharp c.i.f. prices on

Med and Seed Pri and Flake Taploca

For prompt and future shipment.
The market is in your favor; BUY NOW.

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



CAPSTAN Brand High-Grade Tomato Catsup

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

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

THE CAPSTAN MFG. CO.
TORONTO, CANADA

Wagstaffe's

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

Wagstaffe Limited

THE PURE FRUIT PRESERVERS
Hamilton

Two Pound Cans for the Pea Pack

Immediate shipment.

Any quantity.

Telegraphic inquiries
solicited.

THE
Norton Manufacturing Co.

HAMILTON

2 in 1



SHOE POLISH

is extensively advertised as be-
ing on sale by all up-to-date
grocers. People have acquired
the habit of insisting on 2 in 1.

Are you taking advantage of
unquestionable popular pre-
ference?

The F. F. Dalley Co., Ltd.

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

Stock "the Best." **KIT**
COFFEE

BEST in Quality
SMARTEST in Finish
KEENEST in Price

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

By sheer force of merit it
has achieved a remarkable
success in the Home Market,
and Merchants in the Dominion
introducing KIT to their cus-
tomers are laying the foundation
of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons,
202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A. E. Bowron, 18 King William St., Hamilton;
Winnipeg, Mason & Hickey, 108 Princess Street.



There's one thing certain about the selling of Condensed Milk and that is, it has to be
PERFECTLY PURE and like fresh cow's milk—



Borden's Brands

"Eagle Brand" Condensed Milk and
 "Peerless Brand" Evaporated Cream } are perfect Milk—



FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

(Unsweetened)

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

Natural Flavor

in canned goods is only obtainable by selecting the right fruits and vegetables, and packing them by the right method at just the right time. It's the deliciously well preserved natural flavor which

causes particular people to prefer

RIVERDALE BRAND

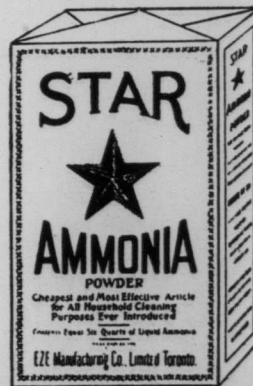
The Lakeside Canning Co., Ltd. - Wellington, Ont.

AT LAST
NATION'S
TON-NIK
LEMONADE POWDER

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

Always ready in 1/2 lb. tins

Agents: **GREEN & CO.**, 25 Front St., E. Toronto
CARMAN-ESCOTT CO.,
 141 Bannatyne St. WINNIPEG
 Manufactory—BRISTOL - ENGLAND



STAR AMMONIA IS PERFECTION OF PRODUCTION IN A NEAT AND ATTRACTIVE PACKAGE. IT SELLS.

We help the
grocer

SELL JELL-O

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

JELL-O ICE CREAM POWDER

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

JELL-O ICE CREAM POWDER FLAVORS

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

Retails 15c. a package

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

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

The Wise Grocer

is placing his order for 1908 pack and buying

**“PEERLESS” Brand
Canned Goods**

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

How To Get Rich Quick

is the problem to be faced. For a grocer, the answer is: Sell the purest goods; and thus get good prices from the best paying customers. Start with

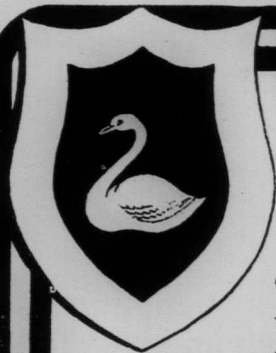
E. D. S. Brand Jams and Jellies

the brand declared by government analysts to be the purest sold in Canada.



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

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



DELICIOUS

"It is the best and only good coffee we get." So writes an esteemed customer in forwarding his order for

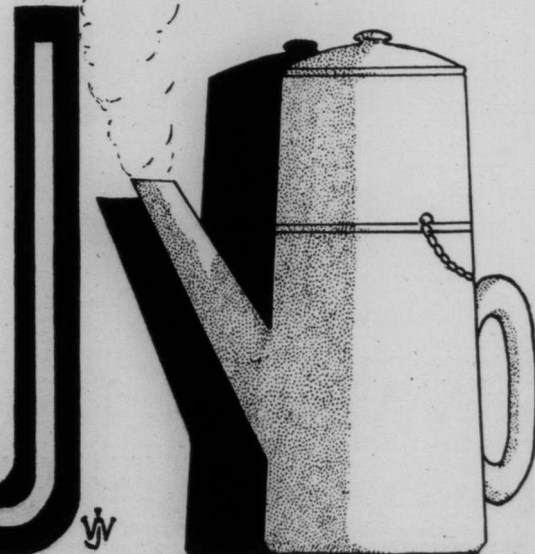
WHITE SWAN BLEND COFFEE

That is just the point—its peculiar excellence always satisfies. It is the kind critical customers come back for—the kind that **stays** sold.

The 1-lb. decorated square tins are just as high-grade as the coffee itself. Try a lot and see how your coffee trade will grow. We depend on our first sale to make the second one.

THE ROBERT GREIG CO., Limited, TORONTO

White Swan Brand



ris
bu
Al
ma
tra

This

Adams, G
Adams, G
Allan, R
Allison C
American
Annapolis
Anderson,
Aylmer C

Baker, W
Balfour, S
Balger &
Barnard, J
Bazin Mfg
Beamsville
Benedict,
Binkie, J.
Binkie, Ch
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Campbell's
Canada M
Canada S
Canadian
Canadian
Canadian
Capstan
Carman, J
Carter, C
Carter, S
Casson, J
Ceylon Te
Chase & S
Church & I
Christmas,
Clark, W
Clawson &
Computin
Connors I
Constant,
Cote, Jose
Cowan Co.
Cox, J. &



WAGSTAFFE'S JAMS

Now ready, 1908 Strawberry Jam, order now and avoid risk of short deliveries, shipment can be made at once or to suit buyers' convenience, let us have your orders now and be covered.

Prices guaranteed.

We specially solicit our friends in Manitoba, Saskatchewan, Alberta and British Columbia to let us have their orders by mail at once, there are advantages in buying from us, our travellers will explain when they call.

James Turner & Co., Limited

Hamilton, Ontario

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| Canada Sugar Refining Co. 22 | Hamilton Cotton Co. 84 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Walker Bin & Store Fixture Co. 83 |
| Canadian Coconut Co. 73 | Holbrooks, Ltd. 62 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Walker, Hugh, & Son 75 |
| Canadian Cannery 5 | Horton Cato Co. 69 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Warren, G. O. 2 |
| Canadian Salt Co. 11 | Hough Litho Co. 76 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Watson, Andrew 22 |
| Canadian Shredded Wheat Co. 70 | I | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Watson, Stuart 4 |
| Capstan Manufacturing Co. 22 | Imperial Extract Co. 14 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Welcome Soap Co. 12 |
| Carman, Escott Co. 4 | J | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Wetley, J. H. outside back cover |
| Carter-Orme Co. 7 | James, J., Howell 8 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | White & Co. 74 |
| Carter S. J., & Co. 9 | James Dome Black Lead 82 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Whittemore Bros. 21 |
| Casson, John, & Co. 73 | K | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Wils n Archdale 75 |
| Ceylon Tea Ass'n. 17 | Kingery Mfg. Co. 72 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Windsor, J. W. 20 |
| Chase & Sanborn 65 | Kinnear, Thos., & Co. 14 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Wiseman-Ashley Co. 7 |
| Church & Dwight inside back cover | Kitt Coffee Co. 23 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Woodruff & Edwards 88 |
| Christmas, W. C. 86 | Kops Ale 53 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Woodruff & Edwards 81 |
| Clark, W. 69 | L | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Woods, Walter, & Co. 14 |
| Clawson & Co. 2 | La Cie Des Savon Francais 14 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Y |
| Computing Scale Co. 81 | Lakeside Canning Co. 24 | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Young, Thomas, Soap Co. 87 |
| Connors Bros. 77 | | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | Young, W. F. 18 |
| Constant, H. 72 | | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | |
| Cote, Joseph 79 | | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | |
| Cowan Co. 70 | | Mathewson's Sons 10 | Mathieu, J. L., Co. 15 | |
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Western Boards of Trade Convention

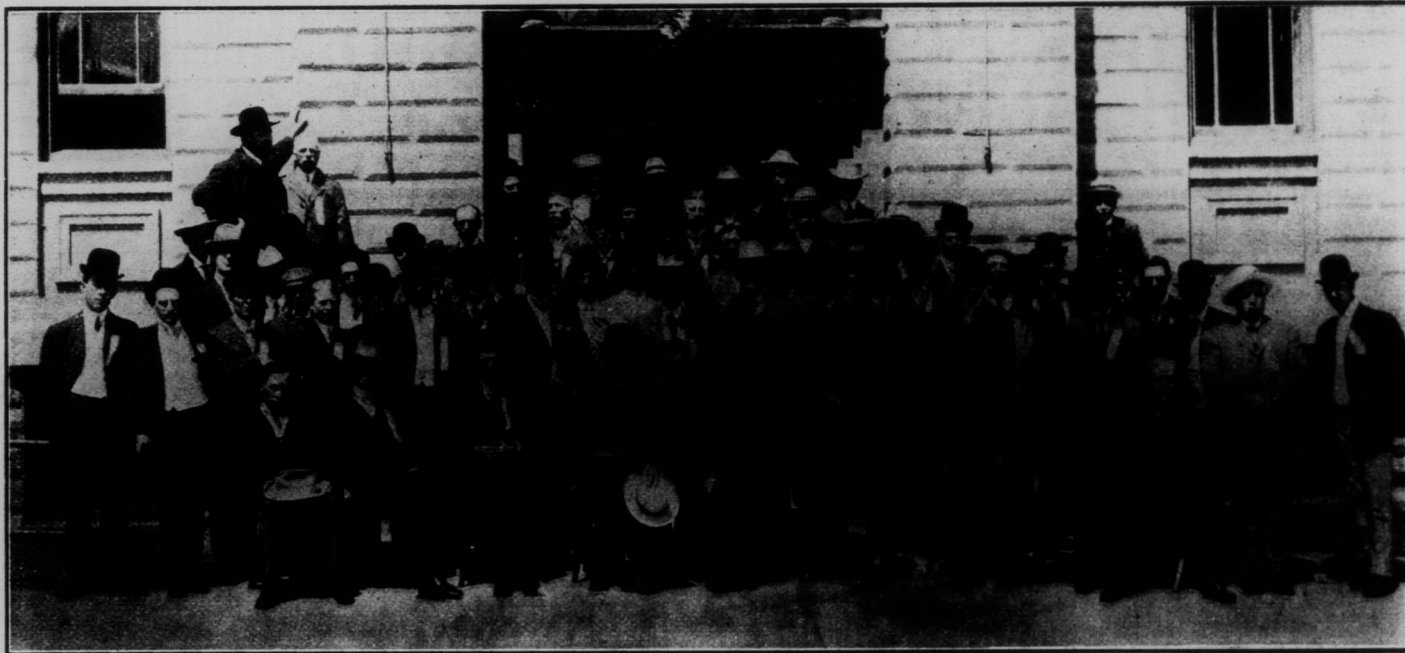
This Year's Mercantile Parliament at Medicine Hat the Best Yet Held—Manitoba Admitted and Division into Provincial Associations Voted Down—Many Questions of Practical Interest to Merchants Discussed — To Meet at Saskatoon Next Year.

Medicine Hat, otherwise known as "The City of Eternal Light," was the scene last week of a gathering of hard headed Western business men whose harps and halos were not very much in evidence, but who are among the ablest and most public spirited of the business men of the West. The occasion of this notable gathering in the Western gas city was the fifth annual convention of the Associated Boards of Trade of Western Canada, the assembling of the Western Business Men's Parliament. In every respect it was a big success. The attendance was fairly large, and it was representative of the best towns in the two Provinces, most of the resolutions

business men and the railway officials each understand the other's position better than before.

The big debate of the convention was on a semi-political question, the advisability of the adoption of the policy of Government guarantee of railway construction bonds by the Governments of Saskatchewan and Alberta. This resolution was introduced by the Calgary Board and met with vigorous opposition. After a debate lasting nearly a day the resolution was amended so as to retain little resemblance to its original form, and passed unanimously. As amended, it merely states the crying necessity for more railways in the two Provinces, and

kenzie in his election to the Presidency, and he discharged the duties of presiding officer with tact and ability. William Short, of Edmonton, who was not at the Prince Albert convention last year, was one of the Edmonton representatives this year, and was given a warm welcome by his friends. E. M. Saunders, Moose Jaw, a familiar figure at previous conventions, was greatly missed this year. Being absent on his holidays he was unable to attend, but a well-deserved honor was done him in his election to the position of Second Vice-President. Another delegate greatly missed this year was William Pearce, of Calgary, who was prevented from attending by his absence in



Group of Delegates in Attendance at the Fifth Annual Convention of the Associated Boards of Trade of Western Canada.

were worthy of the serious and careful consideration of the best business men of the West, and the debates were of a high order of merit. As in former years, the various Boards of Trade of Saskatchewan and Alberta towns sent to the convention their best business men capable of giving expert information on most of the topics under consideration.

Transportation questions bulked large in the discussions, and, fortunately, there were present by special invitation W. B. Lanigan, of the C.P.R., and Geo. H. Shaw, of the Canadian Northern. Several misunderstandings were cleared up by the heart to heart talks that resulted, and, as a result of the conference, the

calls upon the Provincial Governments to take steps to secure the early construction of colonization railways.

Personnel of Conventions.

From year to year the personnel of the conventions necessarily changes very much, but there are several delegates who have attended all five conventions held, and others who have not missed more than one or two. R. J. Hutchings, Calgary; H. W. Laird, Regina, and K. W. Mackenzie, Edmonton, are at least three delegates who have not missed a convention, and they are among the leading debaters at every convention. A well-deserved honor was paid Mr. Mac-

kenzie in his election to the Presidency. At previous conventions his thorough knowledge of Western conditions and familiarity with Western problems was found of great value, and many expressions of regret at his absence were heard at the Medicine Hat convention.

An important step was taken looking to the widening of the scope of the association. Although known as the Associated Boards of Trade of Western Canada, the organization has never admitted the Provinces of Manitoba and British Columbia into full membership. It was decided to invite all the Manitoba Boards of Trade to send representatives to the next convention, at which the

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Province of Manitoba will be admitted into full membership.

As in former years, representatives from the Winnipeg and Brandon Boards attended the convention by special invitation, and took part in the proceedings. Jos. Cornell was present throughout the convention as a representative of the Brandon Board, and H. M. Belcher, President of the Winnipeg Board of Trade, was in attendance the first two days of the convention. His colleague the first day was A. L. Johnson, and on the second day C. N. Bell, Secretary of the Winnipeg Board.

THURSDAY SESSIONS.

The opening session on Thursday morning was purely of a formal character. Mayor Cousins on behalf of the city of Medicine Hat extended a cordial welcome to the convention delegates and his address was responded to in suitable manner by President McAra. Committees on credentials and resolutions were named and the convention then adjourned to meet at 2 p.m.

At the afternoon session the credentials committee reported the following list of delegates in attendance:

- Balgonie—C. C. Rigby.
- Brandon—Jos. Cornell.
- Calgary—T. J. S. Skinner, C. W. Rowley, C. P. McQueen, R. J. Hutchings, A. E. Cross, Chas. H. Webster.
- Cardston—D. E. Harris, jr., D. S. Beach.
- Craik—Chas. S. Davis.
- Edmonton—A. C. Fraser, A. G. Harrison, K. W. MacKenzie, A. B. Campbell, Wm. Short.
- Gleichen—Emil Greisbach.
- Indian Head—Walter Gordon, J. C. Davis, Joseph Gleun, H. H. Campkins, J. A. McCaul.
- Medicine Hat—Wm. Cousins, C. S. Pingle, F. L. Crawford, D. G. White, W. Huckvale.
- Milestone—J. Harris, Dr. Cook.
- MacLeod—C. MacLeod, E. F. Brown.
- Moose Jaw—Hugh McKellar, E. Stuart George, E. N. Hopkins.
- Prince Albert—J. E. Bradshaw, N. W. Morton, R. S. Cook.
- Regina—P. McAra, A. E. Whitmore, H. W. Laird, J. M. Young, W. P. Wells.
- Rouleau—Harvey Ausley, William Ausley.
- Strathcona—R. P. Lewis, J. M. Douglas.
- Saskatoon—B. Chubb, M. Mansell, F. M. Schlanders, A. E. Young, P. Currie.
- Winnipeg—H. M. Belcher and A. L. Johnson.

The committee on resolutions presented a report striking out one or two irrelevant resolutions and it was adopted unanimously.

President's Address.

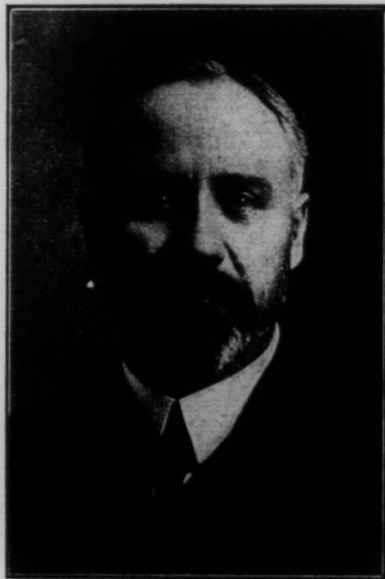
President McAra then delivered the annual presidential address brimful of optimism as to the business situation and the work of the associated boards. He congratulated the convention on the large attendance of delegates and ex-

pressed his confidence that lasting benefits would result from their deliberations.

Referring to the business situation he thought the country was to be congratulated on the return to normal conditions following the business crisis of 1907 and the disappointing crop of that year. He was of opinion that business henceforth would be on a sounder basis and that the net result of the trouble of recent months would be good.

"Crop prospects for the present year are the brightest in the history of the west," he declared amid applause. The returns for this year's crop would be very large, sufficiently large to restore the old-time business activity. The country was to be congratulated on the class of new settlers being obtained this year and these with the big crop would ensure prosperity.

The president congratulated the associated boards on the fact that definite



K. W. MCKENZIE, EDMONTON.

Honored by Election as President of the Associated Boards for 1908-9.

governmental and legislative action had followed several of their resolutions last year. Government action had been taken to prevent a recurrence of the fuel famine. Regulation of telegraph and express charges was possible now through appeal to the Railway Commission and this was one of the most important topics discussed at the meeting in Prince Albert a year ago. Legislation regarding telephones and hospitals had followed the lines of resolutions passed a year ago by the associated boards. He was also pleased to note that a marked improvement in the postal service in the west had taken place during the past year and he believed that the representations of the Business Men's Parliament of Western Canada had had their due influence in bringing about this happy result.

These results had been obtained through bringing the resolutions repeatedly to the attention of the proper authorities, and he wished to express his

appreciation of the efficient and painstaking work of Secretary B. W. Wallace, of Prince Albert.

Election of Officers.

After a hearty vote of thanks to the retiring president had been carried on motion of Hugh McKellar, of Moose Jaw, the election of officers was proceeded with and resulted as follows.

President—K. W. MacKenzie, Edmonton.

1st Vice-president—Wm. Cousins, Medicine Hat.

2nd Vice-president—E. M. Saunders, Moose Jaw.

Secretary-Treasurer—John T. Hull, Medicine Hat.

On motion of Hugh McKellar (Moose Jaw) and John T. Hall (Medicine Hat), a vote of thanks to retiring Secretary Wallace, of Prince Albert, was carried unanimously.

K. W. MacKenzie, the newly elected president, then took the chair and expressed in suitable terms his appreciation of the honor done him and his city in his election to this important post of honor and responsibility.

On motion of H. W. Laird, Regina, the courtesies and privileges of the convention were extended to the railway representatives and the delegates from the Winnipeg and Brandon boards. These gentlemen were invited to take seats on the platform: H. M. Belcher, president of the Winnipeg Board of Trade, on behalf of the railway representatives and Winnipeg and Brandon delegates extended thanks for the courtesy of invitations to the convention. He commented upon the circumstance that the Province of Manitoba is not included in the association.

Tuberculosis Sanitarium.

The first resolution to engage the attention of the convention was introduced by R. J. Hutchings on behalf of the Calgary board and related to the establishment of a national consumptive park and tuberculosis sanitarium in the mountain district of Alberta. It was as follows:

Whereas, it is a well-known fact that the climatic conditions prevailing in Central Alberta have a favorable influence on the disease of tuberculosis, which attracts to this district many thus afflicted; and whereas, many others are advised to come by their medical attendants and will continue to come; and whereas, we are burdened with an invalid class that endanger the health of the community and appeal strongly to public sympathy; and whereas in the interest of humanity they cannot be allowed to mingle with the general public, but should be taken care of which can only be done at a hazardous risk to those with whom they associate; and whereas, a large percentage of these people arrive penniless and are unable to support themselves, they necessarily have to be provided for notwithstanding the fact that they have no rightful claim on this community for such support; therefore be it resolved, that the

Alberta Government be memorialized to take the initiative in having the Dominion Government set apart land for a national consumptive park and establish a tuberculosis sanitarium somewhere in the Rocky Mountains by constructing and maintaining suitable buildings for the maintenance and care of all Canadians suffering from this disease.

Speaking to his resolution, Mr. Hutchings said that the problem had forced itself upon the attention of the Calgary board by reason of the large number of consumptives annually dumped into Calgary and vicinity by their relatives who pay their fare to Calgary and then leave them to shift for themselves. Last year a deputation waited on Hon. Frank Oliver and pointed out the danger of contagion from the presence of these consumptives and asked that the Dominion Government make a grant or land for a consumptive sanitarium. Mr. Oliver was favorable but suggested that the first move in the matter should come from the Alberta Government. The Alberta Government had given the deputation an encouraging reception and some action was expected to result.

A. E. Cross, Calgary, said that there was justification for asking the Dominion Government aid as consumptives come to Alberta from every part of Canada.

H. W. Laird, Regina, raised the point that the people of Ontario support an excellent institution of this nature in their own province and they might object to the Alberta sanitarium being a national undertaking with Dominion Government support. This view did not find favor with the convention and the resolution was carried.

Outside Patients in Hospitals.

C. P. McQueen, Calgary, fathered a resolution respecting the support of outside patients in hospitals when these patients are unable to make payment. He said it was the experience of most hospitals that at least seventy-five per cent. of their patients from outside municipalities were unable to pay for their treatment. The Calgary hospital loses at least \$3,000 per annum in this way. He thought it only fair that there should be legislation by the Provinces compelling the outside municipalities to reimburse the hospitals for treatment given patients from their district in all cases where patients have not made payment.

A. L. Johnson, Winnipeg, expressed his sympathy with the purpose of this resolution. The Winnipeg General Hospital takes care of many outside patients and although the outside municipalities are asked to subscribe towards its maintenance they do not respond to the invitation as they should. He would not, however, favor making Government or municipalities entirely responsible as he thought it unwise to do anything to stifle private benefactions.

Hugh McKellar pointed out that the Associated Boards had taken a stand on the hospital question a year ago, and he thought they could not do better than reaffirm the principles then laid down.

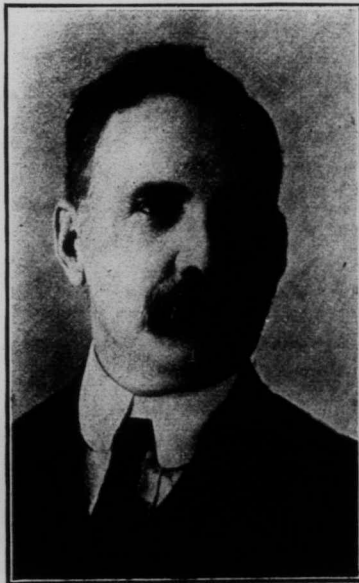
He moved in amendment that the resolution of last year be reaffirmed, and his amendment was seconded by Wm. Short, Edmonton.

Mr. McQueen contended that there was no conflict between the resolution of 1907 and that now proposed and in this view he was supported by A. L. Johnson, Winnipeg, who pointed out that the former referred only to the building of hospitals, whereas the latter referred to their maintenance.

Finally it was decided to let the resolution stand over until Friday to allow those interested to frame a motion satisfactory to all.

Indian Reserves.

In many parts of the west the presence of Indian reserves in the neighborhood of towns and white settlements is retarding the development of the country. By arrangement with the Indians



WILLIAM COUSINS, MEDICINE HAT
Elected First Vice-President of the Associated Boards for the Coming Year.

the Dominion Government has put some of these reserves on the market and there is an agitation to have this policy pursued further. T. J. S. Skinner, Calgary, voiced the prevailing discontent of towns near Indian reserves by moving the adoption of the following resolution:

Whereas, large tracts of land adjacent to prosperous towns and progressive settlements throughout the Provinces of Alberta and Saskatchewan are non-productive as they are occupied by Indian reserves, and whereas, these reserves are, in the majority of instances, of greater extent than the requirements of the Indians demand and also cover larger areas than the treaty allows, and whereas, the money that could be realized from the investment of the amount that could be derived from the sale of the surplus portions, would yield more annually in revenue to these Indians than the same land is yielding under the present system, and whereas, in a great many instances the bands of Indians occupying these reserves are in no way progressive, consequently keeping

large tracts in their natural unproductive state, which are conditions that would not exist were these portions thrown open for settlement; therefore, be it resolved that this convention urgently requests the Dominion Government to exert strong influence with the Indians in securing their consent to the disposal to actual settlers of all such surplus territory that is not required or occupied by the Indians.

Speaking to his resolution Mr. Skinner pointed out that according to the treaty each Indian family of five was to have 640 acres of land. On that basis the Indians of the west now have 565,120 acres in excess of treaty rights. If divided according to population, each Indian family of five would have 1,315 acres. The Indian will not cultivate so much land as the white man and this big excess of treaty rights is of no use to him. If sold, the proceeds would bring more than five million dollars and the interest at five per cent. would provide each Indian family of five with an annual income of more than \$200. Thousands of white settlers would come in and the result would be satisfactory to all concerned.

Wm. Short, of Edmonton, urged caution. "These Indians occupy reserves set apart for them by treaty," said he. "We must be careful not to nullify a treaty. It may be true that these reserves retard settlement in some districts, but that fact does not excuse the violation of a solemn treaty. The Indians should not be disturbed unless an amicable and satisfactory agreement can be made with them."

R. S. Cook, Prince Albert, pointed out that this policy was being followed without any friction in the Province of Saskatchewan and the results were satisfactory to Indian and white man. He could not support the resolution in its present form.

R. J. Hutchings, Calgary, was sure that it was the intention of the resolution to take care of the Indian. The red man was not being benefitted by the present condition of affairs and settlement was being retarded. Why could not an amicable settlement be made to the advantage of both?

D. S. Beach, Cardston, said the question was a burning one in Cardston. "In my town we are only 90 feet away from a reserve 75 miles long by 20 wide. There are only 700 Indians and a few cayuse and cattle on this reserve, and our town is kept back by it."

Hugh McKellar, Moose Jaw, opposed the resolution. "The Indians were here first," he declared. "Because settlement has pushed up within 90 feet, is that any reason why the Indian must get out?"

J. E. Bradshaw, Prince Albert, objected to government "influence" being exerted. No one knew just what form that "influence" would take. Probably he knew better than most what it might be. Mr. Bradshaw was opposition candidate at a Provincial bye-election in Prince Albert not long ago and his reference to government "influence" provoked some amusement.

On suggestion of Mr. McCaul, Indian Head, the last clause of the resolution was amended as follows:—

"That this convention request the Dominion Government to treat with the Indians to secure their consent to the disposal to actual settlers of all such

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This amendment was agreed to by Mr. Skinner and carried unanimously.

Executive Committee.

C. W. Rowley, Calgary, introduced a resolution favoring the appointment of an executive committee consisting of the president, secretary and two delegates from each province, to follow to their final conclusion all resolutions passed at this convention. Wm. Short favored the appointment of a permanent secretary. After some discussion, it was agreed to let this resolution stand over until it was settled whether or not the association should divide on provincial lines.

Exemption Ordinance and Insolvency Law.

Wm. Short, Edmonton, brought up the important question of the exemption ordinance and the need of the insolvency law. His resolution was as follows:—

Whereas, the Exemption Ordinance has in practice worked out in a manner unjust and unreasonable, and clearly in ways not intended and not in the interests of those whom it was intended to serve;

Therefore be it resolved, that the Provincial Governments affected be, and they are hereby requested to amend the said ordinance so that while reasonable and fair protection is accorded to the farming and similar interests it shall not be possible for traders and others to dishonestly take advantage of a statute which should be calculated to afford settlers a reasonable opportunity of getting a fair and reasonable start in a new country;

And whereas, in cases of assignment for the benefit of creditors, it has in the majority of cases been found impossible to prepare an adequate and proper statement of the affairs of the insolvent by reason of the failure of the insolvent to keep proper books or records of his transactions, and it has also been found impossible for creditors to adequately check or eliminate dishonest trading and sales by traders in fraud of the rights of their creditors; Therefore it is resolved:

(1) That the Dominion Government be requested to enact an effectual and comprehensive insolvency law.

(2) That Provincial Governments be requested to amend the Assignments Act in such a manner as to provide for the keeping by traders of accurate and full records of all transactions, and in particular of all sales of property.

(3) To provide such legislation as will enable a proper judicial officer to hold a full and complete enquiry in every case, where an official assignee shall, from lack of proper records or other dearth of information, find it impossible to prepare an adequate statement of the affairs of the insolvent, showing the disposition of the insolvent's goods for at least six months before the date of assignment or insolvency.

Speaking to his resolution, Mr. Short said, "that a number of Edmonton wholesale houses find it difficult to keep track of small retail dealers." Most dealers are all right, but on the part of some, there has been dishonest trading. There have been dishonest sales with shirking of liabilities. For example, a trader owns a store and a

farm; he builds up and equips his farm at the expense of his store, the latter goes bankrupt and the farm is protected by the exemption laws. This was quite unfair, and it was never the intention that the exemption ordinance should protect fraud. The basis of all business is honesty and credit has been injured by dishonest practices allowed by the absence of an insolvency law and the unfairness of the exemption ordinance.

H. M. Belcher, President of the Winnipeg Board, expressed his approval of the resolution. It was not the intention to do away with exemptions on homesteads, but to prevent the unfair operation of the exemption laws. Credit was being weakened by the practice of dishonest merchants equipping their farms at the expense of bankrupting their stores, and the great majority of merchants who are honest suffer thereby. This country needs credit and the basis of credit is being destroyed by



P. McARA, Jr., REGINA.
Retiring President of the Associated Boards of Trade of Western Canada.

the dishonest practices against which this resolution is aimed.

Regarding the request for an insolvency law, the great difficulty is that when business men approach the government, they don't know just what they want. The principle should be established, that when a man fails, his estate belongs to his creditors and should be at their disposal. Mr. Belcher also referred to the class of men appointed as official assignees in the Provinces of Saskatchewan and Alberta. He claimed that many of them are incapable and some are dishonest. The resolution was carried.

Goods Damaged in Transit.

A resolution which provoked a warm debate was introduced by William Short, Edmonton. It dealt with the responsibility for goods damaged in transit by railway companies and was as follows:—

Whereas, wholesale dealers in the West, having to depend upon railway companies for transportation, suffer

great damage from loss and breakage of goods in transit;

And whereas, in some cases the conditions upon which goods are received by the railway companies, provide that the same are received at the owner's risk, and such is the case in respect of certain classes of goods which is manifestly unfair and unreasonable.

Therefore, in the opinion of this convention it is desirable:

(1) That the contracts relating to the classification of goods should first be submitted to wholesale merchants at all distributing points in the West, whose representations should be heard before such classification become effective.

(2) A special board of arbitration, similar in constitution and practice to the Board of Railway Commission, should be appointed to hear and determine all claims for damages against railway companies by reason of breakage, shortage, loss in transportation, overcharge in rates and weights, and other damage to goods in transit.

Mr. Short said, that while the railway companies are required by law to receive for transportation and to take proper care of goods on which the charges have been paid, they are in the habit of making contracts seriously limiting their liability for damages to freight. Finally, this matter came within the scope of legislation and it was provided that all contract forms should be first approved by the Railway Commission. The Edmonton wholesalers complain that they were not consulted by the Railway Commission in recent changes approved by that body, and they complain of unfair treatment in the classification of freight and some other matters. They complain that they are compelled to ship certain classes of freight at their own risk.

"Freight has disappeared off the face of the earth," declared Mr. Short, and under the present contracts the shippers have no redress, because they can't prove actual theft. No contract should be approved and no classification made that will relieve the railway companies of their responsibility to deliver freight or pay the value."

H. W. Laird, Regina, opposed the resolution in a strong speech. He contended that Mr. Short's remarks were extreme and not borne out by the facts. "We have so many real grievances," he declared, "that it is foolish to waste our time in the discussion of grievances that will not bear investigation."

He thought the clause relating to classification uncalled for, for the reason that it has to be passed by the Railway Commission, and all have a chance to be heard before that body. If the merchants of Edmonton made no objections before the Railway Commission, it was now too late to make complaints before the Associated Boards.

At one time the Claims Departments of the railways were poorly managed and there were many complaints, but during the last year or two there has been a great improvement and claims are being promptly met. The railways see that it is to their own interests to meet claims fairly. A shipper has redress in the courts if he can't get justice.

The last clause would simply mean a duplication of machinery now provided for. We are overgoverned already, and we don't want another Board of Arbitration.

tration. He considered the whole resolution uncalled for and unnecessary as it was based on wrong information.

G. H. Shaw, of the Canadian Northern, said that the resolution was evidently based upon a misapprehension of the conditions under which the railways transport goods. There was no intention on the part of the railways to contract themselves out of liabilities. All contracts were subject to approval by the Railway Commission, and all interests have a chance to be heard by that body. He had been in the traffic department of the C.P.R. and C.N.R. for twenty-six years and he had yet to learn of a legitimate claim which had been refused by either railway.

Hugh McKellar, Moose Jaw, could not understand how it was that the Edmonton Board had not heard of this matter as the Moose Jaw Board had been notified twice by the Railway Commission that the matter was to come up.

W. B. Lanigan, Asst. Freight Traffic Manager of C.P.R. western lines, said that he saw in the audience many of the largest shippers in the West and he could not recall a single instance in which the claims of these gentlemen had not been promptly adjusted. He contended that the classification schedules were as nearly perfect as possible, being the result of years of experience. Regarding claims for goods, he contended that the railways are as anxious to be on good terms with their patrons as any merchant to please his customers. There are, however, classes of goods which are fragile and are often improperly packed. Several instances of this kind were quoted in illustration of this point.

Claims are promptly paid by Canadian railway companies, he contended, but often they are not promptly paid by American connections. The damage is traced back to the American road and it refuses to pay. The claim is made to the Canadian road and it, being unable to collect, gets the blame.

After further discussion by A. L. Johnson, Winnipeg; Short, Edmonton; Cousins, Medicine Hat; Schlanders, Saskatoon; and Connell, Brandon; the resolution was voted on and declared lost.

The convention then adjourned to meet Friday morning.

FRIDAY MORNING SESSION.

At the Friday morning session, C. N. Bell, Secretary of the Winnipeg Board of Trade, was in attendance, taking the place of A. L. Johnson, who had returned to Winnipeg.

Hospital Resolution.

The first business of the morning session was the passing in amended form of the hospital resolution, introduced the day before. The resolution as amended was adopted unanimously and read as follows:

Whereas, efficient general hospitals have been established in the larger cities and towns throughout the Provinces of Alberta and Saskatchewan at heavy expense to the individual communities; and, whereas, rural municipalities, having no accommodation for patients, send them to these hospitals, to the support of which they do not now contribute; and, whereas, the said municipalities

have in the past refused to contribute to the support of these hospitals; therefore, this convention of Associated Boards of Trade of Western Canada respectfully urges the Governments of Alberta and Saskatchewan to pass such legislation at their next sessions as will lead to reimbursing fully public hospitals for treatment given patients in all cases where patients have not made payment.

Guaranteeing Railway Bonds.

Then followed what proved to be the most contentious resolution introduced at the convention. This was a long resolution introduced by A. E. Cross, Calgary, pointing out the great need for further railway construction in the Provinces of Alberta and Saskatchewan, referring to the practice of the Manitoba and Ontario Governments in guaranteeing the bonds of railway companies to secure new roads, stating that these



B. W. WALLACE, PRINCE ALBERT.

Retiring Secretary of the Associated Boards and Secretary of the Prince Albert Board.

guarantees had not cost either Province anything, but had secured the desired results and calling upon the Alberta and Saskatchewan Governments to adopt the policy of Government guarantee of railway bonds.

In the course of a somewhat lengthy speech, Mr. Cross emphasized the crying need for new railways in the two Provinces. Manitoba has a network of railway lines, but there are vast areas of fertile country in the two new Provinces absolutely without railway accommodation of any kind. Because of this the development of vast areas is being retarded and immediate action is immediately required. There is no use in producing grain and cattle if we can't get them to market. The railways are doing all that they can and doubtless will get around to these roads some time, but we don't want to wait. The most feasible method of assistance seems to be by the guaranteeing of railway bonds. In this

way the desired result can be attained without one cent of cost to the Provinces.

Using a map to illustrate his speech, Mr. Cross pointed out many lines of railway required and in each case had to reply to queries from H. W. Laird, Regina, as to the mileage of the proposed roads.

The resolution was recorded by F. M. Schlanders, Saskatoon.

R. S. Cook, Prince Albert, objected to the introduction of a question of practical politics. This resolution was simply an invitation to the railway companies to hurry in their paper for endorsement. It was not fair, he contended, to institute comparisons with Manitoba as conditions are different. Manitoba suffered from railway monopoly three years ago, but the Western Provinces have three railways. These lines most have feeders, and if the railways are left alone they will build them unaided. In Ontario the road aided by bond guarantee runs through a district not fit for settlement; there are no such districts in Alberta and Saskatchewan. "If we are to furnish the security," concluded Mr. Cook, "we might as well retain the assets."

H. W. Laird, Regina, referring to the many projected lines mentioned by Mr. Cross, said that the latter had offered a prize package to every delegate to vote for the resolution. He was of opinion that the only delegates overlooked were those from Balgonie. Mr. Cross had proposed about 5,000 miles of new railway, and the guarantee would amount to many million dollars. He objected to the resolution because it was too broad and because of the economic principle involved. It was unwise to endorse the general principle of guaranteeing bonds without restricting it to specific projects.

"If we are to be guarantors," continued Mr. Laird, "let us look at our financial position. We are not in the same position as other Provinces. We have no lands, no timber, but are given an annual subsidy in lieu of these assets. We are in the position of an office clerk at \$65 per month, who undertakes to endorse a note for \$75,000. The entire subsidy that Saskatchewan receives is required for current purposes, and that Province is undertaking capital expenditures of several million dollars for Parliament buildings and other public works, etc. Now we are asked to guarantee millions of bonds, when we require every available dollar of income to meet our current expenditures. Is this a reasonable proposition? Does it commend itself to a business man as a sane business proposition?"

Mr. Laird also objected to a guarantee of bonds without a quid pro quo in the way of control of rates. He admitted that railways were necessary, however, and submitted an amendment to the effect that the Provincial Governments of Saskatchewan and Alberta should be requested to proceed with the construction of such lines of railway as are more urgently required as Government undertakings, the said roads to be owned by the Provinces and to be leased for operation to existing railway companies on

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such conditions as to control of rates and interest on investment as will ensure the protection of the interest of the public for all time to come.

R. J. Hutchings, Calgary, supported the original motion in a moderate speech. He did not think that a tremendously big programme such as that outlined by Mr. Cross would necessarily follow. The principle of guaranteeing bonds would be observed within reasonable limits.

A long debate followed, participated in by Messrs. McKellar, Moose Jaw, Fraser, Edmonton, and McAra, Regina. When luncheon time arrived there seemed to be little prospect of an early ending to the debate.

FRIDAY AFTERNOON SESSION.

At the afternoon session the adjourned debate on the railway question was resumed. J. E. Bradshaw, Prince Albert, endeavored to have the discussion of the question shelved for another year. He urged that the resolution was one of the most important that could come before the convention, but it had received little consideration from the various boards and the delegates did not know the sentiments of those whom they were representing. He moved a twelve months' hoist, seconded by A. C. Fraser, Edmonton.

The popular "Billy" Cousins, Mayor of Medicine Hat, at this juncture interjected one of his characteristically humorous speeches. The whole opposition to the resolution seemed to proceed from an uneasy suspicion that some one was going to make a profit from the transaction. He had not intended speaking, and would not have done so had it not been for a conversation he had had a few minutes before with one of the old timers in Medicine Hat. He noticed that this old man had a magnificent garden full of rhubarb of which he was making no use whatever.

"Why don't you sell some of that rhubarb?"

"Well, it's here and if any one wants it, they can come and buy it."

"But plenty of people don't know anything about your rhubarb. Why don't you advertise in the papers that you have rhubarb to sell?"

"Now, you look here. I know what you are after. You want me to go down town and pay over some money to the newspapers. Not if I know it."

"No, I am not canvassing for an ad. If you don't want to do it that way, why don't you take your rhubarb down town and sell it to the stores?"

"Now you look here, Mr. Cousins, I am not going to let anyone make a profit out of me. Not if I know it. If I sell my rhubarb to the stores at six pounds for a quarter, they will sell it at three pounds for a quarter. No sir, I'll let it waste first."

Mr. Cousins said he favored the resolution for the reason that the entire opposition seemed to proceed from the fear that some one might make a profit.

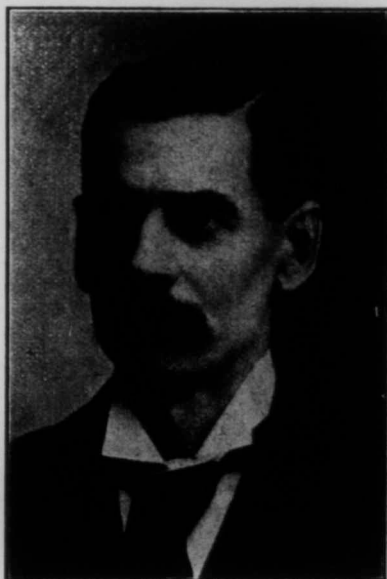
H. M. Belcher, Winnipeg, being called upon for an expression, said that it was not fair to quote the example of Manitoba in support of this resolution. Conditions were different, and moreover the Manitoba policy was inaugurated ten

years ago. It was designed to overthrow a monopoly and to control rates. In this, it had been eminently successful, but this resolution did not propose any control of rates.

After a protracted debate the convention finally shirked the issue of a vote on the straight question on the guarantee of rates and Mr. Laird withdrew his amendment. On motion of Mr. Mansell, Saskatoon, a colorless resolution affirming the need of railways and calling for Provincial Government action was passed. The resolution did not indicate what form the government aid should take. As finally amended the resolution was as follows:—

Whereas, it is conceded that the general advancement of a country depends very largely on its transportation facilities;

And whereas, it is obvious that the extensive areas of unpopulated lands in these two provinces are only awaiting transportation facilities to change them



JOHN T. HALL

Secretary Medicine Hat Board of Trade.

into well settled and abundantly producing districts;

And whereas, in the Provinces of Alberta and Saskatchewan there is to be found the richest productive agricultural soil;

Therefore be it resolved, that this convention of the Boards of Trade of Western Canada urgently requests the Governments of the Provinces of Alberta and Saskatchewan to adopt a policy which will assure the early construction of colonization railroads in said provinces.

Freight Experts at Winnipeg.

The convention heaved a sigh of relief when it escaped from this highly contentious resolution and Mr. McKellar, Moose Jaw, then introduced a resolution calling on the governments of the two provinces to appoint freight experts to reside in Winnipeg, and devote their whole time to the question of freight rates, in the interests of the western business men. This resolution was voted down after some discussion.

Freight and Express Rates.

R. S. Cook and J. E. Bradshaw, (Prince Albert), then introduced the following resolution regarding freight and express rates:—

Whereas, the railways of Canada, owned and operated by companies, have by subsidies, land grants and guarantee of bonds, added immensely to the debt of the Dominion and to the financial responsibilities both of the Dominion and of the several provinces;

And whereas, the railway system of Canada, although divided between several companies, furnishes connection between any one point on the system and any other point on the system;

And whereas, each railway company charges a higher rate proportionately for carrying freight a short distance than a long distance;

And whereas, for instance, the charge for carrying freight two hundred miles, half of which distance is over the line of one company and half over the line of the other company, is much greater than the charge for carrying it the same gross distance over the line of one company only;

And whereas, the railway companies carry freight at more favorable rates over lines known as main lines than over branch or feeding lines;

Therefore be it resolved, that the Dominion Government be memorialized to take such action as will prevent any portion of Canada being placed at a disadvantage with any other portion of Canada equally distant from the trade centres of Montreal, Toronto, Halifax, Winnipeg, Vancouver, etc., and that such legislation will be enacted as will compel any two or more railway companies which have been assisted by bonuses, land grants or guarantees of bonds, to carry from any point on one of the lines to any point on another of the lines at a rate not higher than would be charged for the same gross distance over any one of the lines, and that the local mileage and other rates on all branch lines be the same as on the main line.

G. H. Shaw, of the Canadian Northern asked that the resolution be withdrawn, and defended the attitude of the railways and express companies in a lengthy speech. His views did not find favor with the convention, however, and the resolution was carried.

Transportation.

Another railway resolution was championed by J. E. Bradshaw, Prince Albert. It had to do with the right of a passenger to choose his route over several lines of railway and get return fare privileges. It was as follows:

Whereas, the railways of Canada, owned and operated by private companies, have come into existence largely through the generous subsidies, land grants and guarantees of bonds which have added largely to the debt and financial liabilities of the Dominion and its provinces; and whereas, the traveling public should not be at any disadvantage owing to the fact that the railways are owned and operated by several companies instead of one company; and whereas, the ramifications of the railways in many instances permit of different routes between one part of Canada and another; and whereas, the railway companies at present do not consider themselves compelled to issue single or return tickets

between any two points except by such route as suits their wish or convenience; therefore, be it resolved, that the proper authorities of the Dominion Government be memorialized to enact such legislation as will enable and compel railway companies to issue single or return tickets between points on the railway system of Canada at a uniform rate as to mileage and by such route as may suit the wish and convenience of the passenger paying for such transportation in advance.

G. H. Shaw opposed the resolution. He contended that the return ticket is a matter of privilege, not of right. It was natural that the railways should each want to get as much business as possible over their own lines. For instance, the C.N.R. do not want to sell tickets from Prince Albert to Winnipeg via the C.P.R. line from Regina to Winnipeg. If a passenger wants to go that way he can do so by paying the price, but he can't expect to get a return ticket as cheaply by that route as by the direct route.

W. B. Lanigan, on behalf of the C.P.R., said he sympathized with every effort on the part of Prince Albert people to travel via the C.P.R., but he considered the resolution was based upon a misapprehension. He made a strong speech against it and it was finally withdrawn.

At this juncture the railway representatives took leave of the convention, after being the recipients of a hearty vote of thanks for their attendance.

Union or Separation.

Each year some board introduces a resolution in favor of division on provincial lines, but the proposal has never been seriously considered. This year the motion came from Moose Jaw, and it was championed in half-hearted fashion by E. S. George and Hugh McKellar. It was opposed by P. McAra, Regina; R. S. Cook, Prince Albert, and A. G. Harrison, Edmonton, and was finally withdrawn amid loud cheers.

Manitoba Admitted.

Although the organization has been known as the Associated Boards of Trade of Western Canada, this has been a misnomer, for the reason that neither the Manitoba nor British Columbia boards have ever been admitted to membership. Representatives of one or two Manitoba boards have attended all the conventions since the first by special invitation but the B.C. boards have never shown any interest. There has been a strong feeling for some time in favor of the admission of Manitoba. One year's notice is required for a change in the constitution, and therefore no formal action could be taken at this convention admitting Manitoba boards to membership. It was quite evident, though, that there was a general desire to admit Manitoba, and accordingly it was decided to invite all the Manitoba boards to send representatives to the next convention, at which the necessary change in the constitution will undoubtedly be made.

Saskatoon Next Year.

Then followed the big contest of the convention, the selection of the next place of meeting. Invitations were extended by Moose Jaw, Indian Head and Saskatoon, representatives from each city pressing its claim. The first ballot showed a plurality for Indian Head, but

not a clear majority. On a second ballot between Saskatoon and Indian Head the former town won out by a small margin of four votes.

The convention then adjourned to meet at 7 o'clock in the evening.

FRIDAY EVENING SESSION.

At the Friday evening session, First Vice-President, Mayor Cousins, of Medicine Hat, presided, in the absence of President MacKenzie.

Waste of Natural Gas.

W. Huckvale, Medicine Hat, championed a resolution calling for Government action to prevent the waste of natural gas. He pointed out that natural gas is going to waste near Medicine Hat and on the Athabasca river, near the Pelican rapids. His resolution, which was carried unanimously, was as follows:

Whereas at the fourth annual convention of the Associated Boards of



R. J. HUTCHINGS, CALGARY.

A Prominent Delegate Who Was Always Listened to With Interest.

Trade of Western Canada, held in Prince Albert, Saskatchewan, on the 18th, 19th and 20th of June, 1907, a resolution was passed calling the attention of the Dominion Government to the waste of natural gas and memorializing them to use every endeavor to prevent the same, therefore be it resolved that this convention deems it advisable that the resolution referred to be re-enacted, and that a copy of the same be forwarded to the Department of the Interior urging upon them the necessity of the immediate action to prevent the unnecessary and extravagant waste of this valuable commodity.

Prairie Fire Legislation.

Hugh McKellar, Moose Jaw, drew the attention of the convention to the large number of prairie fires which are due to the ignorance of new settlers as to the prairie fire regulations. He secured the unanimous adoption of the following resolution:

Whereas, the experiences of the present year have again demonstrated that the prairie fires ordinance is in a great measure ineffectual in preventing the

starting of fires; and whereas, new settlers invariably plead ignorance of the provisions of the ordinance; therefore be it resolved that the Associated Boards of Trade would strongly urge upon our Governments the advisability of printing in convenient form a few of the most important provisions of the ordinance, and that copies of the same be placed in all Dominion lands offices and post offices for distribution to new settlers.

Reforestation.

The important question of the necessity for reforestation was brought up by A. C. Fraser, of Edmonton. He pointed out that, while the Dominion Government is giving some assistance to the Forestry Association, that assistance is quite unequal to the necessities of the case, and he urged the necessity of a definite and far-reaching policy on this question. The United States Federal Government is spending \$2,000,000 per annum for this purpose and yet that is not enough, and the Republic will soon be denuded of all its timber if definite, decisive action is not taken. Germany is spending about \$11,000,000 per year. The resolution, which was carried by a unanimous vote, was as follows:

Whereas, to a large extent, the Provinces of Manitoba, Saskatchewan and Southern Alberta are comprised of prairies largely devoid of building timber, of which an increasing amount is year by year necessarily required; and, whereas, along the eastern slope of the Rocky Mountains and in parts, more particularly of northern Alberta, there is a very large area of land that would be more valuable for the cultivation of timber than for any other purpose, especially having in view the very great area of arable land situated in the said provinces; and, whereas, much of this territory is interspersed with rivers and creeks which form a natural protection against fire; and, whereas, the expense of providing fire rangers who could adequately protect the said areas from fire would be comparatively small and would be absolutely trifling in comparison to the value of the timber that would be secured by such protection; and, whereas, the climatic benefits of those matters incidental to the conversation of the water supply and the prevention of destruction by floods to be obtained by the preservation of the forests is of great value to the rest of the provinces; and, whereas, we recognize and approve of the action of the Federal Government in already setting apart tracts of land on the eastern slopes of the Rockies for forest reserves, we still think that there are timbered tracts of land adjacent to the Saskatchewan, Athabasca, McLeod, Pembina and MacKenzie and other northern rivers which are most suitable for forest reserves and for reforestation purposes; therefore, in the opinion of this convention it is highly essential that some concerted action should be taken for the preservation and reforestation of tracts of land suitable or expedient to be used and it is therefore recommended: (1) That timbered tracts of land should be set apart and the settlers prohibited from encroaching upon them while being used for timber areas. (2) That during the spring and fall at least an active and adequate corps of fire rangers should be provided, whose duty it should be to

(Continued on page 57.)

DEATH

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DEATH OF HON. THOS. BALLANTYNE.

A Builder of Canada's Cheese and Dairy Industry and an Honored Canadian.

Hon. Thos. Ballantyne, who perhaps has done more than any other man in private life in Canada to develop the cheese and dairying industries of the country along scientific lines, passed away at his home in Stratford after a few weeks' illness. For the past few years he had not been in perfect health but his pluck and constant attention kept him able to be about his residence. He was confined to his room only a few weeks before his death.

The late Thos. Ballantyne was born at Peebles, Scotland, in 1829. His people were shepherds, but his father retired to Peebles and engaged in trade. Here he received an education, and in 1852 came to Canada, locating in Downie Township. He taught school for eight years and then engaged in farming. He was successively auditor, clerk and reeve of Downie.

In 1871 Mr. Ballantyne entered provincial politics, contesting North Perth unsuccessfully against Mr. Andrew Montieth. In 1872 he refused the nomination for the Commons, but in 1875 was elected to the Legislature and held the seat continuously till 1894, when he was defeated by Mr. McNeil. During the last four years in the Legislature he was Speaker of the House.

It was, however, more as a dairyman than as a farmer or politician that the deceased will be remembered. In co-operative dairying he fought alone to make the principle a success for many years. In 1867 he built the Black Creek cheese factory, which has long been recognized as a model, but for years his work was tedious and about 1870 he felt that he would have to forego the work as he had expended from his private funds all he could afford. He appealed to Hon. John Carling then Minister of Agriculture, and received \$800 per annum. This gave him new prospects and in 1877 he brought to Perth county the gold medal for the best cheese made on the American continent. During 1867 he attended the first dairy convention and was elected director and was subsequently elected nine times president, being also first honorary president.

Mr. Ballantyne was the first to suggest employing instructors to improve the quality of dairy products, and upon one occasion when the association was unwilling to retain the services of Prof. Arnold, then instructor, he retained him at his own expense for a year. Largely through his efforts he has seen the cheese factories of Canada increase to about a thousand, nearly all of which are managed by farmers themselves.

Co-operative dairying has been introduced in Scotland, and for this Mr. Ballantyne was directly responsible. In the south of Scotland several years ago he visited fairs and interested the Scottish farmers in the movement.

Outside his dairying interests Hon. Mr. Ballantyne led a busy life and filled several positions of trust. He was president of the British Mortgage Loan and vice-president of the Perth Mutual Fire Insurance Company. He was a patriot to the core, Canada for him being first, last and always. Mrs. Ballantyne died in 1902. The family includes several names familiar to Canadians. For several years the business established by Mr. Ballantyne in Stratford has been carried on by his son, Thos., and in Montreal by R. M., who do a large export cheese and butter trade.

valued at \$2,000,000 and the remaining \$500,000 of capital will be issued for cash to increase the company's working basis.—New York Commercial.

PACKING TEA IN CEYLON.

Arrangements have been completed whereby the "Salada" Tea Co. will have all their package tea sold in the Northwest and on the Pacific Coast packed in Colombo, Ceylon. It was found necessary to relieve the pressure at the Toronto office where every machine has been running at its fullest capacity for some time past. By this



L. E. GEOFFRION,
Of L. Chaput Fils & Cie., Montreal, President-Elect of the Canada Wholesale Grocers' Exchange.

We have pleasure in presenting herewith the portrait of L. E. Geoffrion, of L. Chaput Fils & Cie., Montreal, who was elected president of the Canada Wholesale Grocers' Exchange at the recent meeting in Quebec. It was the intention that this photograph should have been inserted with the report of the Exchange meeting in last week's issue, but owing to mis-connection this was found to be impossible.

President Geoffrion has had a large acquaintance with the wholesale grocery business and this, with his experience as a member of the Board of Harbor Commissioners for Montreal and natural ability, should make him a particularly good presiding officer. His loyal remarks concerning the adoption of the word Canada in the Exchange's name at the Quebec meeting were highly appreciated.

RICE MILLERS' COMBINE.

New Orleans, June 29.—With a capital of \$2,500,000, the five largest rice mills in Louisiana—Independent, at Crowley, the Abbeville, the Donaldsonville, the Eureka, the Estherwood and the Kueydan—have been merged into the United Irrigation & Rice Milling Co., with Henry Beer of New Orleans, president; I. M. Lichtenstein, 1st vice-president; Henry E. Bumbel, 2nd vice-president; and Edger H. Bright, secretary-treasurer.

The combine will control the Lichtenstein & Hechinger irrigating canal in the Crowley rice belt, and the Abbeville canal. The properties absorbed are

arrangement all the "Salada" sold in the West will arrive five or six weeks sooner than it could coming via England.

CHANGE IN GROCERY TERMS.

On and after July 1st, the terms of the Ontario wholesale grocery trade will be: Nett 30 days on all goods except tea and sugar.

Kent Whipple, representing the Beamsville Preserving Co., Beamsville, Ont., was in Montreal this week, and favored The Grocer with a call.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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

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

Published every Friday.

ANOTHER SUCCESSFUL CONVENTION.

Many important questions of particular interest to the people of western Canada were discussed by some of the best business men of the west at the fifth annual convention of the Associated Boards of Trade of Western Canada, held in Medicine Hat recently; and the extended report of the proceedings appearing in this issue of The Canadian Grocer is worthy of the careful perusal, not only of our readers in western Canada, but of those of our readers in the east who desire to familiarize themselves with western thought and western problems. The best business men of the western provinces are sent to these conventions as delegates and the results of the serious deliberations of these men receive and deserve to receive careful consideration on the part of legislators, Dominion and Provincial.

Recognizing the importance of the deliberations of this convention and the duty of the trade press to report fully the proceedings at meetings of this kind at which business problems are discussed by the leading business men of the country, the MacLean Trade Newspapers have been represented at the last four conventions by a member of the regular staff. The most complete reports published have appeared each year in the

MacLean Trade Newspapers. At this year's convention the Toronto Globe was the only other paper outside the Province of Alberta having special representation.

The influence and prestige of the Associated Boards will be greatly increased by the decision to admit into membership the boards of the Province of Manitoba. Retiring President McAra was able to point with satisfaction to several important reforms which had followed as a result of last year's deliberations and there can be no doubt that the resolutions passed by a body of representative business men, including also the important Province of Manitoba, will have even greater weight with Dominion and Provincial cabinets. The decision to include Manitoba is a decided step in advance.

TRAVELERS AND PROSPERITY.

The commercial travelers in the United States are to hold August 14 and 15 an interstate Prosperity Conference.

It is a commendable decision. Much of the present condition of business is due to lack of confidence. People are afraid that something may happen. They are pessimistic.

In Canada the crop conditions were probably never better; and agriculture being the backbone of the country, confidence is showing unmistakable signs of reviving. But being afraid that something may happen the commercial body politic is still slightly nervous.

Tonics are good for nervousness. Next to the press, none are better qualified than commercial travelers to administer the necessary doses. If the commercial travelers of Canada can get together during the next few weeks and discuss how these tonics can be judiciously administered they will do the country good service.

There are about fifteen thousand commercial travelers in Canada. Each of these has his finger on the pulse of trade and should be able to advise and counsel his customers.

ISSUE THE BULLETIN EARLIER.

The fruit division of the Agricultural Department at Ottawa for some years has been issuing a fruit crop bulletin, giving prospects and the outlook on all lines of fruit in different sections of Canada. While useful, the bulletin, which is issued at the end of the month, and reaches the greater number of its readers from one to three weeks afterward, seems rather belated. It would seem that it would be of greater service if it were issued earlier in the month, say somewhere between the 1st and 10th. Another step in improvement could be

made if a summary of the bulletin were issued for the use of the press a few days previous to the issue of the report.

IMPROVED CONDITIONS IN PACKING INDUSTRY.

The Canadian packing industry has shown a more encouraging condition the past week than for several months. The factories, which have been running at half and even quarter capacity since last fall, are most of them again on full time, and matters generally are very much more brisk.

Two or three reasons are given for the improved conditions. During the last week the British market has improved to the tune of at least two shillings and, owing, it is said, to lower stocks of Danish and American products, there is a healthy demand for Canadian bacon. This will provide for a brisk export trade. During the summer, also, there is always a heavier demand for bacon at home, and this is being felt already and is stimulating local demand.

The improved conditions are simply a part of what is usually expected during the summer but they are very welcome after the several months of quietness in this important Canadian industry.

PUSH CONDENSED MILK.

Considerable notice has been given in the daily papers recently regarding the high milk prices prevailing in various parts of Canada this summer. While the public are thinking of this, and because of the season itself, this appears to be an opportune time for the grocer to take a little advantage of his friend the milkman and to build up a nice trade in condensed milk.

Condensed milk, as it is now put up by several companies in Canada, offers several advantages over the fresh variety, particularly during the hot weather. First, it is very much easier to keep, and to those people who are not able to afford a supply of ice it is almost a necessity. Again, its purity is unquestioned, a fact of considerable importance in these days of questionable practices in various lines of food supplies. The plants of the condensing companies are, without exception, and from necessity situated in the heart of the dairying districts, where a supply of wholesome milk is available. The processes used are such as to preserve the purity of the product and to make it absolutely safe for use, particularly for babies and delicate appetites. Altogether condensed milk offers a very practical substitute for the milkman's offering and should provide a good opportunity for the energetic grocer to increase his sales.

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TRAVELER'S FINANCIAL RESPONSIBILITY.

The responsibility of a traveler for advances obtained from a bank on a credit note issued by a firm, which before it liquidates its account with the bank goes into bankruptcy, is being tested in the courts in British Columbia, and referring to this question, which is one in which every traveler will be interested, the Vancouver World says:

"Say that while a commercial traveler is abroad on the business of his firm his employers go into liquidation, what is his position with respect to money drawn on their credit from banks at towns visited in the course of his work? This is the question which the courts will decide in at least some of its aspects in the course of the next few days. It has arisen in connection with the failure of a large Manitoba firm of millers, who employed a Vancouver man to travel through the province disposing of the product of their mills. The defendant in the suit under consideration was making his usual tour when he received a telegram instructing him to return home. He at once repaired to the nearest bank to draw the necessary funds, but was informed that his credit note was no longer good as his principals were in liquidation. Making the best of the situation, he borrowed sufficient money to bring him home, consoled himself that the firm did not owe him more than a few weeks' salary and expenses, and promptly dropped into a new situation. During his trip, however, he had drawn several times on his employers and to his astonishment he speedily found that the banks which had cashed his drafts held him personally responsible, although the money was obtained on the strength of a credit note from the firm which employed him. As the case is sub judice, it would be improper to enter on a further discussion of its merits, but it is permissible to say that whatever the decision a principle of considerable importance to commercial travelers will be thereby established."

ONE CENT RATE ON CITY LETTERS.

Honorable Mr. Lemieux, Postmaster-General, in discussing in the House of Commons the other day the proposal to reduce the rate on city letters from two to one cent, said that Mr. Eaton, in Toronto, was one of the best clients the Post Office Department has. "He buys probably \$100,000 of stamps in a year. All his postage is for the country districts." Mr. Armstrong, M.P., in mak-

ing further reference to the matter stated: "In this proposal the Postmaster-General is most certainly discriminating against the rural districts. When he says that Mr. Eaton, of Toronto, is returning to the Postal Department a revenue of \$100,000 per annum, he must remember that a large proportion of that comes from the people of the rural districts to whom he sends his goods and his circulars."

PRESS COLLECTIONS NOW.

With the business outlook brightening as a result of the splendid crop prospects in most districts, the present is an opportune time to press for the payment of outstanding accounts.

Much money is owing to merchants by farmers and others who have money hoarded up in savings banks. The bankers, of course, encourage depositors to leave their money in the bank, but it is not honest or fair for customers to allow accounts to remain unpaid when they have the money to meet the calls upon them.

Merchants, too, who do not press such customers for the money rightly due are lacking in the qualities necessary for business success. The man who wins to-day is he who sails close to the plan of buying and selling for cash.

A merchant cannot buy for cash when selling goods on credit and unless he buys for cash he loses the trade discounts which spell success or ruin for him.

The old-time dealer supplied goods on long credit at equally long prices. The modern merchant cannot get the big profits formerly obtainable. He must sell in competition with the catalogue house run on a cash basis. And he must sell for cash or on short term credit with note security or he will sooner or later get squeezed.

The grocer who has money tied up in overdue accounts will act wisely in trying to get this in now, and then follow by curtailing his credit sales. The outlook is bright and the crop outlook encourages the hope that trade will be good next winter. But it will be well to utilize the present opportunity to gather in money and adopt the cash system completely or in part.

ACTUAL CONDITIONS DESCRIBED.

The MacLean Trade Newspapers have been performing a practical service to all interested in Western Canada by the publication in its papers during the past few months of a weekly article on "the Situation in the West," written by one

of the best informed newspaper writers in the west.

Instead of merely boosting the west and describing artificial conditions, the real situation has been outlined, as readers of trade newspapers require accurate information.

Now that the outlook is indeed brightening and the prospects are that western Canada will have the largest crop in its history, the statements made by our correspondent are given greater heed to than would be the writings of an over-optimistic space writer.

Absolute reliability can be placed on the articles on the western situation, published each week, as well as upon the market reports and editorial matter on other pages throughout the paper.

MAY DECLINE TO RATIFY TREATY

Advices received early in the week from Paris by the Government indicate that there is a strong probability of the French Senate declining to ratify the Franco-Canadian trade convention unless some modifications are made in it. Some opposition has arisen to the treaty among the agriculturalists of France, who fear the increased competition from Canada under the special preference granted by the treaty to Canadian products. Despite the criticisms of the Opposition to the provisions of the treaty when it was before the Commons, and their argument that Canada was reaping no very substantial benefit, it now appears that in France the opinion prevails that Hon. Messrs. Brodeur and Fielding negotiated a treaty that was unduly favorable to Canada.

Another reason that militates against the ratification of the treaty at present is the fact that negotiations are now on between France and the United States, looking to the passing of a trade treaty between the two Republics, and the French Senate fears that the concessions granted Canadian manufacturers in some lines and to Canadian agricultural products may be made the basis of demands by the American Government in drafting the new treaty.

The French Senate adjourned for two months on Wednesday.

R. E. Holyoke has opened a new grocery store in Mr. Connell's new building at Woodstock, N.B. It is fitted up in first-class style and is probably one of the nicest stores in the province.

The general store of Moodie & Co., Canfield was entered recently and a quantity of jewelry, tobacco, fruit and some clothing stolen. The burglars entered by taking out the glass of a front window.

The Making of Vinegar and Pickles

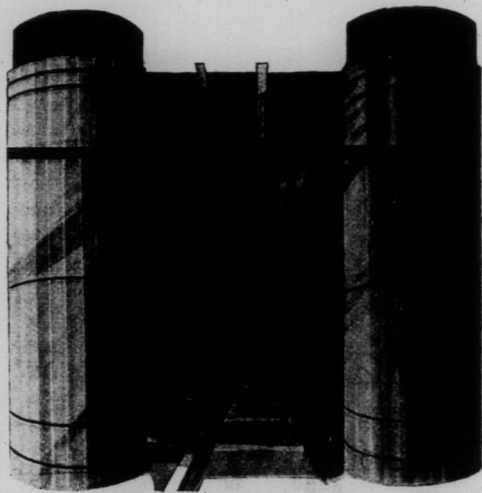
Something About the Modern Methods in Use in Canadian Factories With Illustrations—The Fermenting and Maturing of Vinegars, "Processing" and Packing of Pickles and Treatment of Catsups and Jams.

Nearly every branch of Canadian industry has made rapid strides during the past few years—Canada's growing time—though this is perhaps nowhere more evident than in the manufacture of vinegar, pickles, jams, etc. It is not a great number of years since the greater part of the pickles and jams sold in Canadian stores were imported, and the idea prevailed that such goods made in this country could not be very satis-

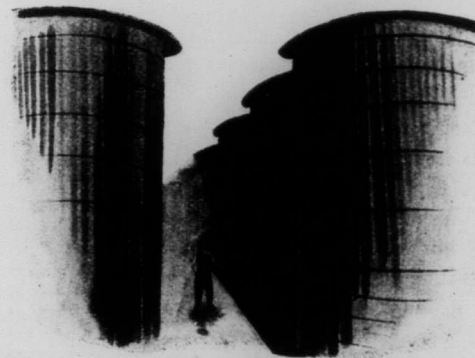
Processing Pickles.

Perhaps the most important feature in pickle manufacture is that of "processing." Besides the use of the best vinegar and spices the recipe, worked out along scientific lines with the purpose of achieving the most satisfactory results, must be followed with exactness. The pickle while being piquant and appetizing, must at the same time be perfect in texture, color and keeping

important. They must be packed in the bottle carefully and so as to present a tasty appearance. The bottle of pickles is more often than not placed directly on the household table and if it does not present an attractive and appetizing appearance the goods are not likely to prove very popular. Engraving No. 3 will give an idea of how this work is done and of the cleanliness



Eng. No. 1—A Fermenting and Clarifying Room for Vinegar.



Eng. No. 2—Vinegar Maturing Warehouse.

factory. Latterly, however, by reason of the development of the industry and the scientific attention given to it, this idea has largely disappeared and Canadian products are now competing successfully with almost every imported line.

The engravings shown herewith give a remarkably good idea of the modern and sanitary methods employed in the best Canadian factories in the manufacture of vinegar, pickles, jams, etc.

Making Vinegar.

In making vinegar for pickles, etc., it has been found that a blend of white wine and malt varieties brings out the most delicate flavor. An idea of how the vinegar is fermented and clarified may be obtained from engraving No. 1, where the long rows of deep wooden vats are seen in which the process takes place.

Engraving No. 2 shows the larger vats in a bonded warehouse where the vinegars are matured.

It might be interesting to note that for a pickling brine the best results have been found to come from a mixture of ordinary coarse salt and sea salt from the Mediterranean.



Eng. No. 3—Showing How Pickles are Packed.

qualities or it will not be assured of ready sale.

Packing An Important Process.

The packing of pickles, seemingly a simple process, is also one of the most

and sanitation observed in a modern factory.

Catsups and Jams.

Another department to which considerable attention is given in several of the best pickle factories is the manufacture of catsup and jams. The processes gone through in making these products have been described quite fully in earlier issues of this paper but the engravings here shown will give a good idea of the application of modern methods to the industry. Engraving No. 4 shows the modern method of bottling catsup where it can be noticed that no uncleanly funnels or dippers are used, the work being done rapidly, exactly and in a cleanly way by specially adapted machinery.

Engraving No. 5 shows a battery of copper kettles in the jam-boiling room of a modern factory, giving an idea of the cleanliness and scientific method that prevails in every department.

Canadian Goods in Canadian Product.

It is an interesting fact that almost every variety of material used in the production and bottling of these Canadian goods comes in most cases from Canada itself. A list of the various

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THE CANADIAN GROCER

goods used will show this: Fruit, Canadian grown; vegetables, Canadian grown; malt, Canadian grown; sugar, Canadian refined; vinegar, distilled in Canada; pails and cases, Canadian; glass, Canadian; paper wrappers, Canadian; tin caps and cans, Canadian; corks, Canadian cut; labels, Canadian; most herbs and spices, imported.

For the engravings and considerable of the information in this article we are indebted to the courtesy of the Ozo Company, Montreal, manufacturers of vinegars, pickles, catsups, sauces, etc.

ADDITIONAL CORRESPONDENCE.

PETERBORO.

June 29.—During the past few weeks an agitation has been going on among the clerks of the retail stores for a Thursday half-holiday during the sum-

mer months. Some of the proprietors have announced that their stores will be closed every Thursday afternoon, but this does not apply to the grocers. Almost all of them keep their stores open on that afternoon, as well as on the others. J. T. Braund is the only grocer who closes. Some of the merchants think that by taking the half-holiday the commercial men have not a fair opportunity of calling on them, should they happen to be in the city on that afternoon.

Chas. Rishor, wholesale grocer, is spending a couple of months at Stony Lake and is accompanied by his wife and children.

Barney Cain, of Burnt River, and formerly with M. Carton, wholesale grocer, is visiting friends in the city.

Although not definitely announced, it is practically assured that Wm. Campbell, local traveler for Perkins, Ince,

wholesale grocers, will shortly sever his connection with that firm to enter the hardware business. He will become associated with the Best Stove and Hardware Co.

The three wholesale grocery establishments in the city close their stores every Saturday afternoon.

A fire broke out at midnight last Friday at the Quaker Oats Co.'s establishment, supposed to have been caused from an ignited cigar stub. The fire brigade arrived in quick time and very little damage was done.

STRATFORD.

June 30.—After a long and latterly a very painful illness, Hon. Thos. Ballantyne passed to rest at 7.30 o'clock Monday morning, June 29th. Stratford's Grand Old Man and the father of the Canadian cheese industry, was a beautiful character, and no death of recent date has caused such sorrow among our citizens as that of Hon. Mr. Ballantyne.

porters, Montreal, having been connected with that firm for five years previously. Death was very sudden and due to pneumonia.

TRADE NOTES.

Gravel & Phaneuf, grocers, Montreal, have been registered.

C. W. Shideler has started a broom factory at Fruitvale, B.C.

Garnet Norris, grocer, Toronto, is succeeded by C. W. Varcoe.

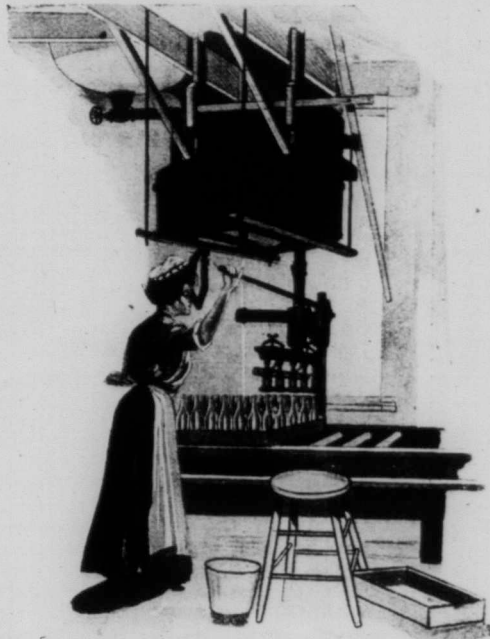
Ferris & Everett, grocers, Vancouver, are succeeded by A. McFarlane.

A fruit-packing and evaporating plant will be built at Port Haney, B.C.

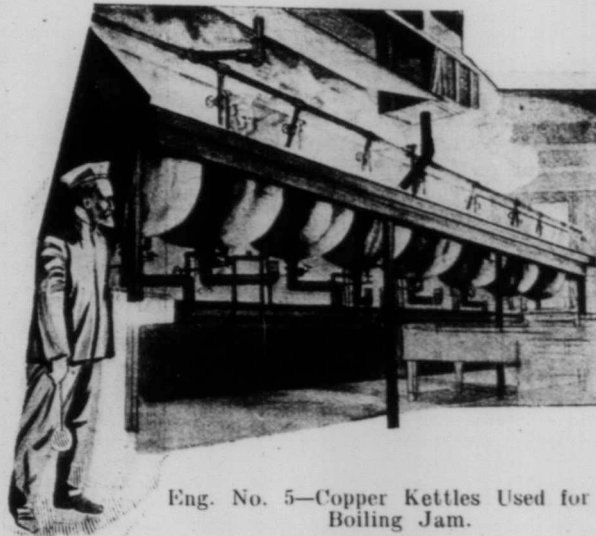
P. G. McGregor, grocer, Toronto, has sold his business to John F. Holohan.

A. C. Kilpatrick, general merchant, Kerwood, has sold his business to Arthur Woods.

The condensed milk factory at Aylmer



Eng. No. 4—Modern Method of Bottling Catsup.



Eng. No. 5—Copper Kettles Used for Boiling Jam.

For fifty years Mr. Ballantyne has been a man of prominence and high position, and the wealth he created for Canada, as father of its great cheese manufacturing and export trade, coupled with a fine presence, have made him known, not only throughout the Dominion, but other lands as well. Mr. Ballantyne up to the time of his death was president of the British Mortgage Loan Co., vice-president of the Perth Mutual Fire Insurance Co., chairman of the Hospital Trust, and honorary president of the Western Ontario Dairyman's Association.

In the death of Horace H. Felvus on Saturday morning Stratford lost one of its most esteemed and intelligent citizens. Mr. Felvus came to Stratford about seven years ago, as representative of Hodgson Bros. & Rowson, cheese ex-

has installed new machinery, thus doubling the output capacity.

Wm. Pengelly, Walkerton, has secured a position with the Cowan Cocoa Co., Toronto.

The Weston (Winnipeg) warehouse of the Anchor Cereal Co. collapsed recently, doing four or five hundred dollars damage.

N. Hubbert, of Burlington, has sold his grocery business to J. W. Almas, Hamilton, who takes possession the first of the month.

D. Longworth, aged sixty-three, president of the Charlottetown Light and Power Company, and a prominent lobster packer and exporter, died last week.

W. A. Gillespie has moved back to Gravenhurst. With Robt. W. Armstrong he has under the firm name of Gillespie & Armstrong, purchased the Hawkins grocery.

MAKING A SUCCESS IN CANADA

A Story of the Building-up of a Growing Business—Pluck, Industry and Personal Attention to Details Give Almost Phenomenal Results.

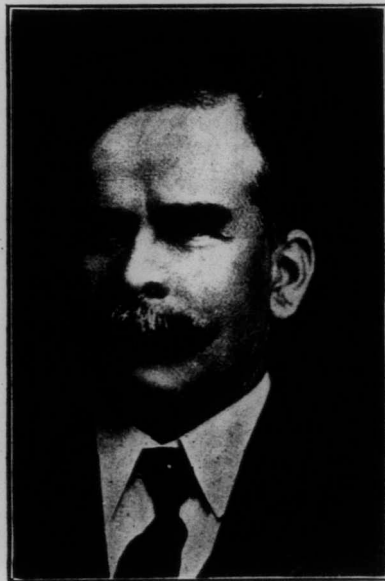
Two and a half years ago an Englishman arrived in Canada. There is nothing very striking in this announcement, as Englishmen arrive in Canada daily and hourly. They come, many of them, to spy out the "blooming colony," a large number of them on pleasure bent. Some of them remain, others return home carrying with them impressions of Canada either good or bad, as conditions while in Canada affected them. Some come also with the laudable intention of establishing for themselves and families a business and a future home here. From the last mentioned class The Canadian Grocer has selected the name of James Wagstaffe, of Wagstaffe, Limited, Hamilton, Ontario, a name familiar not only to our readers, but also throughout the grocery trade of Canada as associated with the manufacture of jams, jellies, fruit preserves and other grocery and fruit products.

In writing a sketch of Mr. Wagstaffe's career since coming to Canada, it is difficult to get away from the idea that the success that has attended him in his new home was made with the aid of financial support or through fortuitous circumstances. When it is realized, however, that on landing in Hamilton his whole assets amounted to \$22, \$2 of which he applied to the purchase of an Enterprise Mince Meat Chopper, and the \$20 for stock, it can be seen that his beginning was at the bottom of the ladder—and this was only two years and a half ago. It is not the purpose of this article, nor the policy of The Canadian Grocer in referring to sketches of this character, to allow the idea to obtain that the same is in the nature of an advertisement. It is merely to indicate to our readers and the interested trade what can be done by a man with a trained knowledge of his business and the determination to carry such knowledge and training into practical demonstration.

In order to place the career of Mr. Wagstaffe in Canada properly before our readers, it will be necessary to revert to his early years in England. It was first at Ashton-under-Lyne, near Manchester, that he, Wagstaffe, started the manufacture of pickles in a very small way. After devoting about five years to this business, he launched out into the manufacture of jams, candied peels and bottled fruits. During the years of his establishment at Ashton-under-Lyne, Mr. Wagstaffe had with him from time to time some of the finest English and Scotch experts, and in this way gained personally an advanced knowledge and experience. During his twenty years' establishment he succeeded in gaining a splendid reputation and became one of the largest Government contractors in the North of England, and during the South African War received con-

tracts for over two million tins of jam from the British Government.

The query might arise as to why Mr. Wagstaffe forsook England to come to Canada. When Joseph Chamberlain signed the Brussels Sugar Convention and the war with South Africa cast a gloom over England, and the cotton trade was practically at a standstill, combined with a prolific season of fruits and large stocks from previous season, and in the combination of circumstances that forced many a much large concern to close its works, Mr. Wagstaffe's hard-earned business was swept away. In the financial depression Mr. Wagstaffe had offers from Germany and Switzerland to enter into the manufacture of similar products, but he, realizing that Canada was the youngest and most en-



JAMES WAGSTAFFE,
Of Wagstaffe, Limited, Hamilton.

terprising field, decided to come here.

He was here about eight months, looking over the field, visiting the fruit districts and finally located Hamilton as the best place in which to venture out in a similar business as that conducted by him in England. This was in October, 1905. After working in a small way he succeeded, through the quality of his output, in interesting a few local friends and with their aid he formed the concern, Wagstaffe, Limited. Such has been his success that the factory on Vine Street has had to be enlarged three times.

Mr. Wagstaffe has associated with him four of the best experts that have been cradled in the business, two sons and two daughters, all of whom take an active and personal interest in different branches of the business. There is nothing said in this article as to the quality of the goods, other than that Mr. Wagstaffe has put up high-class

goods, and it is for the trade in Canada to judge whether he has realized his aim or object. It may be mentioned that the Dominion Government ordered supplies of Wagstaffe products to be forwarded to the Franco-British and Colonial Exhibition in London.

Mr. Wagstaffe is a comparatively young man, his age being 47. He is physically a well-set-up, sturdy, solid Englishman, full of energy, determined and plucky. He is a man that once he makes up his mind to do a thing, will stick to it to a finish. Coming to this country he had a lot to learn, and, as he expressed it to the writer, "I am learning all the time." His energy and activity is apparent in all that he does and the supervision of the plant makes it necessary to don the overalls at times, and his directing mind is in close touch with the manufacture of the smallest and least of his products as closely as with the most important and largest element of the business. Mr. Wagstaffe's success since coming to Canada is an evidence of what other Englishmen can do if they will size up the conditions in this country and adapt themselves.

THE BERLIN SUGAR REFINING CO.

One of the features of the week in the sugar market is the organization of a new company which will operate the Berlin sugar factory. The organization was completed on Monday, with the following directors: J. W. H. Breithaupt, Berlin; James Fowler, managing director; C. K. Hagedorn, R. Smyth, Casper Braun, Berlin; W. B. Rouse, Bay City, Mich., and E. W. B. Snider, St. Jacob's.

The new company is subsidiary to the Ontario Sugar Co., which formerly operated the plant.

Despatches from Berlin state that operations at the plant are to be resumed shortly. If this is so the factory will be operated in refining imported raw sugar, something which has not been done up to this time. In accordance with the preference granted to the sugar factories by the government, twice the amount of sugar manufactured may be imported in a raw state, and according to this the Berlin factory may bring in 29,000,000 pounds. It is stated that the new company purposes to make use of this privilege and to operate the factory all the year round. As the situation stands at present no contracts have been made for beets for the present season they cannot operate on beets until October, 1909, and consequently any work done before that must be with imported raws.

When in operation before, the factory was not strikingly successful. Two or three reasons are given for this, one that the proper extraction of sugar from the beets was not obtained and that the process could not be carried on economically, another that the necessary amount of beets could not be secured, and still another that the operations were carried on with too small a capital. The new company includes some active local capitalists and it is believed that the plant can be operated more successfully on a somewhat new basis.

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Splendid Pure Food Show in Winnipeg

Second Grocers' Exhibition a Splendid Success Despite Unfavorable Weather—Visitors Included Best Class of City's Residents—Artistic Decorations Aid Materially in General Effect—Large Orders Taken for Goods Displayed—Some of the Exhibits.

One year ago when the first pure food show was held in Winnipeg, it was an experiment undertaken by the Retail Merchants' Association of Western Canada with grave doubts as to the financial outcome and the reception which the show would get from the Winnipeg public, to whom it was something entirely new. The success of the enterprise last year encouraged the management to

color scheme was used throughout. No bunting was used in the decorations and when the thousands of electric lights were turned on at night, the brilliant scene delighted crowds of visitors and the attendance increased from night to night.

Exhibitors expressed themselves to The Canadian Grocer as being well satisfied with the show. The indirect results of the demonstrations of the various products on exhibition are of course very great and cannot be estimated at once. Manufacturers will reap the benefit in an increased demand for their goods from the consuming public, and only the experience of the coming months can tell what indirect benefits have been received from their exhibits. But on the other hand, many exhibitors took orders for large quantities of goods to be supplied through Winnipeg retailers. Visitors were asked to sign orders for quantities of goods to be supplied through their own grocers. Grocers were glad to have substantial orders given them and in this way exhibitors got into touch with many new customers.

Was Well Advertised.

The food show management did not spare expense to ensure a good attendance. The show was well advertised in the newspapers, on the billboards and by means of a kite at the corner of

Portage and Main Streets. On the opening days music was supplied by the Kilties' Band, and for the remainder of the exhibition by one of the best local bands. Baby shows, biscuit making contests, etc., did much to excite interest and bring visitors to the exhibition. A year ago the admission to the exhibition was 15 cents; this year the charge was 25 cents and the crowds were larger than ever before.

Much of the credit for the success of the show is due to E. B. Nixon, president of the Retail Merchants' Association of Western Canada. He was untiring in his efforts to make the show a success and was to be found there at almost any time within the two weeks. But of course the man upon whose shoulders fell the chief responsibility for the success of the whole enterprise was Secretary W. A. Coulson. He was indefatigable in his efforts to keep the machinery running smoothly and the big success achieved is a tribute to his executive ability.

Carman-Escott Co.

W. H. Escott, of the Carman-Escott Co., wholesale brokers, Winnipeg, had a couple of booths devoted to an exhibition of three lines handled by them. These were Toasted Corn Flakes, White House Coffee and Wolverine Show Cases. These booths were tastily arranged and, as can be seen from the il-

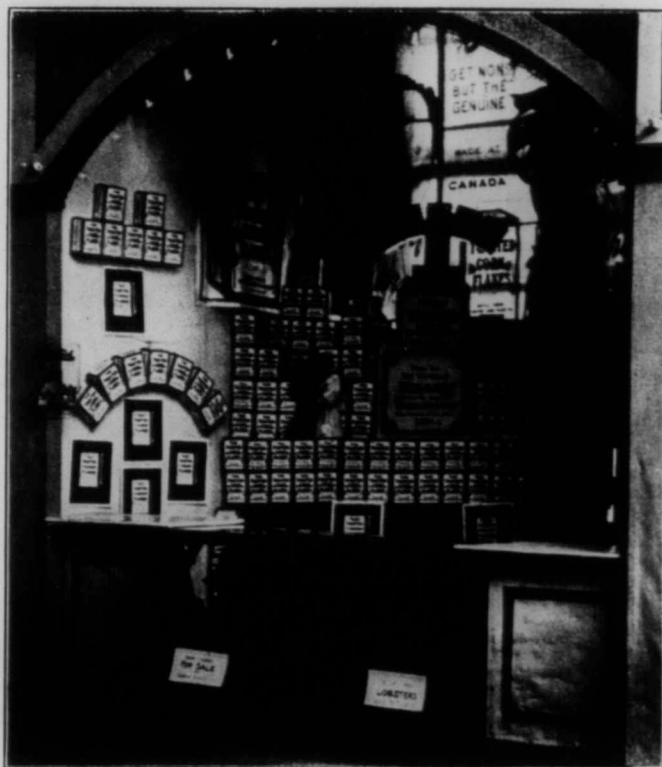


E. B. NIXON,
President Retail Merchants' Association
of Western Canada, under Whose
Auspices the Pure Food Show
was Held.

make preparations for a better show this year and that their big expenditure of time and money was appreciated was proved by the large crowds that attended the show. The weather was against it as on seven days out of the twelve there were heavy rains, but the interest grew from day to day and the show closed on the night of June 20 with a record breaking crowd. An exhibitor remarked to The Canadian Grocer that the very best class of people in Winnipeg attended the show. In other cities where he had exhibited he had not found the same class of people in attendance, and he was therefore particularly gratified with the results in Winnipeg.

An Artistic Show.

Money was spent freely by the food show management in preparing a really artistic exhibition. A year ago every exhibitor decorated his own booth and consequently there was lack of harmony in the color schemes, but this year the food show management built and decorated every booth and consequently the result was very much better. A one-



CARMAN-ESCOTT CO.'S DISPLAY OF SANITAS CORN FLAKES.

THE CANADIAN GROCER

illustrations, presented a very attractive appearance.

"White House" coffee was served to many visitors and certainly gained in popularity as a result of the show. It is packed in one, two, and three-pound packages, and looks well on store shelves

ter of the salesman's art. Since coming to Winnipeg a little more than a year ago and going into partnership with Jos. Carman, he has gained a valuable connection with the Winnipeg wholesale trade, having been in charge of the sales department. In spite of the de-

Purity flour, the flour that is recommended by its manufacturers because it "makes more bread and better bread," was the only line of flour shown at the exhibition, and occupied the same prominent position that it had last year—a double booth at the entrance confronting every visitor as soon as she got inside of the building. As may be seen from the illustration of the booth, there was an attractive display of flour in this booth and those in charge succeeded in interesting many visitors in the story of the manufacture of Purity flour.

In addition to the big mill at St. Boniface, the Western Canada Flour Mills Co. have large mills in Goderich, Ontario, and Brandon, Manitoba. Their largest mill is in St. Boniface, and it is one of the most modern and best equipped mills in the world. It has a capacity of 5,000 barrels per day, while the Goderich and Brandon mills have capacities of 1,800 and 400 barrels per day, making 7,200 in all.

The "Purity" brand is the best known flour manufactured in these mills, and it is their highest grade. Only their highest grade flour is marketed by the Western Canada Flour Mills Co. under this brand. The other grades are also the products of the "Purity" mills and they are inferior only to the "Purity" patents. They are of high quality, even though not quite the equal of the "Purity" brand. In order of fineness, these are, "Five Stars," "Buffalo," "Medallion," "Three Stars," "Choice Bakers," "Maitland" and "Huron."

Perrin's Biscuits.

An attractive display of Perrin's biscuits was a centre of interest and among the thousands of visitors who were given a practical demonstration of the excellence of the Perrin products the company no doubt made many new friends. A capable demonstrator in charge of the booth tactfully explained to visitors the reasons why the Perrin



EXHIBIT OF PRODUCTS OF WESTERN CANADA FLOUR MILLS.

as the packages are attractive in appearance. The Carman-Escott Co. sell this line to the wholesale trade exclusively, but the retail trade can obtain it from the Jobin Marrin Co., Winnipeg, Manitoba; Campbell, Wilson and Horne, Calgary, Alberta, or the Northwest Jobbing & Supply Co., Lethbridge, Alberta.

Toasted Corn Flakes in spite of increased competition in this line, are making rapid headway in the west. During the last month the sales have doubled. Made from the best white Georgia corn, Toasted Corn Flakes supply the demand for "something different" from other breakfast foods, and are rapidly coming into lasting popularity in the Canadian west. This food is put up in popular sized 10-cent packages.

The public showed great interest in the "Sea Crest" lobsters, packed by T. F. Smith & Co., Halifax, N.S. These lobsters are packed in glass and the customer can always see what he is buying. The goods present a particularly attractive appearance on a grocers' shelves.

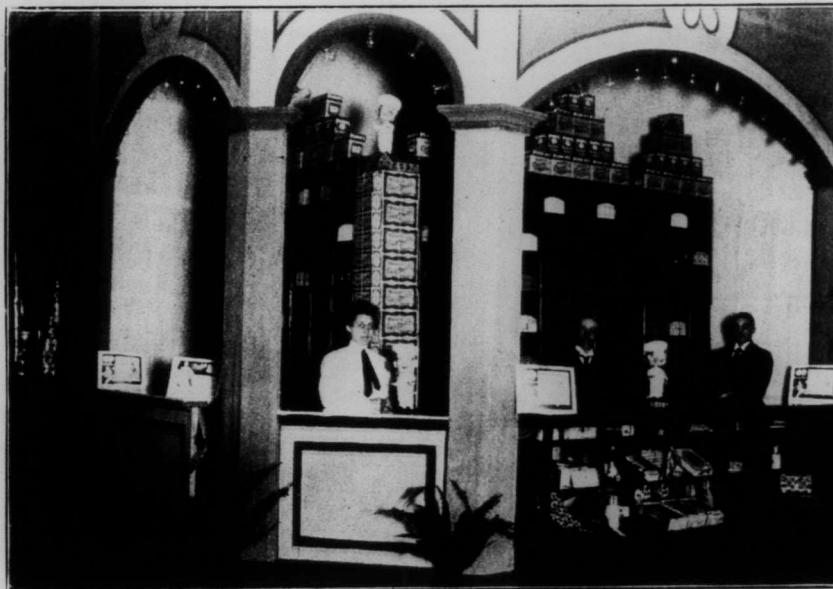
Several lines of goods were displayed in a large Wolverine show case, manufactured by the Michigan Show Case Co., of Detroit. This is a line of which the Carman-Escott Co. recently became agents. It is a popular-priced case and, with the knockdown method of shipment employed by the manufacturers, can be shipped with small freight charges.

Mr. Escott devoted considerable time to the personal supervision of his booths and his work at the food show proved him a first-class specialty man. Having had some twenty years' experience in the grocery trade, he is a mas-

pression, the Carman-Escott Co., were able to show a gratifying increase in their sales last year.

Purity Flour.

Products made in the west received particularly favorable attention from the crowds of visitors at the fair, and the exhibit of Purity Flour, although made in St. Boniface, was satisfying to



DISPLAY OF PERRIN'S BISCUITS AND CONFECTIONERY.

the pride of Winnipeggers. The big mill in St. Boniface is an industry of which Winnipeg is proud and its products are popular in the Manitoba Capital City.

biscuits are deserving of the favorable attention of the consuming public. The manufacturers have confidence that the quality of their goods will be their best

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advertisement if the public can be induced to test for themselves and the policy pursued at the food show was an effort to induce the Winnipeg housewives to investigate for themselves some of the Perrin lines with which they were not very familiar.

There is substantial reason for the excellence and purity of the Perrin biscuits. Expense is not spared in procuring the highest and best quality of flour, the sweetest butter and the purest flavoring and other ingredients. Skilled bakers only are employed and the most modern appliances are used in the bake shops. The biscuits are baked in the most modern traveling ovens, all under the most scrupulously clean conditions. Traveling ovens are employed for the reason that it is only by their use that the best results can be obtained in the baking of hard, sweet biscuits and the uniform rich color secured which is one of the distinguishing marks of the Perrin products.

The Perrin biscuits being made in Canada are adapted to the Canadian climate. This is a more important consideration than at first appears to the uninitiated for the percentage of butter shortening has to be changed according to the climate in which the biscuits are to be kept. Biscuits made for a foreign country have to be baked and dried so long in the oven to keep the quality from deteriorating in another climate that there is danger of the flavor being lost in the oven.

At the Winnipeg Food Show the demonstrator in charge was careful to draw attention to a few special lines, such as the "Cream Toast," the "Maple Sandwich," the "Leap Year" biscuit and the "Milk Chocolate Sandwich." Thousands of samples of "Leap Year" biscuits were given away during the show.

The D. S. Perrin Co. cover the entire country with their selling organization having branches at seven different points. Many jobbers also handle their lines exclusively. They have an important branch warehouse in Winnipeg in charge of Charles Grundy and Western orders can be filled promptly from Winnipeg.

H. J. Heinz Co.

Without an exhibit of the famous "Fifty-seven Varieties" any food show on this continent would be sadly incomplete and, as can be seen from the accompanying illustration, the H. J. Heinz Co. had a booth at this show unique in design and striking in appearance. It was a centre of interest for thousands of visitors during the progress of the show, and the housewives of Winnipeg displayed a lively interest in the various Heinz products and in the evidences of their purity and care taken in their preparation. Heinz pickles, relishes such as chutney sauce and Heinz evaporated horse radish, Heinz fruits, etc., were on exhibition and capable demonstrators were kept busily employed attending to the crowds who wanted to taste the Heinz products.

It is not however, merely at exhibitions of this kind that the public have an opportunity of seeing evidences of the purity of the Heinz products. Last year over 30,000 visitors went through the Heinz factories in Pittsburg, visited the home of the famous 57, and saw with their own eyes the care, the precision and the marvelous equipment that have made the Heinz foods a standard of excellence and purity the world over. The doors of the factory are always open to visitors and it is there that the best exhibition of the purity of the Heinz product can be made.

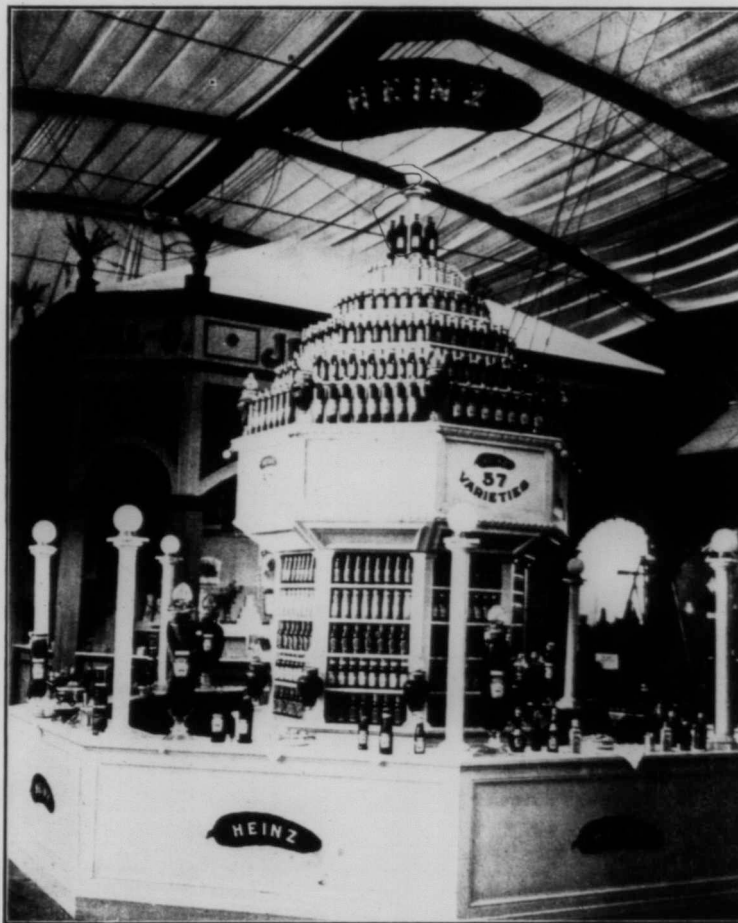
Some idea of the magnitude of the Heinz business may be gained when it is remembered that the company now have

Georgeson Co., Calgary, are agents for the Province of Alberta. These firms carry the Heinz products in stock and can fill orders promptly.

The exhibit at the Food Show was in charge of W. J. Sutton. He went west last week to exhibit at the Dominion Exhibition in Calgary.

Canadian Cannery, Limited.

One of the most attractive displays at the Exhibition was that of the Canadian Cannery, Hamilton, Ontario. A glance at the illustration of the booth will show the care and good taste exercised in its preparation. Two large "silent salesmen" were filled with a



THE H. J. HEINZ BOOTH, DISPLAYING PICKLES, SAUCES, ETC.

over 1,000 employees and 400 traveling salesmen. There are twenty acres of floor space in the main plant at Pittsburg and there are in addition some 14 branch factories, with 32 acres of floor space. Some 30,000 acres are under cultivation annually to produce the raw material for the Heinz factories, and the labor of 40,000 persons is required annually to care for and harvest the crops. These figures give some idea of the magnitude of a business which has been built up from the smallest of beginnings in 1869. The H. J. Heinz Co. is one of the best illustrations of the rapid, substantial growth possible for a business on the American continent.

The Codville Co., Winnipeg, are agents for the Heinz products in the Provinces of Manitoba and Saskatchewan, and the

good assortment of glass goods, jams, marmalade, catsups, sauces and table relishes. Behind these, rising in conical shape to a point surmounted by an immense date palm was a really artistic arrangement of canned goods, showing a large variety of the different brands packed by this company. Among these were noticed the Aylmer, Auto, Canada First, Horseshoe, Log Cabin, Little Chief, Simeoe, Kent, Maple Leaf, Thistle, Grand River, Lion and Hygeian brands. In the centre of the cone-shaped exhibit was displayed a pyramid of condensed milk and evaporated cream, the white and gold labels of which stood out in pleasing contrast to the deeper colors

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of the labels on the canned fruits and vegetables.

The "Hygeian" brand was brought to the attention of the public and is worthy of special mention. The fruits and vegetables packed under this brand are put up in enamel-lined tins and the caps are clamped on. No solder is used in the packing of these goods and the product meets the requirements of the most critical consumers. The contents of the tins do not come in contact with the tin and they turn out with all their natural color and freshness. The label is one of the most attractive that Canadian art can furnish and special care is taken that the quality of the fruits and vegetables used is of the finest.

Demonstrators served cups of really delicious tomato soup to crowds of visitors who evidently appreciated very highly its excellent quality. At the other side of the booth, coffee was served to demonstrate the superiority of Aylmer Evaporated Cream. Tasty dishes of fruits, jams and "Faultless" peas lined both sides of the booth and attracted much favorable comment from numerous visitors. The "Faultless" brand of peas made many friends among discriminating visitors.

E. D. Smith's Pure Preserves and Vegetables.

Mason & Hickey, western agents for the E. D. Smith line of pure preserves, jams, etc., had a striking booth on the left corridor which could not fail to attract the attention of visitors immediately upon entering the building. A large sign emphasized the fact of the



THE CANADIAN CANNERS' BOOTH.



EXHIBIT OF E. D. SMITH'S PRESERVED AND CANNED GOODS.

"absolute purity" of the Smith products, and booklets were distributed giving the result of a Government analysis of jams, jellies and preserves. Only 29 absolutely genuine and unadulterated samples containing no preservative were found among 182 samples collected and of these 29 it was found that 10 were the products of the E. D. Smith factory. Because of this demonstration of the absolute purity of the E. D. Smith jams, jellies and preserves there is a good reason for the advertising which proclaim them "the same that mother used to make."

Among the trade and consuming public the E. D. Smith goods have won an enviable reputation for purity and high quality—a reputation won and retained by merit only. The sealed bottled fruits and pure preserves and jams packed by this firm are as nearly perfect as the most modern methods and careful selection of fruits and sugar can make them. As is well known, E. D. Smith grows his own fruits on his 625-acre farm at Winona in the famous fruit-growing Niagara district. His factory is located on the farm, and, therefore, the fruits are preserved while still fresh and retain their fresh flavor.

As can be seen from the illustration, the Smith products were attractively displayed at the Winnipeg Pure Food show and many new friends were made for their products. They already have a very large sale throughout the Canadian west, having been energetically pushed among the trade by Mason & Hickey. This firm carry a stock in Winnipeg and can fill western orders promptly.

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Display of Lipton's Products.

One of the most attractive as well as the busiest booths in the exhibition was that of Thomas J. Lipton. The booth was arranged to represent, so far as possible, a Ceylon tea garden and the back-

ing display of jellies and puddings made from Gold Standard jelly powders and Gold Standard just-a-minute puddings, were also served by the lady demonstrators. Another attraction at this booth were the salads, which were served with

Standard baking powder were freely distributed accompanied by a recipe book containing information regarding the goods as well as numerous successful recipes which are always of interest to the thrifty housewife.

Another feature of this exhibit was the biscuit baking contest which took place on Saturday night, the closing night of the show, and in which over 80 competitors were entered and the fact that three out of the four prize-winners used Gold Standard baking powder speaks volumes for the quality and popularity of this article, especially when it is taken into consideration that the judges had a most difficult task in selecting the prize-winners, as all the exhibits were of a very high quality.

Various Exhibits.

Tetley's teas were attractively displayed and their good qualities demonstrated to many visitors at the Food Show. High-class teas are popular in the West and the Tetley lines have many friends in Winnipeg.

Scott, Bathgate & Co. had two booths side by side exhibiting two of the lines for which they are agents in the West Dr. Price's Baking Powder and Christie's Biscuits—The management of each booth was in capable hands and no doubt the results were satisfactory.

E. L. Dreury, Winnipeg, had a striking exhibit of his soft drinks. The Dreury line is popular in the West.



THOMAS J. LIPTON'S TEA GARDEN BOOTH.

ground of canvas was painted to carry out the general effect. In the front of the booth a display of the firm's teas was made and in the rear various products such as coffees, cocoas, jams, jellies, pickles, sauces and confectionery were attractively arranged. From the ceiling were hung a number of posters telling the good points of the various products.

An interesting feature of the exhibit was, of course, the demonstrating of the firm's products. Teas and coffees were served to visitors by native Cingalese from the Damlatenne gardens the largest estate in Ceylon and where the best tea is grown, one of the firm's plantations. A corps of demonstrators were also kept busy in serving visitors. This tea room was one of the most popular spots in the exhibition, it being used as a rest-room by thousands of ladies and gentlemen during the fair.

Both tea and coffee were sold at the booth and samples of the other products were given away in generous quantities.

J. J. Collyer, western representative for Thomas J. Lipton, was in charge of the exhibit and he and his assistants spared no pains to demonstrate the excellencies of the Lipton products.

"Gold Standard" Goods.

Probably one of the busiest spots in the food show was the large booth in the centre of the pavilion where Gold Standard Food Products were demonstrated.

Here the visitor was served with a cup of delicious Gold Standard "Chaffless Coffee," or a cup of fragrant Gold Standard tea and a dainty, toothsome biscuit baked with Gold Standard baking powder. A tempt-

mayonnaise dressing prepared from Gold Standard salad dressing powder, a new article which has just been placed on the market and which has met with instantaneous success.

The increasing popularity of Gold



THE CARMAN-ESCOTT CO'S DISPLAY OF WHITE HOUSE COFFEE.

For Description see Page 42.

Standard goods was attested to by the number of interested ladies who visited the booth at different times during the show and six demonstrators were kept constantly busy serving them. Samples of "The Chaffless Coffee" and Gold

White's chocolates and caramels occupied a booth at the extreme end of the show. The Stimpson Computing Scale Co. had an exhibit which was of interest mainly to those members of the trade who attended the Exhibition. Another

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exhibit of the same character was that of the National Cash Register Co.

Through the generosity of the Food Show management two booths were assigned to the Y.W.C.A. This organization have been conducting an aggressive campaign to secure funds for a new building. Different exhibitors provided the Y.W.C.A. booths with ice cream, candies, etc., and these were sold to the visitors to the show. The ladies of Winnipeg have been taking an active interest in the Y.W.C.A. campaign and there is no doubt that the action of the Food Show management in donating these two booths found its deserved reward in a largely increased attendance.

Milton's ice cream and confectionery were attractively displayed in a large booth and these popular local lines made many new friends.

The Royal Crown Co., Winnipeg had an attractive booth devoted to a display of their premiums given away with soap wrappers. The Royal Crown lines have a strong hold on the public in Winnipeg and the West.

Dyson's pickles were displayed in a well arranged booth near the entrance. A capable demonstrator explained to visitors the good qualities of pickles "made in Winnipeg" and hundreds stopped daily at the Dyson booth to taste the sweet pickles which were kept ready to serve.

The McCormick Manufacturing Co., London, Ont., had a popular booth in which their biscuits and confectionery were on exhibition. Dingle & Stewart, Winnipeg and Calgary, are agents for this firm in the Western Provinces.

Foley, Loch & Larson, Winnipeg, had a large double booth devoted to a popular display of their "Loch" brand biscuits, tea and other lines. Their brands are growing in popularity in the West.

The Genesee Pure Food Co. booth was one of the most popular at the show, housewives being particularly interested in the various "Jello-O" desserts which were on exhibition. The ice cream powder and jellies were in the hands of capable demonstrators and the entire staff were kept busily employed explaining the simple methods of preparing the many delicious Jello-O desserts.

The Odorkill Manufacturing Co., Winnipeg, had a booth devoted to an exhibition of "Odorkill," a new disinfectant and deodorant.

J. T. Griffin Co., had a good display of "Premium" hams, etc., which would have been better had it not been for the

fire that visited their plant while the booth was in process of preparation.

The Crescent Creamery Co. served cold buttermilk to many thirsty visitors and did some effective advertising of their creamery butter.

The British Columbia Sugar Refining Co., of Vancouver, B.C., had a large booth with samples of their pure cane sugars. During the progress of the show they gave away many copies of their Great West Cook Book, which were much appreciated by the lady visitors. Special emphasis was laid upon the fact that the products of the B.C. Sugar Refinery are manufactured from cane sugar only.

FREQUENT TURNS.

The following table shows the immense advantage of quick sales. It is based on the careers of four \$100 bills invested in business for the term of ten years at a profit of 20 per cent., and turned over with their respective profits at various intervals. The difference in earning power is almost incredible, but can be easily verified:

| | |
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| \$100 turned every two years at 20 per cent. profit for ten years | \$ 305.18 |
| \$100 turned every year, at 20 per cent. profit for ten years | 931.00 |
| \$100 turned every six months at 20 per cent. profit for ten years | 10,844.16 |
| \$100 turned every three mos. at 20 per cent. profit for ten years | 891,752.50 |

—The Merchants' Journal.

NEW METHOD OF MAKING SALT.

We have heard a good deal recently about a new process of salt manufacture in which, instead of evaporating brine as is at present done, rock salt itself is melted and then purified whilst in a molten state. The most important points, commercially, are: (1) That the salts made by the Tee process are anhydrous, and even if sent to Africa or India, very little salt is wasted in transit, owing to small absorption of moisture from the atmosphere by the salt crystals, whereas by the evaporation process very much is lost; and (2) that the salt, by the fire process, can be produced much more economically, as one ton of slack coal is sufficient to make 15 tons of salt, while under the process of evaporation one ton of slack coal can only produce two tons of salt, so that altogether there would seem to be a bright future for this method.—Produce Markets Review.

TO ENCOURAGE TEA DRINKING.

At the half-yearly meeting of the Indian Tea Cess Committee, held recently, it was resolved to continue the existing arrangement for advertising in the United States jointly with Ceylon, and the sum of \$34,285, was voted for this purpose. The total to be contributed by India and Ceylon for the purpose indicated is \$60,000. The committee also decided to maintain the separate India advertising fund which they started in the United States during 1905 and

to allot to it a further sum of \$20,000. To maintain and to extend the scheme which is in progress for pushing Indian tea in Belgium and Germany, \$25,000 was voted. An Indian tea house is to be opened in Berlin shortly. The committee likewise agreed to continue the green tea bonus at the rate of 1 cent per pound on 2,000,000 pounds of green tea to be manufactured during the coming season.—Grocery World.

WINDING UP COMPANY'S AFFAIRS

List of Creditors of E. D. Marceau Co.— Chiefly Montreal Firms.

The affairs of the E. D. Marceau Company, which went into voluntary liquidation several weeks ago, are being rapidly wound up. W. H. Halford and Alex. Hendery, who were appointed inspectors of the estate, at the first meeting of creditors, report having sold the best part of the assets, realizing good prices.

At the meeting held in the first place, when the company went into voluntary liquidation, Mr. Marceau expressed the conviction that he could put the company upon its feet within sixty days, and the creditors agreed to give him a trial, appointing him as manager, and the gentlemen mentioned in the foregoing as inspectors. It was found impossible to get the business into shape, however, largely owing to the stringency of the money market, and at a subsequent meeting of creditors it was decided to close out the business.

The statement issued to the creditors, showing assets, follows:

| | |
|--|-------------|
| Teas, coffees, spices, in store and held for the company..... | \$24,115.70 |
| Mattings, labels, shipping, tacking and advertising material | 2,510.90 |
| Cash boxes; coffee mills, loaned to clients | 1,358.75 |
| Machinery..... | 2,557.00 |
| Fixtures..... | 1,066.00 |
| | \$31,608.35 |

| | |
|---|-------------|
| Goods held by Bank of Hochelaga..... | \$30,074.89 |
| Book debts..... | 11,647.78 |
| 5 paid up shares Cie. Nav. St. Laurent..... | 500.00 |
| Contra accounts..... | 465.15 |
| Customers' notes discounted.. | 15,800.00 |

The creditors are: E. St. Denis, \$15,800; Crosfield, Lampard, Clark & Co., \$2,585.83; J. C. Siegfried & Co., \$2,409.71; Alex. Hendery, \$2,088.62; Interprovincial Vinegar Co., \$2,000; James Rutherford & Co., \$1,061.63; T. B. Greening & Co., \$1,174.53; Anglo-American Direct Tea Trading Co., \$1,047.29; W. D. Stroud & Son, \$1,351.67; Peek Bros. & Winch, \$842.81; Andrews, Gillespie & Co., \$455.07; Shaw T. Nishimura & Co., \$1,397.03; W. C. Christmas, \$508.50; Carter, Macy & Co., \$239.76; Hunt & Co., \$228.77; Canadian Street Car Advertising Co., \$800; Canadian Advertising Agency, \$825; Adolph Kraut, \$128.45; Wolf & Co., \$122.50; P. Simard, \$209.84; creditors for amounts under \$100, 710. There are privilege claims for rent, \$1,540 and salaries, \$150. Secured claims amounting to \$25,504.14. Indirect—Bank of Hochelaga customers' notes discounted, \$15,788.07, and E. H. St. Denis, endorsed Marceau Ltd., \$13,200.

"Men Who Sell Things"

The Ideal Salesman Always Ready to Learn Everything and From Everybody—The Air-gun Man Has No Place in Business—Temper in Selling Goods—The Salesman Who Boils Over.

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

CHAPTER VII.

THE KNOW-IT-ALL SALESMAN.

The only shots that count are the shots that hit.—Roosevelt.

Many a man who takes himself very seriously is regarded as a huge joke by others.

Many a fool is vain and self-deceptive; many a man of great power is modest to the last degree.

It does not follow that because air is life that it has any application to salesmanship; but perhaps that is the reason why some salesmen blow so hard.

A noted and witty preacher once said: "The general pulpit style of America is about like this: 'Here I am, the Rev. Jeremiah Jones, D-o-c-t-o-r of D-i-v-i-n-i-t-y, sayer by the grace of God, with a message to deliver. If you will repent and believe what I believe, you will be saved, and if you don't, you will be damned, and I don't care much if you are.'"

Self-assertiveness is an invaluable quality in salesmanship when properly harnessed, but it can be overworked.

The Know-it-all Salesman claims a large share of the limelight wherever possible. He seeks to impress everyone with whom he comes in contact with an idea of his astonishing zeal, and by a melodramatic display of activity.

If a man is going to be efficient and successful, he must think more about his work than about himself. The salesman who wants to get to the top by intelligent devotion to work has no time for self-worship.

Salesmanship is like a great river coursing its way onward through the innumerable channels and branches of the world's activities, the shores of which are strewn with wrecks and failures, who held their own personalities as paramount to their work. If the quality of a salesman's work will pass muster with the head of his house, his personality will shine through it unshowered by any effort on his part.

Salesmen that talk as though they were well pleased with themselves do not find many in their neighborhood that are well pleased with them. Whenever a salesman gets more self-consciousness than he has sense, he's going to talk foolishness most of the time. Selling-talk and foolishness do not mix well, the one must suffer at the expense of the other.

You associate with salesmanship thought, wisdom, and a reasonable amount of self-restraint, don't you? Now, some salesmen say that they do not have to study, and they do not need the advice of their sales manager. They can paddle their own canoes.

The president of a great house traveling many men appropriated a large sum to be invested in the education of

his corps of salesmen through the organization and equipment of a class in scientific salesmanship.

A few weeks after the study had been installed, he went to one of his salesmen and inquired how he was getting along with the work. The reply was: "The author of that course don't know anything about our line. He can't learn me nothing."

And sure enough he could not.

No Use for An Air Gun.

When selling goods, that salesman just opened his mouth and let come out of it what would, and it was generally filled with air. That is all such a mouth can be filled with. There is many an old air-gun salesman shooting around over his territory. You can't bring down big game with an air-gun.

Three things are necessary to enable a salesman to put up a good selling-talk—knowledge, judgment and enthusiasm. Buyers associate those qualities with every good selling-talk they hear.

No one will ever do anything for you that you can do for yourself. The sales manager in your house has too much to do to go running around posting lazy salesmen that have no disposition to learn anything new.

You show me a salesman that feels he is all-sufficient in his own knowledge, one who doesn't have to keep posted on the latest and best of everything that will aid him in holding and gaining prestige with his trade and with his house, and I will show you an Air-gun. I write with safety, for of course there are no Air-guns around your house. I refer to those in the house of your neighbor down in the next block.

The Powder-gun Salesman.

The next thing to an Air-gun is an old Powder-gun—one with nothing in it but powder. No trade is ever secured with that. The Powder-gun Salesman shoots at his trade without any shot. His customers enjoy it as much as he does—none of them ever get bagged. But whenever a salesman puts a shell filled with shot into the magazine of his selling-talk and lays the barrel on solid judgment, and takes careful aim, training the sight on the sale he is bent on securing, and fires, he is sure to hit the bull's eye.

After his shot tells, he can stop and apologize: "I didn't mean to hit you there. I aimed here." That is a salesman who aims where he hits and hits where he aims.

The greatest power any house ever had is a game salesman—never afraid of competition. And the greatest drawback is the Shotless Salesman, who aims at nothing in particular, and misses everything. He is in the same category with his fussy friend who is

afraid of hurting somebody's feelings if he takes careful aim.

Don't let anyone say of you that you talk too much of yourself and your affairs.

A reasonable degree of self-assurance is a good thing; the best of salesmen practise and live self-confidence and self-assertiveness to a certain measure; but the overworking of these qualities is the cause of the failure of many a bright salesman. You are obliged to have something more.

Salesmanship does not consist of what you profess, but it consists of what you are, what you do, and how well you do it. When the doing follows the being, the result swells your sales, increases your chances for ultimate success.

Practice Self-forgetfulness.

There is no objection to a man professing salesmanship. There is no quarrel with a salesman as long as he lives on a level with what he professes; but when he gets down below that, the sales manager should go for him. When the salesman mixes too much of himself with what he is trying to sell, he is not living on a level with his profession. Self-sufficiency does not secure efficiency.

The real worker must forget self; business is the main thing.

It is hard for the Know-it-all Salesman to realize that nobody is always right.

The man who either will not or cannot efface himself enough in performing his duties will find it exceedingly difficult to get along. He cannot hope to win the approval of those above him in authority, or to make lasting friends of his customers. He is like a man toiling up an icy glacier without the aid of an alpenstock. The most arduous effort too often means a sudden plunge into the yawning abyss.

CHAPTER VIII.

THE QUICK-TEMPERED SALESMAN.

If a man opens his door, his dog runs out in the street before he knows it.

Your tongue is a sort of revolving fan to a fire, and the first time you let your tongue go, you are gone.

It is astonishing how many things will come up to the salesman, and come when he least expects them, upon his tongue.

Someone has told us that we get our idea of the word "temper" from the blacksmith's shop, where the blacksmith is shaping an ax, for instance, and upsetting the blade of it. He heats the blade and pushes it down into the

THE CANADIAN GROCER

water, and, taking it out, he watches it take its color, and again he pushes it into the water and takes it out and watches it take its color, and then directly he passes it to the hand of the farmer, and says: "I think that is tempered, but I don't know. If you will grind it and take it out to that knotty log and throw it in a time or two, I shall be able to tell you whether it is tempered or not."

And the farmer takes up the axe and goes out to the log and strikes it a time or two, and the axe is full of notches. He takes it back to the blacksmith, and says: "You missed it this time. Looke here! It is notched all over with gaps." And the blacksmith takes it and puts it in the fire again and tests it, and when the owner next takes it out to the log, the edge is all right, and he says: "This edge is perfect." That is where we get our idea of temper.

Hang on to the "Edge."

Many a time the salesman has his disposition upset and tempered, and then he goes out and says: "Well, now, I will never get that way any more. I have got the edge all right this time. I have got it tempered up in every respect." But the first old knotty customer he gets to, away it goes, and the notches are made in it, and the edge is destroyed, and he says: "Dear me! It's of no use for me to try at all. I did worse this time than I ever did before."

Haven't you ever felt that?

A good temper will stand anything without the breaking out of a gap or the turning of an edge.

There is a great difference between the good-natured salesman and the good-tempered salesman.

We hear people say, "Oh, that person has less temper than anybody I ever saw." Well, he is of less account than anybody you ever saw, if you mean by that that he is simply good-natured.

Given a man with immense temper, and when that temper is of the right sort, then it is you've got the finest character this world ever saw.

We can have good tempers only with vigilant, watchful care over them. Did you ever manage your temper by clinching your teeth together and not letting your tongue run a bit? Your tongue is a sort of revolving fan to a fire, and the first time you let your tongue go, you are gone. Did you ever try to curb your tongue once? If you'll do it, you will be astonished.

If you are a Quick-tempered Salesman, begin now by saying, "I will watch my temper; I will watch my tongue; I will watch my disposition; I will watch within; I will watch without; I will be vigilant; I won't be surprised by anything. I am going to see my enemy approach; I am going to watch him as he comes, and I am going to meet him as he comes."

Flying Still Under Fire.

A soldier in the last war said: "One of the hardest things I had to do was to lie still under fire."

Humanity wants to fight back, and kick back. But the salesman never fought back, or kicked back, or talked back in his life that he was not sorry that he did it. The best thing is to stand and hold out and let your enemy

kick himself to death, and he will soon do that if you will hold right still.

Speaking on the subject of self-control, a noted reformer once said: "If a man called me a liar, I would not get mad and fight him. I would say to him, 'If I am a liar I ought to be ashamed of myself, and if I'm not a liar, you are a liar.'"

It is a mighty good plan to combat insult and injury with wit or a smile. These quickly disarm our adversary.

The value to the salesman of self-control in meeting the selfishness or insults of a customer, or of managers, is demonstrated over and over again in the life of every man on the road. Many instances occur in the career of every salesman where righteous indignation seems justifiable, but if used at all as an antidote, it should be in homoeopathic doses only.

While traveling on the road, long before embarking in business for myself, I once lost my temper under very trying circumstances in dealing with the buyer of a large firm.

Years afterwards I secured the services of a traveler who was intimately acquainted with that buyer. The first time our new man called on him he was surprised at the reception he received upon presenting the firm's card. The man with whom I had quarrelled opened up on our new representative with,

"We have been good friends, and you have always given me a square deal. It would be a real pleasure to continue my business relations with you personally, but you can go back and tell your employer that I will see him in Hades before he gets another dollar's worth of business from my firm."

During the years that followed, our firm was deprived of thousands of dollars' worth of business from him because I had lost my self-control just once.

Keep Away From the Danger Line.

Get the habit of self-control, and never part with it. When tempted by weakness, keep away as far as possible from the danger-line. There is always a fascination in seeing how near we can go to the edge of a precipice without toppling over.

A wealthy man, owning a fine country home far up on a mountain side, desired the services of a coachman. The road leading to his place was very dangerous. It skirted the edge of great caverns and made many sharp turns. Several applicants sought the position; the same question was asked each, "How near can you drive to the edge of the precipice without going over?"

The first replied, "I think I could go within two inches."

The wealthy man said, "You will not do."

The second one thought he could go within an inch, and was promptly refused.

The third man was an Irishman. His reply was, "Begorra, I'd kape as far away as I could."

Promptly came the answer. "You're the man I'm looking for. The place is yours."

Merryman & Warmgrasp.

Thomas De Witt Talmage, in one of his most popular lectures, "Big Blunders," speaking of indulgence in bad temper, said:

"Good humor will sell the most goods, plead the best argument, effect the best cure. The poorest business firm in town is Growl, Spitfire & Brothers.

"They blow their clerks. They insult their customers. They quarrel with the draymen. They write impudent duns. They kick the beggars. The children shy off as they pass the street and the dogs with wild yelps clear the path as they come. Acrid, waspish, fretful, explosive, saturnine, suddenly the money market will be astounded with the defalcation of Growl, Spitfire & Brothers.

"Merryman & Warmgrasp were poor boys when they came from the country. They brought all their possessions in one little pack slung over their shoulders. Two socks, two collars, one jack-knife, a paper of pins, and a hunk of gingerbread which their mother gave them when she kissed them good-bye and told them to be good boys and mind the boss.

"They smiled and laughed and bowed, and worked themselves up higher and higher in the estimation of their employers. They soon had a store on the corner. They were obliging men, and people from the country left their carpet bags in that store when they came to town.

"Henceforth, when the farmers wanted hardware or clothing or books, they went to buy it at the place where their carpet bags had been treated so kindly. The firm had a way of holding up a yard of cloth and 'shining on' it so that plain cassimere would look almost as well as broadcloth, and an earthen pitcher would glisten like porcelain.

(To Be Continued.)

AGITATED BY AN AD.

The traveler of a well-known silverware company had for years made strong efforts to interest a Cornwall retailer in his goods. The retailer was most friendly, but though the traveler spent many musical evenings at the retailer's house, he never could get business. One time the silverware firm advertised a special line in a trade newspaper. Much to their surprise, a letter was received from the Cornwall retailer asking for more particulars about the line advertised, requesting that the next time Mr. B. was in town he should make a point of showing it. Mr. B. did not waste any time in getting there and added a new customer to his list. This little incident, the like of which is quite common, goes to prove that a regular trade paper ad is of great value to travelers for the simple reason that it works while the traveler is absent. An ad in a good trade newspaper gets the right proposition before the right dealers at the right moment. It simmers in a dealer's mind, and when the traveler arrives with his samples and persuasion an order is the result.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Italian Olive Oils—Very high.
Cheese—Higher.
Eggs—Decline in receipts.

Montreal, July 2.

The week has been rather duller than for some time, taken altogether. Feed and rolled oats have eased off a little in price, and flour remains the same as last week. Rice, tapioca, canned fruits, vegetables and the lines which are essentially summer foods, have shown an improvement in demand. Fish has also been in good demand. It is reported that at the present time stocks of Italian and French olive oil are about exhausted and prices are therefore almost prohibitive.

In spite of the dullness there seems to be a general feeling of optimism owing to the good crop prospects here and the favorable reports which are coming from the west.

SUGAR—There is nothing of any importance to report about sugar this week. The demand, which has not been up to what it should have been at this time of the year, has improved slightly but still leaves much to be desired. Prices are the same as at last quotation.

| | |
|-----------------------------|-------|
| Granulated, bbls | 54 90 |
| " 5-bbls | 5 05 |
| " bags | 4 81 |
| Paris lump, boxes, 100 lbs. | 5 70 |
| " 50 lbs. | 5 80 |
| " 35 lbs. | 6 01 |
| Extra ground, bbls | 5 15 |
| " 50-lb. boxes | 5 41 |
| " 35-lb. boxes | 5 85 |
| Powdered, bbls | 5 25 |
| " 50-lb. boxes | 5 25 |
| Phoenix | 4 85 |
| Bright coffee | 4 61 |
| No. 3 yellow | 4 50 |
| No. 2 " | 4 40 |
| No. 1 " bbls | 4 51 |
| No. 1 " bags | 4 45 |

SYRUPS AND MOLASSES—Corn syrups have been in good demand, also Barbadoes molasses. Quotations are the same as our last report.

| | | |
|----------------------------------|------|------|
| Barbadoes, in puncheons | 0 31 | 0 35 |
| " in barrels | 0 33 | 0 35 |
| " in half-barrels | 0 34 | 0 36 |
| " fancy | 0 34 | |
| " extra fancy | 0 36 | |
| New Orleans | 0 22 | 0 25 |
| Antigua | 0 30 | |
| Porto Rico | 0 40 | |
| Corn syrups, bbls | 0 08 | |
| " 5-bbls | 0 13 | |
| " 3-lb. pails | 0 03 | |
| " 3-lb. pails | 1 75 | |
| " 2-lb. pails | 1 25 | |
| Cases, 3 lb tins, 3 doz per case | 3 40 | |
| " 5-lb. " 1 doz. " | 3 75 | |
| " 10-lb. " 1 doz. " | 3 85 | |
| " 30-lb. " 1 doz. " | 3 80 | |

TEA—There has not been a great deal of change in the Japan market since last report. Present values appear to be worth investigation, as to-day's prices are apt to be advanced while the quality of teas obtainable later on will not be as good, owing to the naturally restricted range there will be to choose from as buyers' wants are gradually filled. A letter from the New York office of one of the large houses doing business in Japan says in part: "Con-

ditions in Japan this season on low grade teas are unprecedented. It is not generally realized here that the Japanese use a very large quantity of tea, principally low grade, for home consumption, and that a considerable quantity of Japan tea is exported to Manchuria and Korea, so this market is not the only factor in regulating prices in Japan. We do not remember ever hearing of a time when stocks for home consumption were as low as at present, and in consequence of a large demand to replenish these stocks, prices for low grade teas are unusually high. Second crop teas are reported to be dearer and poorer quality than first crop, and this is going to make it difficult to secure satisfactory teas costing the retail grocer 23c to 25c and below. Prospects now indicate a smaller crop than last year and the market is firm." This letter is dated June 27 and it gives the actual state of affairs in Japan at present. Ceylon and Indian teas have not changed perceptibly locally since last week. Nothing extra is being done in Chinas.

| | | |
|---|------|------|
| Choicest | 0 38 | 0 45 |
| Choice | 0 28 | 0 37 |
| Japans—Fine | 0 27 | 0 10 |
| Medium | 0 22 | 0 23 |
| Good common | 0 21 | 0 22 |
| Common | 0 20 | 0 21 |
| Ceylon—Prok-n Orange Pekoe | 0 20 | 0 38 |
| Pekoes | 0 19 | 0 30 |
| Pekoe Sou-chong | 0 19 | 0 30 |
| India—Pekoe Sou-chong | 0 17 | 0 18 |
| Ceylon green—Young Hysons | 0 18 | 0 24 |
| Hysons | 0 18 | 0 30 |
| Gunpowders | 0 17 | 0 25 |
| China greens—Pinguay gunpowder, low grade | 0 13 | 0 16 |
| " pea leaf | 0 19 | 0 27 |
| " pinhead | 0 30 | 0 45 |

DRIED FRUITS—The stocks of Valencia raisins are very low, and the demand for them is exceedingly good. The demand for currants is not as good as usual, and prunes are also rather on the quiet side. Prices during the week have not changed.

| | | |
|---|------|------|
| Currants— | | |
| Philatras, uncleaned, barrels | 0 06 | 0 06 |
| Fine Philatras, per lb., in cases | 0 06 | 0 06 |
| " cleaned | 0 06 | 0 07 |
| " in 1-lb. cartons | 0 07 | 0 07 |
| Finest Vostizas | 0 07 | |
| Amalias | 0 05 | 0 06 |
| " 1 lb. packages | 0 07 | |
| Sultana Raisins— | | |
| Sultana raisins, per lb. | 0 10 | 0 11 |
| " 1-lb cartons | 0 14 | |
| Eleme Table Figs— | | |
| Six crown, extra fancy, 40-lb. boxes | 0 09 | 0 11 |
| Four crown, fancy, 10-lb. boxes | 0 07 | 0 08 |
| Three crown | 0 07 | 0 08 |
| Glove boxes, fine quality, per box | 0 07 | 0 08 |
| Fancy washed figs, in baskets, per basket | 0 15 | 0 18 |
| " pulled figs, in boxes, per lb. | 0 15 | 0 20 |
| " stuffed figs | 0 25 | 0 30 |
| Valencia Raisins— | | |
| Fine off-stalk, per lb. | 0 04 | 0 05 |
| Selected, per lb. | 0 04 | 0 05 |
| Layers | 0 06 | 0 06 |
| Dates— | | |
| Halloween, per lb. | 0 04 | 0 05 |
| Sais, per lb. | 0 03 | 0 04 |
| Package | 0 06 | 0 06 |
| Malaga Raisins— | | |
| London layers | 1 25 | |
| " Connisieur Clusters | 1 40 | |
| " " 1-box | 1 00 | |
| " Royal Buckingham Clusters, 1-boxes | 1 37 | |
| " boxes | | |
| " Excelsior Windsor Clusters | 1 50 | |
| " " | 1 50 | |
| California Raisins— | | |
| Fancy seeded 1-lb. pkgs | 0 10 | 0 11 |
| Choice seeded, 1-lb. pkgs | 0 09 | 0 11 |
| Loose muscatels 3 crown | 0 08 | 0 09 |
| " 4 crown | 0 09 | 0 10 |
| California Evaporated Fruits— | | |
| Apricots, per lb. | 0 32 | |
| Peaches | 0 18 | |
| Pears | 0 18 | |

| | | |
|------------------------------------|------|------|
| Prunes— | | |
| Oregon prunes 25-lb. boxes, 30-40c | 0 10 | 0 12 |
| " " " 40-50c | 0 08 | 0 09 |
| " " " 50-60c | 0 08 | 0 08 |
| " " " 60-70c | 0 07 | 0 08 |
| " " " 70-80c | 0 07 | 0 08 |
| " " " 90-100c | 0 06 | 0 07 |

COFFEES—The cheaper grades have been more active than the higher priced lines, but the market on the whole has kept in good condition since our last report. Maracaibo has been a specially good seller. Prices have not changed.

| | | |
|---|------|------|
| Jamaica | 0 14 | 0 30 |
| Java | 0 20 | 0 30 |
| Mocha | 0 18 | 0 25 |
| Rio, No. 7 | 0 09 | 0 11 |
| Santos | 0 11 | 0 11 |
| Maracaibo | 0 14 | 0 19 |
| Roasted and ground 30 per cent. additional. | | |

SPICES—Spices have been in good demand during the week. Most of the business, however, has been in small lot orders.

| | | |
|-----------------|------|------|
| Peppers, black | 0 14 | 0 30 |
| " white | 0 18 | 0 37 |
| Ginger, whole | 0 16 | 0 30 |
| " Cochin | 0 17 | 0 30 |
| Cloves, whole | 0 17 | 0 30 |
| Cloves, ground | 0 25 | 0 35 |
| Cream of tartar | 0 25 | 0 32 |
| Allspice | 0 13 | 0 18 |
| Nutmegs | 0 25 | 0 60 |

BEANS—The bean market is stronger this week owing to the continued scarcity in the west. Austrian beans continue to be in good demand to fill the void left in the market by the Canadian product.

| | | |
|--------------------|------|------|
| Choice prime beans | 2 10 | 2 25 |
|--------------------|------|------|

EVAPORATED APPLES—The past week has shown more activity in this market the demand brightening up considerably. The price remains unchanged.

| | | |
|-------------------|------|------|
| Evaporated apples | 0 07 | 0 07 |
|-------------------|------|------|

MAPLE PRODUCTS—Demand has been very slow and nothing of importance has happened since our last quotation.

| | | |
|-------------------------------|------|------|
| Compound maple syrup, per lb. | 0 04 | 0 05 |
| Pure Townships sugar, per lb. | 0 07 | 0 08 |
| Pure syrup, 8 1/2 lb tin | 0 60 | 0 61 |

RICE AND TAPIOCA—The past week has been somewhat brighter than the previous few weeks in demand for both rice and tapioca. Large importers state that there is very little seed pearl tapioca on the spot, but medium pearl is in good supply. The prices remain the same as at last quotation.

| | | |
|---------------------------------|------|------|
| B rice in 10 bag lots | 3 30 | |
| B rice, less than 10 bags | 3 30 | |
| O rice, in 10 bag lots | 3 00 | |
| O rice in less than 10 bag lots | 3 10 | |
| Tapioca, medium pearl | 0 06 | 0 06 |

CANNED GOODS

MONTREAL—The new pack of asparagus tips, spinach, rhubarb and strawberries are now on sale. The advent of these new lines has depressed the prices somewhat. Demand for canned fruit and vegetables remains good, while fish and meats are neglected. The news that French sardines are to be offered again has been received

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with interest. Reports are that the pack of French peas will be average.

TORONTO.—Little interest is yet evidenced in 1908 pack goods, and, with present conditions in the trade, retailers seem anxious to hold off to see what may happen later. Last year's goods are passing off fairly well under good demand, and the prospects for getting rid of the stocks held seems brighter.

ONTARIO MARKETS.

POINTERS—
Sugar—New second grade brands quoted.
Beans—Stiff.
Provisions—Firmer, bacon prices advancing.
Collections—Fair.

Toronto, July 2, 1908.

The grocery markets continue generally quiet this week, with only a staple business being done, and with few price changes. Almost every line, indeed, presents the same features as a week ago. The provision markets have shown some brightness, as is expected during the summer months, and the outlook for a continuance of this is good.

The only feature of particular interest in the staple grocery markets is the placing on the market by the Redpath and St. Lawrence sugar refineries of new brands of sugar of a second grade.

The financial side of the business is fair, though complaints are heard in other quarters than from the jobbers of poor returns from the retailers. Everyone is looking toward the end of the harvest for an easier condition of money all round.

SUGAR—The market generally continues fairly steady on its continued firm basis, though a temporary feeling of weakness is noticeable in some quarters. This is evidenced in Willett & Gray's weekly report, as follows:

"The week under review developed a weakening tendency resulting in a comparatively large business at 1-16c per lb. decline to 4 1/2c per lb. for 96 degrees test basis. At this price buyers took all offerings and are still in the market for more sugar, showing that for the time at least the decline is checked, and the market is likely to hold steady under the influence of an increased demand for refined which is likely to come in the near future, but only after a possible reduction in refined quotations, temporarily. The difference in parity between old crop cane and new crop beet is now 13c per 100 lbs., against 17c per 100 lbs. last week. Arrivals were unusually large again, sugar coming in from all quarters of the sugar world indicating a visible supply on Sept. 1 larger than anticipated. This change in forecast is necessary from the fact that the consumers in both the United States and United Kingdom are drawing largely on the so-called invisible stocks and a continuation of this policy will not show in statistics for the year the usual normal increase of consumption. Receipts for the week were 47,634 tons, meltings 43,000 tons. Total stocks in the United States and Cuba together 438,362 tons, against 417,728 tons last week and 677,878 last year. Nothing new is said about the influence of the Russian crop exports, such influence being already well discounted."

Willett & Gray also note the visible supply as follows:

"Total stock of Europe and America, 2,321,362 tons, against 2,704,878 tons last year at the same uneven dates. The decrease of stock is 383,516 tons, against a decrease of 379,518 tons last week. Total stocks and floats together show a visible supply of 2,511,362 tons, against 2,844,878 tons last year, or a decrease of 333,516 tons."

Business locally continues of the hand-to-mouth variety, though it is expected that with the opening of the preserving season, business will soon brighten up. As it is, retailers' stocks are thought to be getting pretty low.

An interesting move this week was the introduction by the Redpath and St. Lawrence refineries of a new second grade brand each, as is shown quoted in the price list below. This is said to be an attempt to meet the competition of the Wallaceburg refinery, and if the sugar is delivered freely, a large business will likely be done. As it is, however, prompt shipment of the new brands, Redpath's Imperial and the St. Lawrence's Beaver is not guaranteed, and it will be an interesting question as to just how much of this sugar will be supplied. Samples of the new brands do not reveal much difference, except, perhaps, the presence of a little more water, and the demand for them under the present situation in sugar is bound to be very active. The new grades are quoted 20 cents below the standard, as is shown in the price list given herewith, and at such offer good value.

| | |
|---|------|
| Paris lump, in 25-lb. boxes | 6 15 |
| Paris lumps, in 100-lb. boxes | 5 85 |
| Paris lumps, in 20.5-lb. boxes | 7 00 |
| St. Lawrence granulated, barrels | 5 00 |
| St. Lawrence Beaver | 4 75 |
| Redpath's granulated | 5 00 |
| Redpath's Imperial | 4 75 |
| Acadia granulated, (bags and barrels) | 4 90 |
| Berlin granulated | 4 90 |
| Phoenix | 4 90 |
| Bright coffee | 4 80 |
| No. 2 yellow | 4 70 |
| No. 1 " | 4 60 |
| Granulated and yellow, 100-lb. bags 5c. less than bbls. | |

SYRUPS AND MOLASSES—The plentiful supply of fresh fruit has rather seriously affected these goods and business is dull. There are no changes in prices.

| | |
|----------------------------|------|
| Syrups— | |
| Dark | 0 30 |
| Medium | 0 30 |
| Bright | 0 35 |
| Per case | |
| 2 lb. tins, 1 doz. in case | 2 40 |
| 5 " " " " | 2 75 |
| 10 " " " " | 2 85 |
| 20 " " " " | 2 80 |
| Barrels | 0 03 |
| Half Barrels | 0 03 |
| Quarter " | 0 03 |
| Pails, 2 1/2 lbs. each | 1 75 |
| " 2 1/2 " | 1 25 |
| Maple syrup— | |
| Gallons, 6 to case | 4 50 |
| " 12 " " | 4 81 |
| Quarts, 24 " | 4 81 |
| Pints, 24 " | 2 50 |
| Molasses— | |
| New Orleans, medium | 0 30 |
| " " " | 0 35 |
| Barbadoes, extra fancy | 0 37 |
| Porto Rico | 0 45 |
| West Indian | 0 30 |

TEAS—Local business continues to be of a hand-to-mouth variety. Markets abroad show no material changes and the situation in general remains about the same as for some weeks past.

COFFEE—The influx of United States resorters and tourists is helping the coffee business somewhat and demand continues excellent.

DRIED FRUITS—There is some demand for prunes, which continue scarce, and raisins and currants are called for

to some extent. Otherwise business in these lines is dull. There is nothing particularly new in the situation.

| | |
|--|----------|
| Prunes, Santa Clara— | |
| 100-120s | 0 06 |
| 90-100s, 50-lb. boxes | 0 07 |
| 80-90s | 0 07 1/2 |
| 30-40, 25's, 50-lb. boxes | 0 07 1/2 |
| 70-80s | 0 08 |
| 60-70s, 50-lb. boxes | 0 07 1/2 |
| 40-50 | 0 09 |
| Note—25 lb. boxes 1/2c. higher than 50 lb. | |

| | |
|----------------------------|----------|
| Candied and Drained Peels— | |
| Lemon | 0 11 |
| Orange | 0 11 |
| Peaches | 0 18 |
| Figs— | |
| Elemes, per lb. | 0 08 |
| Tapetas | 0 03 1/2 |
| Bag Figs | 0 04 1/2 |
| Currants— | |
| Fine Filigras | 0 06 1/2 |
| Patras | 0 08 |
| Uncleaned, 1/2c. less. | |

| | |
|------------------------------|----------|
| Raisins— | |
| Sultana | 0 09 1/2 |
| " Extra fancy | 0 11 |
| Valencias, new | 0 08 |
| Seeded, 1-lb. packets, fancy | 0 11 |
| " 16 oz. packets, choice | 0 11 |
| " 12 oz. " | 0 09 |
| Dates— | |
| Hallowee | 0 05 1/2 |
| S.ira | 0 04 1/2 |
| Fards choicest | 0 08 |
| choice | 0 08 1/2 |

RICE AND TAPIOCA—There is a little stronger demand for these lines with the hot weather. Jobbers are receiving small lots regularly. Prices remain unchanged.

| | |
|----------------------------------|----------|
| Rice, grand R. | 0 03 1/2 |
| B rice, 5 1/2 ag lots, delivered | 0 03 1/2 |
| Bangkok | 0 03 1/2 |
| Patna | 0 03 1/2 |
| Java | 0 05 |
| Sago | 0 05 1/2 |
| Seed tapioca | 0 06 |
| Tapioca, medium pearl | 0 06 1/2 |

SPICES—Business continues fair and is expected to increase as the pickling season comes on. There are no changes in prices.

| | |
|------------------------------|------|
| Peppers, bh pure | 0 16 |
| " white pure | 0 25 |
| " whole, black | 0 14 |
| " whole, white | 0 18 |
| Ginger | 0 18 |
| Cinnamon | 0 25 |
| Nutmeg | 0 45 |
| Cloves, whole | 0 25 |
| Cream of tartar | 0 22 |
| Allspice | 0 13 |
| " whole | 0 17 |
| Mace ground | 0 10 |
| Mixed pickling spices, whole | 0 30 |
| Cassia, whole | 0 20 |

BEANS—While stock is still held at stiff prices, there seems to have been a little better supply fished from out of the way corners recently, and the situation is not quite so critical. Prices quoted last week still prevail.

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

EVAPORATED APPLES—Little is doing in this line and nothing worthy of note is happening. Prices are steady.

| | |
|-------------------|------|
| Evaporated apples | 0 18 |
|-------------------|------|

PERSONAL NOTES.

Emile Chaput, of L. Chaput, Fils & Co., Montreal was in Toronto several days this week and made a pleasant call at The Grocer office.

C. H. Gerbig, representing the Nickel Plate Stove Polish Co. (Black Jack), of Chicago, was calling on the trade in Toronto this week. Mr. Gerbig is quite familiar with the trade, having conducted a store here for many years.

H. E. Gieger, who has been occupying the chair of T. H. Kinnear in the sample-room of T. Kinnear & Co., Toronto, since the latter's absence in England, has gone to Peterboro to take the position on the firm's traveling staff recently vacated by E. J. Peters.

Hints

Usu and es store appear other no re should pear at so year. nettin the p season jectio useful can b

Loo trade Once his so thing bag fact, his t was r gar r and t were were up in ed ar ped i Condi some low t to-da No some they chang that of go so ? ter n durin Try custo tract ago, able they

The when by a the 1 Onta sult plan place the and to t pron able is er lofty seru or i are abou coat the Of cery affor der,

WHAT TO DO IN JULY

Hints and Suggestions for Conducting the Store During the Mid-Summer Month
—How to Build up New Business While Holding Old Customers.

Usually during the summer months, and especially during July, the grocery store does not give that spick and span appearance that it does during the other months of the year. But there is no reason in the world why the store should not have as attractive an appearance during the hot July days as at some more favorable time of the year. Some stores are shrouded with netting and shelves and windows lose the picturesqueness they have at other seasons. Not that netting is at all objectionable—sometimes it serves a very useful purpose, and when it does so it can be made ornamental as well.

Some Old-time Conditions.

Look at the way the whole grocery trade has changed during the past. Once upon a time the grocer had to use his scoop and scales for almost everything a customer wanted and a paper bag was continually in his hand. In fact, scoop, scales and paper bags were his tools. The sugar was raw and it was a tough job to grind it in the sugar mill. He made his own paper bags and the flour paste with which they were gummed. Oatmeal, tea and flour were sold in bulk and matches were put up in blocks. Currants had to be cleaned and soap and tallow candles wrapped in paper. And so it might go on. Conditions have changed since then and some grocers were wise enough to follow the conditions. They are rich men to-day.

Now, if the grocery conditions of some years ago are different from what they are to-day and they are still changing, doesn't it stand to reason that conditions about the arrangement of goods in the store should change also? The goods that sold well last winter may not be asked for so frequently during the hot summer days.

Try to anticipate the wants of your customers. Make your store just as attractive now as you did a few months ago, and make your customers comfortable and let them feel at home when they visit your store.

An Example of Enterprise.

The picture of an inviting store arises when one considers what has been done by a grocer in a fairly large town in the midst of a farming community in Ontario. This grocer's store is the result of the merchant's thinking and planning for many months. In the first place, his store is built so as to give the greatest convenience for receiving and shipping goods, and for attending to the wants of his patrons. Large prominent windows display the seasonable lines in attractive forms, and one is enticed to enter the roomy store with lofty ceilings. The shop is cool and scrupulously clean; not a sign of a fly or insect to be seen. Shopping stools are placed at convenient intervals about the place, and the clerks in white coats look neat and cool as they attend the wants of the customers.

Of course this is an almost ideal grocery store, and not every grocer can afford to begin at the top of the ladder, but there are general rules that

apply to all trades and without following these rules a merchant's chances of success are not very great.

It is to be presumed that every grocer is polite and that his chief desire is to please and serve the best interests of his customers. With these qualifications, and every merchant should be endowed with them, a grocer may reasonably hope for success. But that is not all.

Attractiveness a Big Feature.

So far as his business is concerned he should study his customers and cater to the trade he studies. By his courteous treatment he already has secured a fair custom. He should keep this custom and try to enlarge his trade. One of the chief steps in this direction is the attractiveness he places about his store. A nice clean fresh store front with changing and picturesque window displays of seasonable goods will do this. There are so many goods sold by grocers nowadays which are put up in useful and attractive packages and tins that they can be worked into many unique and pretty designs.

Hints on Window Displays.

Then many of them, too, are as well very seasonable goods. Take condensed milk, for example. The Medical Association recently met in Toronto and among other resolutions passed was one calling attention to the unwholesomeness of milk and the unsanitary conditions surrounding the handling of it. Could not this fact be used to advantage by the grocer pushing the sale of condensed milk? A neat window display of these goods would call attention to your business and show you were alive to what is passing around you. A canned meats display would give inspiration to the camper and excursionist. Early greens and small vegetables make a very striking window, the various colors being set out in some attractive design or picture. Then there are the berries and small fruits. All these give some individuality to a store and they could be used for display purposes in rotation. It may not be possible for you to attract all the people all the time, but you would surely attract all the passersby some of the time, and some of the passersby all the time. It certainly pays to study your business and try to anticipate the wishes of the people you are trying to serve.

Other Timely Hints.

Then the grocery store itself should be an inviting place—a place where he or she who enters will linger longer than intended. Butter, cheese, eggs and soft drinks, provisions and other perishable lines should be in a cool place. A little refrigerator with a glass front for the display of your wares will make sales for you. There are so many ways of attracting and enticing customers that a mere hint should suffice. How many grocery stores have added departments and lines to their business which while they may not be staple

grocery lines, yet give a seasonableness and a freshness to the store that well repays the investment.

Flowers and plants are good sellers at all times, and while they are perishable to some extent, the careful grocer may use them advantageously for the bringing forward of other wares as well as to help on a profitable line. Seeds in the spring and cut flowers in the summer and fall give a freshness to your establishment that is sure to bring in the customer you have seen go by your store so often in the past.

Fresh vegetables and early greens make a very pretty color scheme for setting off your stock, and fruit and berries, too, add much to the attractiveness of the store. Confectionery should be a staple line and effective displays can readily be made of the more fancy lines. All these are seasonable July lines and will help carry along the customers who were good patrons during the cold winter days, but who might otherwise buy these lines elsewhere.

Soft drinks on ice are a taking line, and may give more life to your business than you think. Try it and you will see. Provisions are a summer line and should be made somewhat prominent. Then the various summer canned goods may be grouped on your shelves and set off to advantage by some little scheme or plan you already have in mind.

Change the Store's Appearance.

Your store in July should be just the opposite to what it appears in January. Change your window displays at least once a week, bringing forward some special summer line, and notify your customers and patrons every little while that you are putting forward some one particular line of goods.

Try to enlarge the circle of those who already know your store, but never at the expense of old friends and patrons.

TRADE NOTES.

M. F. Goddard, of the Maple Tree Producers' Association, Waterloo, P.Q., was in Toronto several days during the week, and with W. J. Dack, the Toronto representative, called at The Grocer office.

J. Bradbeer & Co., are taking over the grocery business of Nelson & Fraser, Lethbridge, on July 1st. The business will be conducted at the old stand until September 1st, when the stock will be moved to the new Stafford block.

The new grocery of Budd & Co., in the Looker block, Barrie, opened under very favorable conditions on Saturday, June 20. It was a busy place during the early hours of the day, when the farmers were exchanging their fresh eggs and butter for current coin of the realm.

The creditors of Carscadden & Mullen, grocers of Lindsay, who assigned to N. L. Martin & Co., met in the offices of the assignees in Toronto and gave the necessary instructions for the winding up of the business. The liabilities are estimated at \$3,000, with assets of about \$1,000.

James Thompson, of Warner, and his two sons, W. E. and Ed, formerly composing the firm of Thompson Bros., general merchants, were in Lethbridge the other day, winding up the affairs connected with the sale of their business in Warner to J. A. Jochem, a recent arrival from Minnesota.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, July 2, 1908.)

Since the announcement of new canned goods prices for 1908 pack of vegetables and fruits, there have been no quotable changes of importance. Prices are steady in most lines.

Business is showing increased activity. Money is not much more plentiful than it was, but all prospects point to the biggest crop in the history of the west and there is an optimistic feeling among all branches of the trade.

CANNED GOODS—There is general satisfaction among the retail trade at the lower price schedule for fruits and vegetables of this year's pack. Quotations are:

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

—1908 Pack for Delivery Later—

| | | |
|------------------------------|----------|----------|
| Apples—3's standard per case | 2.44 | 2.34 |
| Gallons, standard " | 1.55 | 1.52 1/2 |
| Cherries—Red pitted 2's | 4.18 | 4.08 |
| " black pitted 2's | 4.18 | 4.08 |
| " white pitted 2's | 4.38 | 9.28 |
| Currants—Red 2's | 4.18 | 4.08 |
| " black 2's | 4.18 | 4.08 |
| Gooseberries—2's | 4.58 | 4.48 |
| Lawtonberries—2's | 4.18 | 4.08 |
| Peaches—Yellow 2's | 4.18 | 4.08 |
| " yellow 3's | 6.54 | 6.44 |
| " pie, unpeeled 3's | 3.34 | 3.24 |
| " pie unpeeled gallons | 2.42 1/2 | 2.40 |
| " pie peeled gallons | 3.30 | 3.27 1/2 |
| Pears—Flemish Beauty 2's | 3.68 | 3.58 |
| " Flemish Beauty 3's | 4.74 | 4.64 |
| " Globe l. s. 2's | 2.78 | |
| " Globe l. s. 3's | 4.14 | |
| Plums—Damson l. s. 2's | 2.28 | 2.18 |
| " Lombard l. s. 2's | 2.28 | 2.18 |
| " Greengage l. s. | 3.08 | 2.98 |
| Raspberries—Red 2's | 4.18 | 4.08 |
| " red gallons | 3.80 | 3.77 1/2 |
| " black 2's | 4.18 | 4.08 |
| " black gallons | 3.80 | 3.77 1/2 |
| Strawberries—2's | 4.18 | 4.08 |
| " gallons | 3.80 | 3.77 1/2 |

VEGETABLES.

| | | |
|------------------------|----------|------|
| Beans (new) per dozen— | | |
| golden wax | 1 06 1/2 | 1 04 |
| refugee | 1 06 1/2 | 1 04 |
| " crystal wax | 1 16 1/2 | 1 14 |
| " red kidney | 1 21 1/2 | 1 19 |
| lima | 1 46 1/2 | 1 44 |
| Corn— | | |
| 2's | 2 23 | 2 18 |
| Tomatoes | 2 99 | 2 94 |

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

1908 Pack for Delivery Later.

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

MEATS.

| | |
|--|------|
| Clark's 1 lb., pork and beans, plain, per case | 2 50 |
| " 2 " | 1 91 |
| " 3 " | 2 50 |
| " 1 tomato sauce, per case | 2 50 |
| " 2 " | 1 90 |
| " 3 " Chili " | 2 50 |
| " 4 " " " | 1 90 |
| " 5 " " " | 2 50 |
| Soups, per doz. | 1 25 |
| Corned beef | 3 10 |
| " 1's | 1 65 |
| Roast beef | |
| 1's, per doz | 1 65 |
| 2's | 3 10 |
| Potted meats, 1's, per doz. | 1 25 |
| Veal loaf 1 lb., per doz. | 2 50 |
| Ham loaf 1/2 lb. | 1 25 |
| " 1 lb. | 2 50 |
| Chicken loaf 1 lb. | 1 85 |
| " 1 lb. | 3 50 |
| Lancet tongue 1's | 3 85 |
| Sliced smoked beef 1-lb. tins, per doz. | 1 90 |
| " 1-lb. tins | 3 10 |
| " 1-lb. glass | 3 35 |
| Chipped " 1-lb. tins | 1 45 |
| " 1-lb. tins | 9 50 |
| " 1-lb. glass | 0 05 |
| Sliced bacon, 1-lb. tins | 3 10 |
| " 1-lb. glass | 3 25 |

SUGAR—

| | |
|---|------|
| Montreal and B.C. granulated, in bbls. | 5 40 |
| " in sacks | 5 35 |
| " yellow, in bbls. | 5 00 |
| " in sacks | 4 95 |
| Wallaceburg, in bbls. | 5 31 |
| " in sacks | 5 35 |
| Berlin, granulated in bbls | 5 20 |
| " sacks | 5 25 |
| B.C. quinnies granulated, 5-18's to bale, per cwt | 5 45 |
| " hard pressed lump, 25's, per cwt | 6 51 |
| " half bbls. per cwt | 6 0 |
| " icing | 6 20 |
| " bar sugar | 6 00 |
| Icing sugar in bbls. | 6 00 |
| " in boxes | 6 20 |
| " in small quantities | 6 50 |
| Powdered sugar, in bbls. | 6 70 |
| " in boxes | 6 00 |
| " in small quantities | 6 05 |
| Lump, hard, in bbls. | 6 35 |
| " in 1-bbls. | 6 35 |
| " in 100-lb cases | 6 35 |

SYRUPS AND MOLASSES—

| | |
|--|----------|
| Syrup "Crown Brand," 2-lb. tins, per 2 doz. case | 2 45 |
| " 5-lb. tins, per 1 " | 2 35 |
| " 10-lb. tins, per 1 " | 2 70 |
| " 20-lb. tins, per 1 " | 2 75 |
| " barrel, per lb. | 0 03 1/2 |
| " Sugar syrup, per lb. | 0 03 1/2 |
| Beaver Brand, 2 lb. tins, per 2 doz. case | 3 10 |
| " 5 " " 1 " | 3 60 |
| " 10 " " 1 " | 3 30 |
| " 20 " " 1 " | 3 20 |
| Barbadoes molasses in 1-bbls, per gal. | 0 40 |
| New Orleans molasses in 1-bbls, per lb. | 0 30 |
| Porto Rico molasses in 1-bbls., per lb. | 0 04 1/2 |
| Blackstrap, in bbls., per gal. | 0 31 |
| " gal. bats., each | 0 33 |
| " gal. bats., each | 2 25 |

MINCE MEAT—

| | |
|----------------------------------|----------|
| Mince meat, 7 lb. pails, per lb. | 0 09 1/2 |
| " 28 " " | 0 08 1/2 |
| " 12 oz pkgs., per doz. | 1 05 |

ROLLED OATS—As noted last week, there has been a decline in price. It is likely that lower prices will prevail

from this time on as crop prospects are good. We quote:

| | |
|--------------------------------------|------|
| Rolled oats, 80 lb sacks, per 80 lbs | 2 65 |
| " 40 " " 80 | 2 70 |
| " 20 " " 80 | 2 80 |
| " 8 " " 80 | 3 10 |

CORNMEAL—

| | |
|---------------------------|------|
| Cornmeal, per sack | 2 05 |
| " per 1/2 sack | 1 05 |
| " per 1/4 sack (10, 10's) | 2 49 |

BEANS—The market is firm For hand-picked white beans the price is \$2.45 to \$2.50 per bushel, and for 3-lb. pickers it is \$2.30 to \$2.35.

POT AND PEARL BARLEY—As noted last week, pearl barley has declined, the quotations now being \$4.05 per sack and \$2.10 per half-sack. Pot barley is quoted at \$2.80 per sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows:

| | |
|--|------|
| Sugar, 25 lb. boxes 1/4 and 1/2 | 3 00 |
| Syrup gallons 1 doz. to case, per case | 5 65 |
| " 1 doz. to case | 6 15 |
| " 2 doz. to case | 6 50 |

FOREIGN DRIED FRUITS—An early advance in prunes is expected owing to a short crop in California. We quote:

| | | |
|---|----------|--|
| Australian raisins— | | |
| Brown Lexias, per lb. | 0 08 | |
| Extra brown | 0 10 | |
| sultana raisins, bulk, per lb | 0 09 | |
| " cleaned | 0 10 1/2 | |
| " 1 lb pkgs | 0 11 1/2 | |
| Table raisins, Connoisseur clusters per case | 2 60 | |
| " extra dessert | 3 40 | |
| " Royal Buckingham | 4 00 | |
| " Imperial Russian | 5 25 | |
| " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs) | 3 35 | |
| " Connoisseur clusters, boxes (5) lbs. | 0 80 | |
| Trenor's Valencia raisins, f.o.b., per case, 28's | 2 00 | |
| " " " 14's | 1 05 | |
| " " " selecta " 14's | 2 20 | |
| " " " layers " 28's | 1 15 | |
| " " " layers " 14's | 2 25 | |
| " " " layers " 14's | 1 30 | |

| | |
|---|----------|
| California raisins, choice seeded in 1-lb. packages | 0 07 1/2 |
| " fancy seeded in 1-lb. packages | 0 0 1/2 |
| " choice seeded in 1-lb. packages | 0 09 |
| " fancy seeded, 1-lb. packages, per package | 0 19 1/2 |
| Raisins, 3 crown muscatels, per lb. | 0 08 |
| " " | 0 08 1/2 |
| Prunes 90-100 per lb | 0 05 1/2 |
| " 80-90 " | 0 06 |
| " 70-80 " | 0 06 1/2 |
| " 60-70 " | 0 07 |
| " 50-60 " | 0 08 |
| " 40-50 " | 0 08 1/2 |
| " 30-40 " | 0 08 1/2 |
| Silver prunes | 0 09 1/2 |
| Currants, uncleaned, loose pack, per lb. | 0 08 1/2 |
| " dry cleaned, Filistras, per lb. | 0 07 |
| " wet cleaned, per lb. | 0 07 1/2 |
| " Filistras in 1-lb pkg. dry cleaned, per lb | 0 08 |
| Uncleaned vostizzas, per lb. | |
| Wet cleaned | |

EVAPORATED APPLES—Quoted at 8 1/2c per pound.

BUTTER—For round lots of dairy butter, produce houses are paying 16c to 16 1/2c f.o.b. Winnipeg, for No. 1 quality 17c to 17 1/2c per lb., and for No. 2 quality 15c to 15 1/2c per lb.

EGGS—15c f.o.b. Winnipeg subject to candling.

EXTENDS THANKS FOR KINDNESS

Among the floral tributes received after the death of the late W. C. Adams, of Davidson-Hay, Toronto, were two handsome wreaths, one from fellow-travelers in Barrie and another from travelers and friends in Sudbury. In neither case were any names attached. Capt. Jas. Adams, father of the late traveler, being unable to reach the senders in any other way wishes to extend Mrs. Adams' and his own thanks through The Grocer for the sympathy and appreciation shown in this kindly act. No doubt the travelers and customers who so kindly remembered Mr. Adams will note this item.

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\$200.00

The market announced Tol price of pound. affect but it for the black together.

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Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

\$200,000 of Canned Lobsters Shipped From Nova Scotia to London—Montreal Grocers Planning Picnic for July 15.

ST. JOHN.

The most important change in the markets here for some time past was announced last week, when the McDonald Tobacco Company advanced the price of their tobaccos 8 to 10 cents a pound. The change in prices does not affect the jobbers or retailers profit, but it cuts down the size of the plug for the consumer. The 5-cent pieces of black tobacco are done away with altogether.

Oatmeal dropped 50 cents a barrel on Thursday last. Business has been rather quiet of late both in wholesale and retail circles.

St. John lost one of its best citizens last week in the death of J. S. Boies De Veber, county treasurer. Mr. De Veber filled a prominent place in the life of St. John as a merchant, as mayor, as Liberal representative in parliament and latterly as county treasurer. He was a member of the old-time firm of W. H. De Veber & Sons, general merchants.

The Beaver Harbor Trading Co.—of which Connors Bros. were the principal owners—have sold out to John D. Thompson, Will Barry and Daniel Thompson. It is understood that the business will be conducted on a more extensive scale. The company will deal largely with canned clams and kippered herring.

The spring school of sardine herring along the bay coast has been almost a total failure this year and packers do not look for many fish before August. Mackerel have been plentiful at Magdalen Island, lately.

Rev. E. E. England, of Bermuda, who arrived in the city last week on the steamer Dahome, said that the onion crop, a staple product of the island, has been almost a total failure this year.

A monster lobster, measuring four feet in length, was caught one day last week by Frank Burchell, at Tiner's Point. The lobster, it is stated, is the largest ever caught in the Bay of Fundy. The big crustacean was sold to an Eastport buyer for \$35.

HALIFAX.

June 27.—The commission men have all the business they can handle at the present time, Native strawberries are now coming in in large quantities, and are crowding the American berries off the market. Nova Scotia berries are selling at 20c, and American at 18c. The prices of eggs and butter are unchanged. The jobbers are still looking for a drop in butter, but at present there is no indication of any change. The grocerymen both wholesale and retail, say that business is fully up to the average season.

Collections, on the whole, are considered to be fair.

The special refrigerator service on the Intercolonial Railway has been discontinued, the Marine and Fisheries Department having notified the railway of its intention to withdraw its assistance. The department guaranteed to compensate the I.C.R. for any deficit which might result from the operation of a fresh fish refrigerator service from Halifax and Mulgrave to Montreal. The car was attached to the Maritime express for several days a week. It was a financial failure and the support given the movement was so meagre that the Marine and Fisheries Department decided to discontinue it. Fresh fish will, when sufficient quantities offer, be sent in a car attached to the fast freight.

The Furness line steamers to John City and Mimda, which sailed from here for London last week, took away a large shipment of canned lobsters. The whole consignment consisted of 12,000 cases, valued at \$200,000. All these lobsters were caught in Nova Scotia waters and were packed in the canneries along this coast. A large portion of the shipment was for the French and German markets. The above gives some idea of the extent of the fishing industry on the Nova Scotia coast.

J. H. Bertram, who has conducted a large grocery business on Charlotte St., Sydney, for the past eight years, made a complete transfer of the business this week to J. F. Miles. Mr. Miles thoroughly understands the grocery business, having spent the last ten years of his life as manager of one of the largest grocery stores in Boston. He intends to renovate the entire store, making it one of the finest in Sydney. The new proprietor states that he intends to carry on a strictly cash business, which will enable him to sell at reasonable prices the finest class of goods on the market. T. H. Allison, who is exceedingly popular in Sydney, is also associated with the new store, and the services of Jas. Booth are also retained.

W. T. Cleary, grocer, has purchased the corner property, where he is now doing business in Sydney, from the Farquharson estate.

MONTREAL.

June 30.—A. Racicot, corner St. Dominique and Prince Arthur Streets, is probably one of the oldest retail grocers in business at the present time. He states he has been selling groceries in the present store for twenty-seven years. All this betokens the proper principle in selling goods, otherwise his success would not have been so enduring.

All sorts and kinds of methods are resorted to to gain custom by means of advertising, and a certain grocer states that he obtains very good results from writing special bargains on a large plate glass window in his store. Of course, it must be remembered this must be very carefully done, otherwise it gives the window a most unattractive appearance.

The Montreal grocers are looking forward to a good time at their picnic, July 15, at Highgate Springs, Vt. These events in the past have always been occasions of great conviviality, and it is expected the coming event will be no exception to the rule.

J. D. Desrochers, for many years with Fraser, Viger & Co., is doing a very good business at his store, 472 St. Denis Street. The general impression gained upon entering this store is a good one, and this is due, perhaps, to the high ceiling and spotless white interior furnishings. These advantages, combined with plenty of light, give a fine appearance to the store as a whole.

Willson Brothers, corner Elgin and Prince Arthur Streets, are at the old stand doing business as usual, having returned from their wanderings, which, perhaps, were not extensive, but served to remove a familiar name from a familiar corner.

J. D. Phillips, for some time with Thompson & Co., has opened a grocery at the north corner of Elgin and Prince Arthur Streets.

Considerable skill has been displayed in the decoration of a side window in a small grocery in the East End. As this window is not depended on to any extent for light, the display is at an angle of about 75 or 80 degrees, and, therefore, shows off to good advantage. This window on one day will have an arrangement to represent the Union Jack, and various other national flags, and geometrical designs are wrought with the products kept in a grocery store. This bedding style of decorating a window is very effective when well done, otherwise the result is not good.

A. H. Brittain is among those elected to the executive board of the Canadian Manufacturers' Association. This is a well-placed honor, as Mr. Brittain is a young man of already excellent attainments in the business world and admirable prospects for the future.

TRADE NOTES.

A. G. Snowden is in Quebec at present.

R. Gowlland, representing Mansell, Hunt, Cutty & Co., in Canada, is on a trip to Western Canada at present.

J. B. Lagare, of Quebec, has purchased the Caledonia Biscuit Works, Montreal, and will conduct the business along new and broader lines. The old premises are being changed and brightened up, while there is noticeable quite a perceptible increase in the business of the concern already. W. F. Clough is covering the city for the company at present.

News From the Coast

First Carload Lots of Strawberries Shipped to Winnipeg—Lady Traveler for Confectionery House—Canadian Wheat for Australia.

VANCOUVER.

June 27.—Strawberry season is here in earnest at last. Even yet the weather is cool and backward and the berries are ripening slowly, but this is not to the disadvantage of the grower. A feature has been the first shipment ever made out of British Columbia in carload lots of strawberries to Winnipeg, a car having been sent forward a few days ago. R. Robertson & Co., of this city were the nominal shippers and they were assisted by the cooperation of the growers in the vicinity of Victoria. The berries were handled by the Fruit and Produce Exchange, of Revelstoke. Other shipments have followed the first, and the result is watched with interest, as it means the opening up of a new market.

Eighteen cars a month contain a very large amount of biscuits and the fact that the Mooney Co., the well known Stratford manufacturers, ship this quantity to British Columbia, shows what a hold they have secured on the market; this too, when many other lines are offered to the retailer and the public, all of which have good sale. The demand for biscuits in this part of Canada is rapidly increasing. Local manufacturers at both Victoria and Vancouver are doing well, and that there is room for first-class products is indicated in the success which has followed the introduction here of the various lines of Mooney biscuits.

Banton, Daggett & Company have a nice line of candy confections in the stores here. They are the local people who have started recently in this line, and their goods are introduced by an enterprising and popular lady traveler.

Eastern creamery butter is being offered here for July delivery at 26½c. Evidently no rise or very little is expected in price as the retailers are guaranteed that there will be no increase in price, and if there is a decline they will get the benefit of it. Local eggs are stiffening in price, being jobbed at 30c, though eastern remain the same, selected stock at 23c.

The Vancouver market, much talked of, and from which great things are expected, was formally opened last Saturday with good success. From present indications, a daily market would soon develop, though just now Saturday will be the main day. W. H. Kelly, the market clerk, thinks that from the interest taken tri-weekly days will be necessary in a very short time. The institution is being largely patronized by growers as far away as Mission Junction, and it should not lack for support from these people, for when the subject was first mooted, they expressed themselves strongly in favor of it.

The Chilliwack Fruit Canning and Preserving Company is ready to receive fruit, and a considerable quantity should be put up in that district this season. The industry will be a valuable asset to the valley, and a market will be found for a large amount of fruit of various kinds which has heretofore been wasted, as transportation facilities are not particularly convenient. The main

building is 100x60 feet, with a warehouse 60x40, and a couple of outbuildings 16x24, boiler room 18x24, and evaporating plant 55x28. Extensive labor saving devices have been added to keep down the cost of manufacture.

The starting of new towns is the opportunity for the man who has the opening of a store in view, and the man is lucky who is the first to locate. A townsite has just been laid out on the west side of Okanagan Lake, almost directly opposite Kelowna, and has been called Westbank. Wesley M. Collins, formerly an employe of the B. C. Sugar Refining Company in this city, has a general store established there, being the first on the ground. One hundred and twenty-five lots have already been sold, and some of the owners have located. Others will come west in the fall after the crops are harvested, so there will be quite a settlement there by the close of the year.

C. W. Shideler has taken advantage of an opportunity at Fruitvale, a new subdivision in the vicinity of Nelson. He is manufacturing brooms, on a small scale, perhaps, but as they can be produced there at a smaller price than they can be imported, there is a chance for him to enlarge the business. He is able to turn out twelve daily, and finds a

ready sale among the dealers in Nelson and neighborhood.

Canadian wheat may soon be sent in large quantities to Australia. D. McCorquodale, of Sydney, is here on his way to Winnipeg, where he will try and secure No. 1 hard. If the price is reasonable enough, he will charter boats to carry the grain to the south. Up to the present, Mr. McCorquodale, who is a large miller, has been importing the grain from South Australia, but prefers the Canadian wheat if the price is not too high.

R. W. Timmins has taken over the management of the Columbia Flour Mills Company in Vernon. The company is preparing to extend its business in that locality and numerous improvements are now being carried out. It is the intention to operate the mill again at that point, as soon as cheap power can be obtained.

A large oil factory has been established at Skidegate, Queen Charlotte Islands, which is in the neighborhood of large fishing grounds. The livers of dogfish are used, and two dozen boats are employed by the factory in catching the fish. A cent apiece is paid for the fish to be used for fertilizer, but a higher price is paid for the livers.

J. C. Eaton, head of the T. Eaton Company, of Toronto and Winnipeg, who reached here this week from the east, gave an emphatic denial to the story that the firm was about to locate here. This rumor has circulated at different times, and this should put a quietus to it.

Interesting Ontario Items

Chatham Grocers Are Cutting in Sugar—Barrie Merchants Have a Fruit Buying Association—Ingersoll Discusses Trade Questions.

BARRIE.

June 30.—The biggest crop of strawberries for a large number of years is being harvested here, and merchants are getting enough local berries to fill nearly all their wants. The buyers are paying six to eight cents this week as to quality.

Budd & Company is the name of our new grocers of the sixth ward. Mr. Budd has fitted up the old Looker property and made the place look fine. They report their first week's business to be ahead of their expectations.

Thomas Hatley has taken charge of J. M. Bothwell's sixth ward branch lately vacated by E. Budd.

The clerks this year by all appearances will have no Wednesday afternoon holidays during July and August, the dry goods men being responsible, they all having agreed not to close. This will be quite a blow to the boys behind the counter, as they have had these holidays for the past seven years.

Business here is now in full blast, particularly the summer tourist trade, which our town has been very slow in previous years in catering to—but has wakened up to the last couple of years. The merchants have now a regular de-

livery all around the bay for six or eight miles to the summer cottagers and they seem to think it pays. These people in former years brought in nearly all their goods from Toronto.

The merchants have gotten their heads together and are now buying their fruits in carloads, especially bananas and dividing up amongst themselves, thus saving a great deal on the prices of fruit and the expense of bringing to town. Each merchant in the association has his turn in buying and his expenses are figured in with freight, cartage, etc. Last week was the trial week and it proved a grand success, not only were the bananas extra good value, but they came in in their original ventilated car and required only one handling, whereas buying otherwise they would be handled five or six times before being shipped by the wholesaler. Other towns would do well to try this scheme.

The price of butter took a big jump on Saturday's market when it reached the 20c a pound mark, while not very long ago it could be bought for 14c and 15c. The farmers packing very heavily is the cause of this rise. Eggs also have been very scarce, several merchants having to import from neighboring

towns. easier The on th brought

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towns. The prices are, however, a little easier at time of writing.

The first spring chickens appeared on the market here Saturday and brought twenty-five cents a pound.

CHATHAM.

June 29.—The berry season is now in full swing, and grocers are very busy in consequence. So far, however, the crop has not come up to anything near what was expected. Expectations were, however, unusually bright; and this year is probably better than last year. On account of the continued warm, dry weather of the past two weeks, the strawberry crop has fallen somewhat short. Prices have remained pretty well at 10c per box. To-day's rain will probably help the raspberries, while the cherry crop looks pretty good. New raspberries made their first appearance on the market on Saturday, selling at 12c per box.

Prices on the market took a slight upward trend last Saturday, eggs being 17c, and butter 22c.

A few grocers here are signaling the arrival of the berry and canning season by cutting on sugar. The movement began with a grocer who is retiring from business, and, to help move his goods, offered for a couple of days 20 pounds of Redpath's granulated with every order for \$2 and upwards of groceries. Another grocer followed suit by advertising 20 pounds of sugar for \$1, while a third has gone further and offers 22 pounds for \$1, also giving that amount free with every \$1.50 order for groceries. Here the movement seems to have stopped short, the other grocers being very well satisfied to keep out of the "game of give-away." As sugar costs \$5.02 per cwt. in carload lots, and the cost of handling, selling, etc., will be not less than 13c per 100, it can readily be seen that grocers who cut are practically losing 15c per cwt. on their sugar when they sell at 20 pounds for \$1. Grocers outside the cutting line declare themselves perfectly content to stay there. "I am convinced," said one to The Grocer representative, "that in this price-cutting game, we lose less and the cutters gain less than we are sometimes inclined to think. Their cut prices draw only a small coterie of bargain hunters—people who take advantage of the bargains, and go away, never to return. This class of people we can do without; their trade never made anyone rich, and never will. Give them bargains once, and they'll expect them all the time—and if you haven't got them, they'll go elsewhere." Another noteworthy feature of price-cutting is the manner in which a large number of housewives "pricked up their ears" the moment the cut price in sugar was announced. "It must be some inferior kind of sugar," was the way one voiced her suspicions. "I can't afford to lose all my strawberries, just to save a few cents." Which only goes to show that price-cutting sometimes works both ways.

John McCorvie and wife left on July 1 for a summer's tour to the Old Country, where they will visit many points of interest, also taking in the Edinburgh exposition. Miss Lillian McCorvie has just graduated from St. Margaret's College, Toronto, with high honors. Mr. McCorvie sailed from New

York for Liverpool on July 1 via the steamer Campania.

There has been a little talk here about a weekly half holiday during the summer months. It seems to have simmered down, however, and there is little likelihood that any action will be taken.

Lou Downing, formerly of Tilbury, has severed his connection with the M.C.R. and is now traveling for the Mooney Biscuit Company of Stratford.

Geo. Miller, of the Kent Farmers' Produce Company, Blenheim, has successfully passed his primary examination for chartered accountant, being near the head of a large class.

A Leamington correspondent writes: "The rumor comes from authentic sources that notice has been received by H. Wigle and others who were purchasing agents of the Empire Tobacco Co., that their services were no longer desired. This is doubtless owing to the change in the company and its absorption by the Imperial Tobacco Co. It also looks as if there would be no tobacco purchased this season."

The amount paid by the Wallaceburg Sugar Company in customs duties during the past two months was over \$90,000. Another shipment of raw sugar is on its way.

H. Pelett, grocer, Queen Street, lost a plate glass window the other night, some boys smashing it while wrestling in the doorway. The police have been notified. Incidentally, any hints with regard to successful methods of eliminating the genus loafer from stores on side streets would prove of value.

Russell Betts has severed his connection with the Essex creamery, and taken a position in that of J. H. Allan, at Wheatley.

A. J. Holland, Blenheim, announces that he intends removing from that town. He is selling off his grocery stock at a considerable reduction, the sale commencing June 20.

E. G. Thompson, the Blenheim general merchant, was in Montreal on business last week.

Miss Ruby Holland, of E. G. Thompson's store, Blenheim, was one of a party of twenty-one hustlers recently sent by the Chatham News on a two weeks' trip to Montreal and return. Miss Holland had nearly everyone in Blenheim working for her during the contest which preceded the trip.

INGERSOLL.

June 29.—The questions submitted by the Guelph correspondent and on which discussion has been invited are of vital importance to the grocers and should receive their earnest and careful consideration if the desired progress of this busy, methodical twentieth century is to be achieved. Taking the first question as to the number of hours that a clerk should work, it probably would be difficult to introduce a more debatable subject or one of greater mutual interest. This is a problem which capital and labor have been hammering away at for a long time and with no uncertain measure of success. The hours of mechanics, in fact, of almost all tradesmen, are limited.

Human nature has placed itself upon a higher plane than that of a mere piece

of machinery that will keep under motion until it breaks down and is finally out of commission entirely. If ten hours are generally recognized as constituting a day's work why should a grocer or his clerks be compelled to put in from twelve to fifteen hours a day. If a general system of shortening the hours were adopted the volume of business would not likely decrease and the clerks and the grocers would go about their duties with greater vim and cheerfulness and they would have an opportunity of reaping some of the enjoyment of recreation instead of being slaves to their trade. The trend of sentiment with many of the merchants of the large cities is to shorten their hours, with which the centralization movement is also keeping pace. In the early days it was customary to keep all stores open both early and late. This system has gradually died out before the march of modern enterprise. Twelve hours at the most, in my opinion should constitute a day's work behind the counter with the exception of Saturdays and ten o'clock should then prove a popular closing hour. The remedy is with the grocers themselves.

"Should a clerk have any holidays?" He certainly should. Constant devotion to duties induces listlessness, and it is commonly known that when work becomes monotonous the interest is gone. It has been said that "All work and no play makes Jack a dull boy." It is difficult to refute this statement and grocers certainly do not want "dull boys" in their employ. Vacation not only invigorates one physically but brightens the intellect so that the resumption of work is really a pleasure.

As to the manner in which the clerks should be paid. The fairest way is probably on a weekly basis. It is difficult to estimate the value of a clerk, and the same method of calculation cannot be applied to all cases. One clerk may be a most successful salesman, but he may be untidy as far as the condition of the store is concerned and he may not show any particular amount of energy in taking to the different kinds of work that confronts the clerks in an average grocery store. The evil of the "commission system" as the paying according to sales might be termed is that clerks would not exercise the usual precaution in giving credit; again the favorite clerk would be monopolizing the sales and the inevitable result would be that there would doubtless be continual friction between the employes. Where straight salaries are paid that is regarded as the employer's business and does not create the jealousy that would likely occur if the other plan were followed.

Knowledge of the cost of an article would doubtless be of much benefit to a clerk. The fact that the cost mark is kept secret might be taken as indicating that the employer did not have sufficient confidence in his staff. Then again, as long as the "cutting system" is in vogue, the clerk should be in a position to talk business as intelligently as

the proprietor. It creates a better impression with the buyers.

As to the marking of goods, plain marking is always popular with the buying public. It is undoubtedly a great convenience to a prospective purchaser to be able to satisfy himself or herself as to prices without asking so much information, which sometimes becomes embarrassing. With the prices in plain figures many people hunt up the article that suits them, and being aware of the price, take up very little time of the clerk or proprietor. In such a case as this it is certainly to the interest of the dealer to mark in plain figures, and viewed from another standpoint it means that the price is practically the same to everyone.

OTTAWA.

June 29.—Bate & Company have added a motor delivery car to their outfit, and also the E. B. Eddy Co., of Hull, has placed another big motor truck in commission.

John M. Dowdall, grocer, corner of Rideau and Cumberland Streets, has gone out of business.

I. A. Wackid, who keeps a candy and fruit store on corner Bank and Gloucester Streets, has had his store enlarged by about double the floor space, and has opened an ice cream parlor.

A. Lafleur has opened a grocery store at J. M. Dowdall's old stand, 237 Rideau Street.

A new grocery and provision store has been opened by F. Burgess & Co., under the name of "The Corner Store," situated at the corner Laurier Avenue and Nicholas Street.

Foster Woodward, the older of the two young men who were drowned above the Chaudiere rapids Monday night, was a clerk for F. A. Scott & Sons in their grocery at Wellington Street, having been with them only four months. He resided at 83 Vittoria Street. He was 32 years of age and leaves a wife and two children.

Forbes Bros., in their Bank Street store, had a very fine window display of groceries that are used at picnics. The window consisted of pickles, canned goods, etc., placed at the bottom of the window, and an inscription hung from the ceiling, with ribbons tied from it to the necks of the bottles, etc. On the inscription was written, "Get your picnic basket filled here."

Lavigne Bros. have opened a grocery store at the corner of Queen and Broad Streets.

A fire which did damage of about \$2,000 occurred last Friday afternoon, when the grocery store belonging to Mrs. E. Leroux, 161 Rochester Street, was gutted. The cause of the fire is not known, though it is thought to have started in the grocery during the absence of Mrs. Leroux. The damage is partially covered by insurance.

Dr. MacCarthy, of this city, called attention to the necessity for bakers delivering bread in paper bags. He brought the matter before the recent medical convention, and it was agreed that the move would be a good one from a health point of view. The only objection the bakers had was to the extra expense necessitated by the employment of extra labor. The question of paper was not such a large item. Dr. MacCarthy also urged that no foodstuffs should be wrapped in newspapers. On motion of Mayor Scott, seconded by Dr. MacCarthy, it was agreed to recommend to council that a by-law be passed providing for bread being delivered in paper bags, and that no foodstuffs be wrapped in newspapers.

Business last week was as good as could be expected during the warm weather. Thursday and Saturday's market were very large ones, both as regards the number of sellers and the number of buyers on hand.

The delegates from the Retail Grocers' Association who went to Toronto and Hamilton to sell space for the food show which will be held in a short time here, reported before the association at a meeting Thursday afternoon. President Wm. York, and Duncan Bell and H. C. Ellis reported that one-half of the space for sale to outside firms is already taken. The best firms in Canada and the Old Country, it is said, will be represented at the show.

The regular meeting of the Bakers' and Confectioners' Union last week was largely attended. A considerable amount of business arising out of settlement made with the master bakers was dealt with, and everything is now in a satisfactory condition. Several vacancies in offices and committees were filled, and the union will at its next regular meeting, on the first Saturday in July, hold an election for a delegate to the national convention to be held in Quebec on July 28. A full attendance and a keen contest are expected.

LONDON.

Wholesale trade shows signs of improvement and the outlook is considered most encouraging. Prices are well maintained except perhaps in the case of sugars, raws being, if anything, in buyers' favor. Sugar continues slow of sale, but when the preserving season is well on, as it soon will be, goods will begin to move more actively. Very little is doing in canned goods, which is all the more aggravating in view of the fact that wholesalers have unusually large stocks on hand and that new vegetables are now coming in quite freely.

The excursion which is usually run to Niagara Falls under the auspices of a number of local grocers, is to be held this year on July 15th. This excursion is always well patronized and there is no reason to suppose this year's event will be an exception to the rule.

The Wholesale Grocers' Exchange's new terms go into effect on July 1st, after which date all goods will be net, no cash discounts and interest on all overdue accounts. Retailers doubt very much that the change will last long.

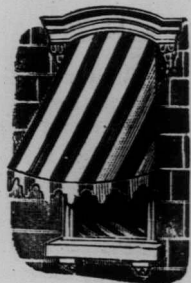
Canners are keeping up the price of strawberries, having a standing offer. For one day only they sold at 8c to 9c per box; to-day they sell at 11c to 12c, although they have been coming in quite freely. The first ripe raspberries of the season appeared on the market on Saturday, selling at 15c. Here, too, the canner was in evidence. Cherries are also beginning to come in.

Arthur Mitchell who recently bought out the grocery business of Frank H. Robinson, corner of Craig St. and the Worthy Road, takes possession on July 1st.

John McLean, formerly of McCutcheon & Co., and who some time ago opened in the grocery business at the corner of Dundas and Rectory Sts., has made an assignment.

Members of the Retail Grocers' Association are talking of an outing at Dorchester, where last summer they spent a most enjoyable half-holiday. Dorchester is an ideal place for "a time," and one of these fine Wednesday afternoons the grocery men will be found disporting themselves there.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

\$100⁰⁰ HAND POWER ELEVATOR

F.O.B. WORKS, HAMILTON. LOAD 1500 LBS., CAR 5 FT. X 6 FT.

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OTIS-FENSOM ELEVATOR COMPANY, Limited

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Western Board of Trade Convention

(Continued from page 34.)

patrol incessantly the timber areas to prevent forest fires. (3) That in addition to the natural reforestation of such areas active steps should be taken to promote the extension of timber therein.

Western Man for Railway Commission.

There is a strong desire in the west for the appointment of a western man on the Railway Commission, and this sentiment found expression in the following resolution, moved in a strong speech by W. P. Wells, Regina:

Whereas, a bill is now before the House of Commons making provision for increasing the number of Commissioners comprising the Railway Commission; therefore be it resolved that the Federal Government be requested to appoint as a member of said commission, when enlarged, a western man, whose knowledge of western conditions would be of material assistance to the board in dealing with western problems.

In support of this resolution, P. Mc-Ara, Regina, referred to several complaints from the west which have been before the Railway Commission for a year without any action being taken. He submitted that there is urgent need for western representation on the Commission.

Wm. Ausley, Rouleau, referred to some grievances of the people on the Soo line south of Moose Jaw. These grievances would never receive proper attention until there was on the Railway Commission a western man who would be able to appreciate the importance of the complaints made.

The resolution was carried.

Grazing Lands.

A resolution was introduced by A. E. Whitmore, Regina, calling upon the Dominion Government to set aside for grazing purposes those areas in the provinces better adopted for grazing than for grain growing purposes. In support of the resolution, Mr. Whitmore said that the stock interests of Saskatchewan amount to about \$50,000,000, and that they get little consideration from the Governments. Homesteaders encroach on the ranches and there is little encouragement to the rancher to improve his property. The motion was finally amended to provide for ten year leases and was then carried without opposition.

Navigation of the Saskatchewan.

There is every reason to believe that, with very little expense, the Saskatchewan river could be made a very important artery of commerce. Mayor Cook, of Prince Albert, pointed out that it is navigable from Edmonton to Grand Rapids, a distance of more than 1,000 miles. Two years ago the Dominion Government undertook a survey, but it was not completed. Mr. Cook secured the adoption of a strong resolution calling on the Dominion Government to complete that survey.

Hudson's Bay Railway.

A. C. Fraser, Edmonton, is a strong believer in the feasibility of the Hudson's Bay route. He secured the adoption of the following resolution:

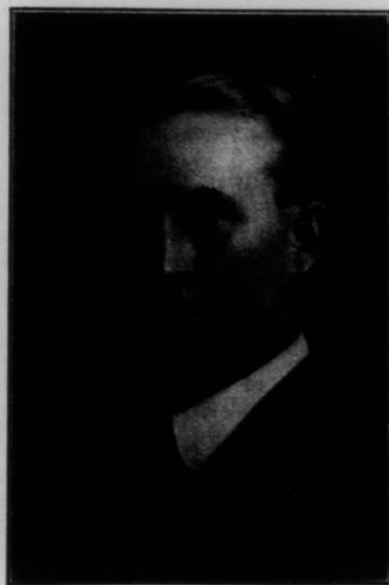
That in the opinion of this convention

the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as Hudson's Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be requested to build a road from some point on the North Saskatchewan river to Fort Churchill as a national undertaking.

A resolution relating to insurance and stock companies introduced by A. C. Fraser, Edmonton, was responsible for a long discussion. It was finally passed in the following amended form:

Whereas, since the establishment of the Provinces of Alberta and Saskatchewan a large number of Provincially incorporated fire, guarantee and live stock insurance companies have, in the absence of an insurance act, become incorporated and licensed to carry on their business in the said Provinces under the provisions of the foreign companies and joint stock

islatures be drawn to the urgent necessity of immediately enacting such legislation as will ensure a reasonable degree of security to policy holders, and that in the granting of charters to companies seeking incorporation for the purpose of carrying on insurance business or any other business wherein the credit of the public is used, the Legislature be asked to insert and enforce the following, among other conditions: 1. The deposit of an amount of cash or approved securities with the Provincial Government before such charters be issued. 2. That where an unsafe proportion of such stock is held by parties residing outside of the Province or without any proper securities in the Province, such deposit shall be proportionately increased. 3. That as the liabilities of such companies to the public increase, as revealed by their annual statements to the Provincial Government, the deposit of such companies should be proportionately increased. 4. That in no case may a fire insurance company insert in their policy any clause limiting their liability to any proportion of the face value of such policy except as provided in the ordinance to secure uniform conditions on policies of fire insurance, of 1903, of N.W.T. 5. That the securities to be authorized by the Provincial Government shall be submitted for inspection by and approval of the Provincial Government annually and at such other times as an inspection may be called for.



CHAS. S. PINGLE

President Medicine Hat Board of Trade.

companies ordinances of the Northwest Territories of 1901 and 1903, and, whereas, the said ordinances make no provision for a deposit with the Government for the protection of policy holders, and, whereas, likewise no provision is made for the inspection of the affairs of the said companies by the Governments of the Provinces, named, and, whereas, no provision is made whatever compelling the said companies to render an annual statement to the Governments showing their financial standing and ability, to cover any losses which may occur, therefore be it resolved that the Associated Boards of Trade of the Provinces of Alberta and Saskatchewan in convention assembled at the City of Medicine Hat on the 18th, 19th and 20th days of June, 1908, hereby expresses its strong disapproval of the present unsatisfactory conditions affecting the insuring public, and that the attention of the Provincial Leg-

SATURDAY MORNING SESSION.

At the Saturday morning session, A. C. Fraser, Edmonton, brought up another grievance against the railways. It appears that they are in the habit of filing plans of survey tying up certain properties for their use and delaying paying for those properties. Often the plans are changed after long delays, and the owners of the property receive no compensation. The resolution was as follows:

Whereas, the filing of a plan of survey of a line of railway fixes the rate of compensation obtainable from a company and thus prevents the value of the property rising, even where the adjacent property continues to rise in price; and, whereas, in some cases the company deviates from the line of the original survey, and fails to purchase the property affected by said survey; and, whereas, an unreasonable and indefinite time often intervenes before a railway company completes the purchase of land required for railway purposes; and, whereas, such action is a great injustice to the individual owners, and at times the means of causing them financial embarrassment by sacrificing their personal interests to the advantage of wealthy corporations; and, whereas, great loss and inconvenience is caused to the owners of land by companies filing in lands titles offices surveys of proposed railway lines; We, the convention of the Boards of Trade of Alberta and Saskatchewan, meeting in the City of Medicine Hat, respectfully

petition that an Act be passed to compel the companies to make full settlement of the payment of the compensation or purchase price of the lands affected by the registering or filing of plans of survey as aforesaid within three months of the date of filing or registering the same, and that the rate of compensation or purchase price be fixed according to the value at the time of such settlement by a permanent Board of Arbitrators to be established for the express purpose of making prompt and satisfactory settlement in such cases.

Speaking to his motion, Mr. Fraser said that while Edmonton had a particular grievance of this kind he had no doubt that other towns had had the same experience. In 1905 one railway company filed plans tying up property in Edmonton and as yet they have neither paid for the property nor abandoned the plans. He cited the case of a widow in Edmonton whose property had been tied up by the railway company. She could have sold several times had it not been for the action of the company. Now conditions have changed, and if the company takes the property it will be at a lower figure than she could have obtained two or three years ago. If the company abandon the plans she has no redress.

The resolution was carried.

Registered Agreements of Sale.

William Short, Edmonton, moved, seconded by J. E. Bradshaw, Prince Albert, the adoption of the following important resolution:

That it is the opinion of this convention that some provision should be made for the registration of agreements for sale in the same or like manner as transfers may now be registered, only a nominal fee to be charged for such registration. Further, that a judge's order to the registrar be sufficient for the cancellation of such registration.

Mr. Short said that fully nine-tenths of the land transactions of the last five years have not been registered at all, and it was imperatively necessary that there should be some system whereby agreements of sale should be registered. The rights of creditors are affected by men selling out their equity in property without appearing on the face of the transaction at all.

The resolution was carried.

Traffic Bridges.

Bridges are urgently required in many parts of the West. Settlement follows the railways and often the new settlers find a railway bridge over the rivers along which they settle, but it is a long time before provision can be made to secure bridges for foot and vehicular traffic. The convention passed a resolution to the effect that in its opinion the railway companies on all bridges hereafter constructed should, wherever the same is necessary, be required to provide traffic facilities across all streams and rivers, the additional cost of construction and maintenance thereof to be borne by the local Government or municipality within whose jurisdiction the same may be.

Commercial Education.

The woes of the business man afflicted with incompetent office help and stenographers who are unable to spell, found expression in a strong resolution moved by A. G. Harrison, Edmonton, calling on the educational authorities to provide better commercial education in the public and high schools. This resolution was amended on motion of Mr. McAra to provide for education along agricultural lines also.

Homesteads.

The homestead grievance was ventilated by the Medicine Hat delegates. Many people who have applied for homesteads have never completed their homestead duties. They tie up vast areas of land of which they make no use. The Medicine Hat resolution called for an annual inspection of homestead lands by the Department of the Interior, and it was carried unanimously.

Permanent Secretary.

It was felt that a permanent secretary is required to follow up the work of the convention, and the executive were empowered on motion of Mr. McAra to appoint such a secretary in case satisfactory financial arrangements can be made.

Railway Charters.

The last resolution referred to the failure of railways to live up to their charters. It was moved by N. W. Martin, of Prince Albert, seconded by R. S. Cook, Mayor of that city, and carried unanimously. It was as follows:

Whereas, great hardships have resulted to settlers in Western Canada through the failure of railways to live up to their charters in the matter of completing their roads within the time specified by those charters; and, whereas, settlement in Canada takes place in advance of railway construction on the faith that the railways will be built in accordance with the terms of charters granted by the Governments of the Dominion or the Provinces; therefore be it resolved, that we memorialize the Governments of Canada and the Provinces that extensions of time and other alterations in the terms of railway charters be not granted, except after a full investigation, after the interested settlers have been duly notified and given an opportunity to oppose or approve of such extension.

Votes of Thanks.

Enthusiastic votes of thanks to Medicine Hat Board of Trade, the retiring President and the Press were carried, presented and responded to, after which the convention was brought to a close with the singing of the National Anthem.

CONVENTION NOTES.

Saskatoon next year.

Indian Head made a big effort to secure the convention next year but lost by a very close vote.

Medicine Hat hospitality is of the truly Western kind. The town certainly belonged to the delegates.

Medicine Hat—"The City of Eternal Light," and "The Town That Was Born

Lucky"—does not lack picturesque names.

Wm. Pearce, Calgary and E. M. Saunders, Moose Jaw, familiar figures at previous conventions were greatly missed this year.

Secretary Hall was the hardest worked man at the convention. He was untiring in his efforts to keep the machinery running smoothly and he certainly succeeded well.

The attendance of the railway men was very much appreciated. Several misunderstandings were cleared up as the result of heart to heart talks.

Delegates and press representatives were given the privileges of the Cypress Club. A courtesy which was very much appreciated.

The influence of the Associated Boards should be greatly increased by the inclusion of Manitoba.

President MacKenzie is a winner at billiards.

"Welcome to the City of Eternal Light. This certifies that the town is yours," was printed on the badges presented to each delegate.

A smoker on Thursday night and an entertainment in the Opera House on Friday night, contributed to the gaiety of the convention nights.

SOME HINTS ON CARD WRITING.

Advertising cards on articles which are being displayed are always a source of gratifying results. Of course it is necessary to have some skill in handling a brush, otherwise the cards will present an inharmonious effect, and will detract from the general appearance of the display. There are a few simple rules to be followed in making these cards, and if they are adhered to a nice neat card will be the result. Do not try to see how much you can get onto a card, but how little to make the announcement. Be direct and to the point, avoiding ambiguity and superfluity. Lay out what is to be written on the card and estimate the space, so that as much of the announcement comes on one side as the other; in other words, preserve the balance. A little practice with the brush will enable the grocer to produce good letters. As a rule, good white cardboard, or bristol board, is the best to use, and India black ink for marking. It looks very bad, indeed, to see a serious lack of uniformity in the size of the letters. Perhaps the most unnecessary feature is speed, as sometimes these cards may have to be changed twice in the same day.

As such a large number of cards are required, it will be seen considerable speed is required, otherwise the grocer would spend most of his time writing cards. A little practice overcomes this difficulty completely.

SECOND-CLASS MATTER.

One day a wire basket fell off the top of the clerk's desk and scratched his cheek. Not having any court plaster at hand, he slapped on three two-cent postage stamps and continued his work. Later he took some papers to his employer's private office. The "old man," observing the postage stamps, exclaimed: "Look here, Jenkins! You are carrying too much postage for second-class matter!"

The Town That Was Born Lucky

Rudyard Kipling's Description of Medicine Hat Well Chosen—Wonderful Natural Advantages—Good Location for Foundrymen and Manufacturers—Alberta to Become a Manufacturing Province and Medicine Hat A Centre of Industry.

When Kipling described Medicine Hat as "the town that was born lucky," he expressed in picturesque and striking phrase the simple fact about the wonderful gas city in South-eastern Alberta. Sometimes it is a handicap to be born lucky, as witness the prevailing belief as to the lack of success of rich men's sons. But Medicine Hat is determined to make the most of the good fortune with which bountiful nature has supplied her and her people are of the class who would make a success of the building up of a town with less natural advantages than those possessed by the city of which they have every reason to be proud. Situated in the middle west, about half-way between Winnipeg and Vancouver, in the heart of the most rapidly developing section of the Dominion, this ambitious young city with its wealth of natural gas supplies is in an admirable position to become a manufacturing centre of the first importance. That this is the future of Medicine Hat not one of the citizens has any doubts and eastern skeptics who come to scoff are now remaining to investigate. The opportunities of the place, the future which it offers, grip the attention of the honest investigator.

The Natural Gas Asset.

The natural gas field in South-eastern Alberta covers, as nearly as can be ascertained, an area of about 100 miles in length by 50 miles in breadth and bids fair to be one of the best natural gas fields in the world. It is one of the largest gas areas known. One of the Medicine Hat wells shows the highest rock pressure in America with the exception of some of the West Virginian wells. On the day the flow was struck the well accumulated a pressure of 400 pounds in twelve minutes. Several weeks later this well accumulated the same pressure in eight minutes, showing an increase in the flow. The pressure in this well is now more than 500 feet and it is supplying the whole city and the water works pumping station. The other four wells on the municipal system have been shut off as their supply was not needed. Ten wells have been drilled in Medicine Hat, and in every one gas has been found, showing that the supply is practically inexhaustible.

A good flow is found in any part of this district at a depth of 650 feet, but by boring for 1,000 feet the best dry gas in America is struck. When it is remembered that the gas area has been explored and proved over the immense area indicated above and that gas can be obtained by boring in practically all parts of this area it can readily be understood

that South-eastern Alberta possesses in this gift of nature one of the most valuable assets.

The gas is almost pure methane (swamp gas) the analysis being as follows:

Methane, 99.49 per cent.

Hydrogen, .51 per cent.

Oxygen, trace.

The British Thermal Units (B.T.U.) per 1,000 feet of Medicine Hat natural gas are as follows, shown in comparison with other gas areas in America:

| | |
|---|-----------|
| Medicine Hat gas | 1,100,000 |
| West Virginia | 1,145,000 |
| Ohio and Indiana | 1,095,000 |
| Kansas | 1,100,000 |
| Gas made from coal | 755,000 |
| Water gas | 350,000 |
| Producer gas from bituminous coal | 155,000 |

The above figures show conclusively the value of the Medicine Hat gas as a fuel in comparison with the gas obtained in other fields or manufactured in various ways.

Will It Last?

But will this last? is the question asked by every skeptic. No, it is not likely to last forever, but there is little probability of the supply being exhausted during the life-time of the questioner. The coal areas will not last forever, they must some day be exhausted; but that day is so far remote that there need be no cause for anxiety for many years to come. Similarly there need be no cause for anxiety about the Medicine Hat gas field. As yet the vast gas field has been tapped in only a few places and it extends over a vast area. The fact that a great reservoir exists under the city of Medicine Hat and district is shown by the way in which the wells in that city have stood for years the drain made upon them without showing any diminution in the pressure or volume. The engineer in charge of the C.P.R. well and shops assured the writer that there has not been one ounce of diminution in the maximum pressure of that well since the day it was started, about three and one-half years ago.

The C.P.R. Shops.

That this particular well is subject to constant drain is soon seen by an inspection of the C.P.R. shops and roundhouse. These shops afford an agreeable contrast to most shops of the kind. Except for the coal for the locomotives there is not a pound of coal or a stick of kindling wood to be seen in the place. Consequently there is no smoke and no dirt. Natural gas from the company's own well furnishes all the

light, heat and power required and it is estimated that the saving to the company amounts at least to \$60,000 per year.

Formerly in firing up their engines hundreds of cords of wood and a large quantity of oil and waste were used, the operation requiring a long time. Today a few inches of coal are thrown into the fire box of the locomotive, a burner in the shape of the letter U about six feet in length, made of iron tubing, perforated and attached to a rubber hose is thrown in on top of this coal and ignited. The coal is quickly kindled from the top down and at the same time steam is made in the boiler. Under the old system it took from three to four hours to have an engine ready for the road but with the use of gas a cold engine can be got under steam and ready for the road in one and one-half hours. This one item means a saving to the company of six thousand dollars a year.

Locomotive and car springs for the entire division are made in the Medicine Hat shops in a small furnace operated with natural gas. With crude appliances the engineer in charge is demonstrating what can be done in making brass castings. There is plenty of molding sand in the immediate vicinity and with gas at hand for the furnaces there is a splendid opening in Medicine Hat for a foundry.

The Cost of Power.

With a small initial capital expense any manufacturing plant locating in Medicine Hat can secure light, heat and power practically free for all time to come. That is, the items of light, heat and power can be practically eliminated from the manufacturers cost sheets and every manufacturer who has figured what these three items cost him must know what an important saving this represents.

In the course of a very interesting paper on "The Cost of Power," delivered before the Canadian Manufacturers' Association last September by L. G. Reid, consulting engineer, Montreal, it was pointed out that very few manufacturers know what their power is really costing them. He said:

Let us take for an illustration a moderate-sized ordinary steam plant and let us assume that it operates on the basis of ten hours per day for 300 days in the year and that the actual average power required throughout each day of ten hours is 200 horse-power and let us take coal at \$3.50 per ton.

"It is safe to say that the coal bill for one year in such a plant will not be less than \$4,500; that you will pay your engineer \$1,000, and after the incidentals have been added for oil, pack-

ing, waste, etc., the total amount will be \$6 200. Then additions for interest and depreciation will usually bring this amount up to at least \$7,000, or say, \$35 per horse-power and the average of 200 horse-power.

"It is probably safe to say that not one manufacturing plant in fifty is making its own power for so low a cost as \$35.

"Now let us see what this \$7,000 per year as a fixed charge for power really stands for.

"\$7,000 represents the net profits on perhaps \$75,000 to \$100,000 of finished product.

"It represents a fixed charge against your business equivalent to \$140,000 of 5 per cent. bonds, and it is needless to say you would give much thought to the question of the issuance of such an amount of bonds."

The whole purpose of Mr. Reid's paper was to point out the importance of watching the cost of the power department and to suggest economies whereby the cost of steam power might be reduced to \$25 per horse power per annum upon the average load used. He did not think it could be reduced to any lower figure and he is a man who ought to know. On the other hand, the lowest price at which it is expected that Niagara power can be delivered in Ontario towns is about \$17 per horse-power per annum and it has yet to be demonstrated that this can be done.

What a Comparison Shows.

In comparison with the above what can the gas city of the west offer to the manufacturer?

Mr. Reid estimated the average cost of 200 horse-power per annum for the plant used in his illustration to be at least \$7,000. A manufacturer can drill his own well in Medicine Hat and thus secure a supply of light, heat and power (not power alone) in perpetuity for much less than it would cost him for steam power for one year only. Drilling costs \$2.50 per foot for the first 700 feet and \$3 per foot beyond that up to 1,000 feet. Including the cost of the necessary piping the entire cost of a well 1,000 feet deep is about \$4,500. That is, for an expenditure of \$4,500 a manufacturer can obtain in perpetuity a supply of light, heat and power as compared with an expenditure of \$7,000 per annum for power alone. This comparison does not do justice to Medicine Hat for an unlimited supply of power can be obtained from the one well, not merely 200 horse-power.

Municipally Owned Wells.

On the other hand, if the manufacturer does not want to go to the expense of sinking his own well he can buy his gas from the city. Medicine Hat controls its own gas supply as a municipal enterprise and the price to manufacturers is only 5 cents per thousand cubic feet.

Taking a 200 horse-power engine as the basis of calculation the cost of power then works out about as follows:

Natural gas consumed at the rate of sixteen cubic feet per horse-power per hour at five cents per thousand feet makes \$1.60 per day for ten hours, which, multiplied by the three hundred working days in the year, gives the cost for operating a 200 horse-power engine in so far as fuel is concerned, \$480 per annum or \$2.40 per horse-power per annum. No stokers are required, no coal being freighted from mines to be used under your boilers, and no refuse or ashes to be carted away. Every foot of gas paid for can be used and the manufacturer pays only for what he uses. If the load during the day is fifty horse-power you pay for the amount of fuel required to produce fifty horse-power. If at any time during the day, the peak load reaches your maximum of 200 horse-power you pay for that and no more, no less. To those who have never investigated the merits of natural gas as a power producer this may seem almost incredible, but investigation will show the correctness of these figures. It should also, be borne in mind that the gas will supply light and heat as well as power—the same commodity that drives the engine will also light and heat the plant and buildings.

The Call to Manufacturers.

This, then, is the why and wherefore of Medicine Hat's right to the name "The town that was born lucky." During the severe winter of 1906-7 when there was so great distress throughout Western Canada because of the fuel famine, Medicine Hat had no trouble. Her fuel supply was at hand. While other cities are at work on schemes for securing cheap hydro-electric power Medicine Hat has the cheapest power on the continent. With justice, therefore, does she extend an invitation to outside manufacturers to locate in the gas city. Nowhere else can they secure power at anything like the price.

The market is a growing one. At this late day it is not necessary to point to the rapid growth of the Canadian West. The Western Provinces are receiving the bulk of the immigration to Canada and there is room for millions more. This will soon be the largest market in Canada and just as manufacturing has followed the westward trend in the United States, so it is bound to do in Canada. Some province in the west is going to be a manufacturing province and the people of Alberta believe that theirs is the province fitted by nature to fulfil that destiny. Medicine Hat with its cheap light, heat and power believes that among the manufacturing cities of the west it is to have first place.

HOME-MADE FIRE EXTINGUISHER

An inexpensive fire extinguisher may be made by taking twenty parts of common lime; salt, five parts, and water, seventy-five parts. Mix well and put in thin bottles. In case of fire a bottle should be thrown so that it will break in or near the fire, when the gases liber-

ated from the water—salt and lime solution—will put it out. This mixture is said to be better and cheaper than that used in many of the high-priced fire extinguishers installed for fire protection.

TO KEEP TAB ON FLOATING FAMILIES.

Toledo Grocers' Association Institutes Scheme to Follow Frequent Movers.

The Toledo, O., Grocers' Association has hit upon a novel plan to keep track of removals of families in which the members of the organization may be interested through uncollected bills. There, as in every large city, it has often been hard to keep a close "tab" on what are termed "floaters" in the retail business, a name applied to those who often find it cheaper to move than pay rent and grocery bills.

In the smaller towns it is comparatively easy to know of the goings and comings of the householders, but in large cities it is often the case that people move between two days and it is long before the creditors know either of the move or where the delinquents moved to.

The Toledo plan to keep track of such moves is in the shape of a municipal ordinance which provides that every drayman or person who is engaged in the moving of persons from one house to another shall make a regular report of the moving to the proper authorities, the report being made a matter of public record.

The association is fostering the plan and has arranged to have the following ordinance introduced at an early day, with each of the members pledged to work hard for its passage:

"An ordinance concerning the removal of the habitation of families and other persons in the city of Toledo, and providing penalties for the violation of said ordinance.

"Section 1. Be it ordained by the Mayor and common council of the city of Toledo, that hereafter all draymen and other persons who remove or assist in removing any family or person into any building or room in said city, or from any building or any room in said city, shall immediately after such removal report such removal to the superintendent of police of said city, giving the name of the person or family so removed, from where and to where removed, giving the street and number of the building from which and to which such removal takes place, and the date of such removal, which report shall be made upon cards provided for that purpose by the superintendent of police, and signed by the drayman or other persons engaged in such removal.

"Section 2. Any person failing or refusing to comply with the provisions of this ordinance, upon conviction thereof, shall be fined in any sum not less than one dollar, nor more than five dollars, with costs of prosecution."

Draymen's Removal Card.

Dray No. Street
 Removed from Street
 Removed to Street
 Date of removal 190...
 Signed
 Drayman.

—American Grocer.

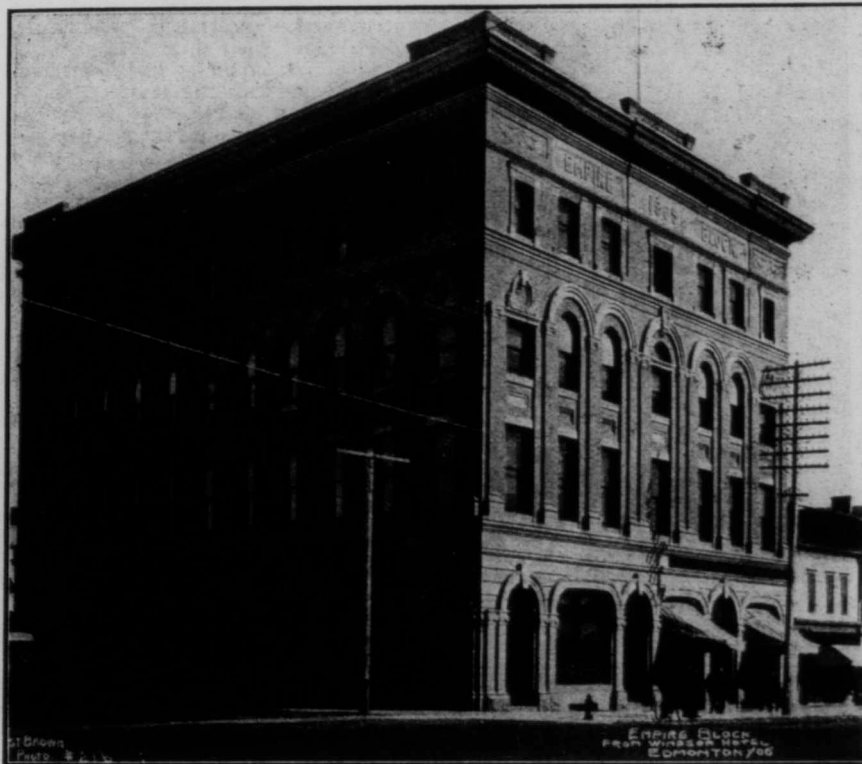
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The Twin Cities of Alberta

A. G. Harrison, Secretary Edmonton Board of Trade, Describes Some of the Advantages of the Adjoining Cities of Edmonton and Strathcona.

Edmonton is beautifully located on the north bank of the North Saskatchewan River with Strathcona on the south one modern brewery, two aerated water factories, a seven-storey packing and storage plant costing over \$1,000,000



One of Edmonton's New Business Blocks.

bank. The population of Edmonton is approximately 20,000, and that of Strathcona 5,000, making a joint population of the twin cities of 25,000. This rapidly-growing city is very unlike the prairie towns, being 150 feet above the river bed, and has wooded and park-like surroundings. The term "Northern Alberta" so often used as applying to Edmonton is a mis-nomer, as the city is in reality 50 miles south of the geographical centre of the province.

The city owns and operates its own water service, has electric light and an up-to-date sewage system lately installed and has also discarded the old telephone and installed the automatic Strowger telephone throughout the city. It has also fine pavements and boulevards while street car tracks are in course of construction through the main thoroughfares, the street railway franchise being owned by the city. Natural gas has recently been discovered at Morinville 18 miles north of the city. This will be piped to Edmonton and will be of great commercial value.

Edmonton has fourteen chartered banks (which fact alone demonstrates stability), twenty-two hotels, two daily, five weekly and three monthly newspapers, four saw mills and planing mills,

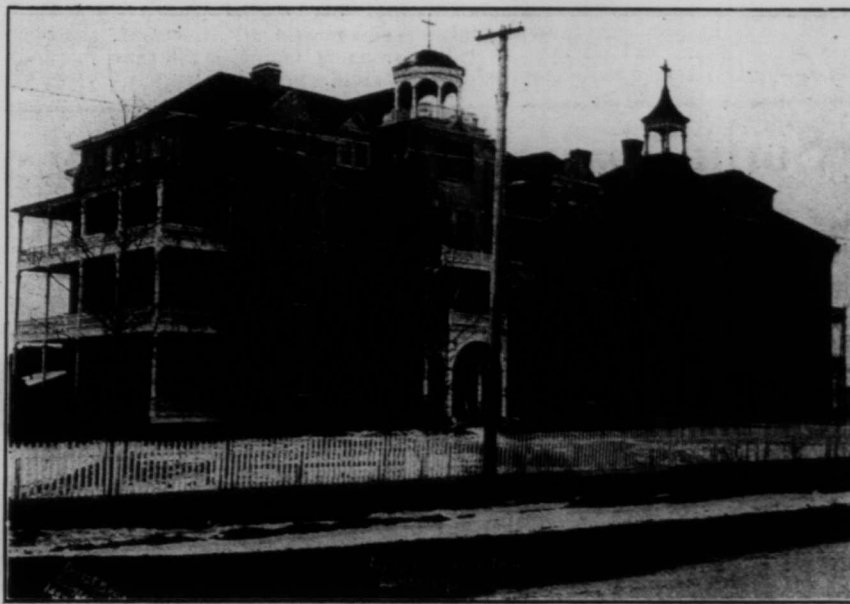
to erect, tent and mattress factories, three brick yards, steam laundries, etc., and many of the chief eastern wholesale

houses are represented here with branch warehouses or agents.

The Provincial Parliament buildings are being erected at a cost of \$1,250,000, five banks have erected handsome brick buildings, the Swift Co. packing plant is drawing near to completion, a four-storey building, 100x60 feet, is being erected on Main St. for apartments and stores, while there are also several large business blocks being erected throughout the various business portions of the city. How the city is going ahead is shown by the record of building permits, as follows; 1905, \$750,000; 1906, \$1,868,069; 1907, \$2,280,210; and for 1908 up to May 15, \$1,602,980.

Edmonton is practically built on an enormous coal bed, it being impossible to walk up or down the river without seeing the huge seams exposed. Hundreds of tons are shipped annually, the price at the pit mouth being about \$1 per ton, and delivered in the city at \$3.50. Modern mining machinery is being installed and the coal industry is only in its infancy. Then, it has a rich territory extending at least 400 miles to the east, 300 miles south and 500 miles to the west and north in which the local industries have a practical monopoly.

By the end of the year Edmonton will have no less than three transcontinental railways. As soon as the Canadian Northern Railway reached Edmonton the city became a permanent distributing centre. Freight rates were adjusted and Edmonton placed on an equal footing with other distributing centres of Western Canada. Then the Canadian Pacific Railway have definitely announced it to be part of their policy to make Edmonton a wholesale and distributing centre, while then the Grand Trunk Pacific will further add



New General Hospital Building, Edmonton.

to the city's advantages, and bring it to the fore as a distributing centre.

With its surrounding country contain-

ing natural resources, such as coal, timber, clay and marl deposits, natural gas supply and petroleum fields, iron ore deposits, quartz mining claims, etc.. Edmonton offers excellent openings for factories and mills, the following being the chief industries for which there are opportunities: Woolen mills, pickle factories, cereal mills, box factories, furniture factories, soap factories, cement works, paper mills, oat-meal mills, malting houses, wholesale fur house, terra cotta and ornamental brick factories and others. Edmonton does not offer bonuses to factories because the location is too good to make it necessary. It does, however, offer water, light and power at cost and a fixed rate of taxation for a number of years.

Edmonton being the capital city, with the Government House located here, makes it a social centre. The University across the river in Strathcona, and the Alberta College at Edmonton shows it to be an educational centre.

Edmonton is in a mixed farming district, having a rich black soil, on which wild vegetation thrives wonderfully, producing good hay for the winter at the mere cost of labor. Wheat averages from 25 to 50 bushels per acre, oats from 30 to 80, and barley from 40 to 60. There is an unlimited choice of free homestead lands from 50 to 60 miles out of the city and further.

The beautiful autumns, the mild winters and the cool nights in summer (no matter how warm the day) have won for the province the name of "Sunny Alberta."

A LIVE BOARD OF TRADE.

This year the Saskatoon Board of Trade did a very wise thing, which, though costing the city a considerable amount, will in the near future amply repay the outlay.

Early in the year the executive, or

council, of the board, saw that some live advertising ought to be done in order to induce manufacturing concerns and wholesale houses to locate here. With keen penetration into the future, and with the knowledge that Saskatoon was fast becoming a railway centre in the middle west, they cast about for a responsible, competent and trustworthy man to manage their affairs. They could also see that two additional transcontinental railways were making this a



F. MACLURE SCLANDERS
Commissioner Saskatoon Board of Trade.

divisional point, with stations, shops, and roundhouses. They had in mind a power scheme now on foot to harness the waters of the Saskatchewan River for power purposes.

The fact that the city is situated in the heart of the hard wheat belt, too, destined it to become a wholesale centre and distributing point, with railways radiating in all directions, thus making shipping facilities all that could be desired.

With the object in view of bringing the advantages of Saskatoon to the notice of the general public, merchants, wholesalers and manufacturers in all parts of Canada and the States, F. Maclure Sclanders, St. John, N.B., was chosen commissioner to the board, with instructions to conduct a wide advertising campaign. M. Isbister, president of the board, himself an alert and keen business man, and a hardwareman, with his executive have been most fortunate in their choice, and Mr. Sclanders has been very successful in conducting the work under their directions.

A special pamphlet has been compiled overflowing with illustrations and information of a nature that is convincing, with statistics, data and other matter. Stationery has been secured with maps of the surrounding country shown on the back and advertising space has been taken in the leading papers and magazines.

Not content with advertising from this end merely, the board decided to send a delegate to St. Paul, on the south side of the line, armed with samples of wheat and the necessary literature. This delegate, S. G. Lawson, remained in St. Paul one month, addressing meetings of farmers, merchants and manufacturers. He also secured an interview with Senator J. J. Hill and interested the great railway magnate in this part of the northwest.

Nor have the labors of the board stopped here. On the opening of the new Canadian Pacific Railway from Winnipeg west, the board seized the opportunity, with the co-operation of Mayor Wilson, to charter a special train from the latter place, and invited the jobbers and manufacturers of Winnipeg to take a trip to the "hub" of the hard wheat belt. Quite a number availed themselves of the opportunity the trip afforded and were entertained by the city authorities.

E. C. Witte is traveling for Maclure & Langley in Montreal.

G. A. Witmer, representing Gorman, Eckert & Co., London, Ont., spent a few days in Montreal last week.

Some Sauces are too Cheap—

Others are too hot to suit your customers

BUT

HOLBROOK'S

Worcestershire **SAUCE**

will always satisfy—besides leaving you a good profit.

HOLBROOKS LIMITED

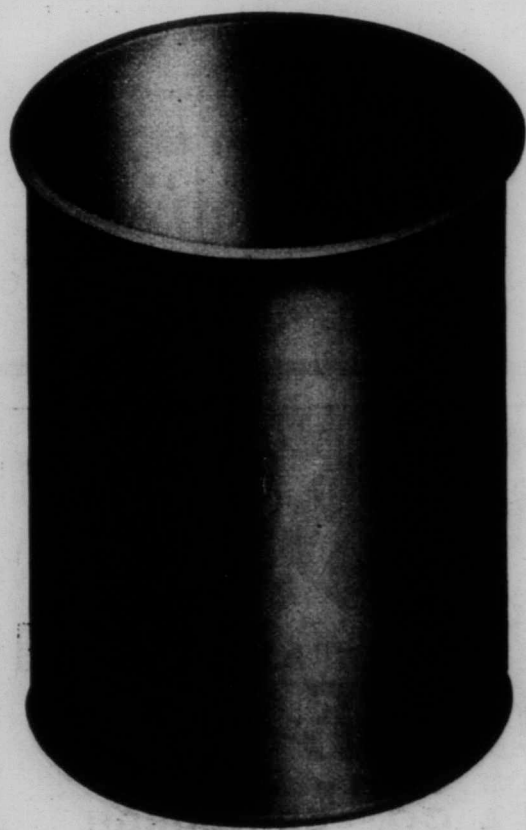
Canadian Branch, 25 Front St. E., TORONTO
Manager, H. GILBERT NOBBS

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato
Can made for Tomatoes.

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

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

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

Max Amis Patents

FREIGHT SAVED YOU

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

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

Wholesale Grocers

TODHUNTER'S
 THE STANDARD FOR COFFEE DRINKERS
 THE BEST TONIC FOR BREAKFAST A LUXURY



EXCELSIOR

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

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO



Tacks

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

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

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

With these on hand you can actually feature tacks.

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

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

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

When Ordering

VALENCIA RAISINS

This Year

Ask for these Marks—

“M.D. & Co. Beaver”

Special Fancy Quality

“W. Abel” Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

MANIQUES, DOMENECH & CO.

Agents: ROSE & LAFLAMME, Limited
MONTREAL and TORONTO

GENUINE MERIT



and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it —if they don't they miss sales.

ROSE & LAFLAMME, LIMITED
Agents, Montreal and Toronto

The Man with the big Coffee business is the Man who sells High-Grade Coffees such as Chase & Sanborn's because Consumers appreciate quality and uniformity in their Coffee probably more than in anything else.

CHASE & SANBORN

Importers

MONTREAL

O'MARA'S BACON

**I GUARANTEE FIRST-CLASS
GOODS & PROMPT SHIPMENT**

HERE IS A LETTER JUST TO HAND :

Ottawa, June 6th, 1908

Dear Sir :

"I have received the goods and you have received the money, and I thank you for prompt delivery and good quality."

Yours very truly,

F. SCHILLING.

QUOTATIONS CHEERFULLY GIVEN

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - - - ONT.

FOR THE HOLIDAY DOMINION DAY

Cooked Hams
Potted Tongue
Potted Hocks
Bologna Sausage

Order now—mail, telegraph or telephone,
or to our travellers.

F. W. Fearman Co.

Limited

Hamilton, Ont.

Sell the Best



"Canada
First"

Brands
Evaporated
Cream
and
Condensed
Milk

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed
by

The Aylmer Condensed Milk Co.

Limited

Factory, Aylmer, Ont.

Sales Office, 39 James St. South, Hamilton, Ont.

Ryan's

Short Roll Bacon

is a distinct improvement on any other
bacon offered the trade. Grocers who have
been selling it call it an exceedingly profit-
able line, as it is the cheapest meat—quality
considered—on the market. It is produced
exclusively from carefully fed young hogs,
mild-cured and without an equal in tender
deliciousness. We are offering it at a price
that will leave you an excellent profit.

Prices Mailed on Request

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

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a large number of the eggs shipped are being affected by the heat. Demand is good, especially for the guaranteed stock.

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| New laid..... | 0 19 | 0 20 |
| Selected | 0 18 | 0 18 |
| Ordinary candled..... | 0 17 | 0 17 |
| No 2 Eggs..... | 0 15 | 0 15 |

HONEY—There is not much doing in this product. Demand is light; likewise stocks. The range of prices has contracted a little, otherwise no changes.

| | | |
|------------------------------|------|------|
| White clover comb honey..... | 0 13 | 0 14 |
| Buckwheat, extracted..... | 0 10 | 0 11 |
| Clover, strained, bulk..... | 0 11 | 0 13 |

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

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

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

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

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

TORONTO.

PROVISIONS—Very fair business is being done in all lines, especially in smoked meats, and hams and bacon have advanced half a cent a pound. Lard is slightly firmer, in sympathy with butter, and if the export demand for bacon and other provision lines keeps up, the local market will feel the impetus and increased prices will prevail. A few of the Toronto packing concerns are already working full time on export orders, and an optimistic feeling pervades the trade.

| | | |
|-------------------------------------|-------|-------|
| Long clear bacon, per lb..... | 0 11 | 0 11 |
| Smoked breakfast bacon, per lb..... | 0 14 | 0 15 |
| Koili bacon, per lb..... | 0 10 | 0 10 |
| Light hams, per lb..... | 0 14 | 0 14 |
| Medium hams, per lb..... | 0 14 | 0 14 |
| Large hams, per lb..... | 0 12 | 0 12 |
| Shoulder hams, per lb..... | 0 09 | 0 10 |
| Backs, plain, per lb..... | 0 17 | 0 17 |
| " pea meal..... | 18 50 | 19 01 |
| Short cut, per bbl..... | 22 50 | 22 50 |
| Lard, tierces, per lb..... | 0 11 | 0 11 |
| " tubs..... | 0 19 | 0 19 |
| " pails..... | 0 12 | 0 12 |
| " compounds, per lb..... | 0 8 | 0 09 |
| Plate beef, per 200-lb. bbl..... | 15 50 | 16 00 |
| Dressed hogs..... | 0 8 | 0 08 |

BUTTER—A speculative demand appears to be keeping up the price of butter. The quality, of course, is A1, but dealers cannot understand why in the face of the enormous make of butter, prices should be as high as they are. Last year the few butter-makers made some money and this year nearly every farmer is making butter, expecting to repeat the performance of a year ago, and they seem to be reaping a harvest at that. Dealers and retailers are vying with each other in offering good prices to the farmer right at his door, and he (the farmer) is taking advantage of the largest price offering. Dealers do not now anticipate a lowering of butter prices, but there is no telling what may happen if there is a let-up in the present demand, for there are surely some people with stocks of butter on their hands. In the meantime butter quotations are higher than a week ago.

| | | |
|--------------------------------|------|------|
| Creamery prints..... | 0 23 | 0 24 |
| Creamery solids..... | 0 21 | 0 22 |
| Farmers' separator butter..... | 0 21 | 0 22 |
| Dairy prints, choice..... | 0 19 | 0 20 |
| " ordinary..... | 0 18 | 0 19 |
| " tubs, choice..... | 0 19 | 0 20 |
| Bakers' butter..... | 0 16 | 0 17 |

EGGS—Supplies are very scarce and shrinkage just at this season is very great, owing to the warm weather. Prices, therefore, have firmed up somewhat. One dealer reports having received but one-fifth the number of eggs to date that he did a year ago. For extra choice eggs 20c a dozen is the price, while for new laid 19c to 19½c is the quotation.

CHEESE—Old cheese is practically off the local market, and what little there is has advanced a cent in price. New cheese is fairly plentiful and with the exit of old and the export feeling, this, too, has developed a firmer tone.

| | | |
|-------------------------------|------|------|
| Cheese, large, prime old..... | 0 14 | 0 15 |
| " new..... | 0 13 | 0 14 |
| " twins, new..... | 0 12 | 0 13 |

POULTRY—Very quiet trading is being done, but the prospect is that a revived business is developing. Spring chickens have declined and turkeys have advanced. Old ducks which were selling around 12c to 14c, are off, and young ducks are taking their place.

| | | |
|------------------------------|------|------|
| Spring chickens, per lb..... | 0 20 | 0 22 |
| Hens, per lb..... | 0 03 | 0 10 |
| Young Ducks, per lb..... | 0 14 | 0 16 |
| Turkeys, per lb..... | 0 13 | 0 14 |

RETURNED FROM EUROPE.

Henri Jonas, of Henri Jonas & Co., Montreal, has just returned from a fourteen week trip to Europe, where he visited several countries, including France, Spain, Italy and Switzerland. Mr. Jonas was over in the interests of his business and closely observed conditions governing the European markets while there.

"People of Brittany are rejoiced," said Mr. Jonas to The Grocer, "over the fact that the sardine industry is likely to be revived. It is three years since sardines stopped frequenting the coast of France, and the famous French sardines became so scarce as to be absolutely off the market. We ought to know pretty soon now what the pack this year is, as the run is at its height in June. Prices will be very high, naturally, as the supply will not nearly fill the demand, and figures will not be as low as they were four years ago for an indefinite period.

"Yes, olive oil is scarce. French and Italian olive oil is very high in price. Within six weeks, while I was there, there was a rise in the price asked of from 15 to 25 francs per 100 kilos. And the worst of it is there will be no more oil until after the crop is harvested next March.

"In Spain the olive business is very brisk. Eight or ten years ago there were not more than three or four packers, but now some forty houses are shipping. The Spanish olives are coming down to normal figures again, and they will soon be in the neighborhood in price of what they were three or four years ago. They had a large stock on hand and then there was a big crop, so that lower prices were but natural. The combine being no more, there are more sellers on the market, and prices are now more likely to be cut for a sale than heretofore.

"French peas are likely to be an average crop, but there will be no surplus, and late orders will not be filled completely. Prunes are looking well, and ought to turn out satisfactorily, in fact, all fruits looked good to me, but we shall have to wait to see what develops.

"Mushrooms are lower, being \$2.50 to \$3 a case below what they were at this time last year, but the demand there is for this line will soon eat up the stocks, when prices will again climb."

Mr. Jonas says that there was a very cold spell on the continent at the end of May. He was in Switzerland on May 26, when eight to ten inches of snow fell, something which rarely occurs in that country at so late a date. Toward the first of June a depressing heat wave brought on the other extreme. In Paris the first few days in June the temperature was around 93 degrees in the shade. Mr. Jonas will leave for Europe again on a five week trip, on July 21.

Thos. J. Lipton is demonstrating Lipton's teas in Mayrand & Pouliot's store, in Quebec, this week. Beginning July 8, for two months, this company will run a tea room at 107 St. John Street, for the tercentenary celebrations. D. F. Carter, the firm's Quebec Province representative, will be in charge, while Lipton's Cingalese will be there during the whole time in full force.

Rowat's

The name Rowat's
associated with

Olives

and

Pickles

has been a guide to every Canadian grocer and consumer. The care that is exercised in the preparation of these goods assures perfect cleanliness, purity, and selling qualities.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Royal Salad Dressing

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

Horton-Cato Mfg. Co.
Windsor, Ont.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

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

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

Be prepared for the demand this will create.

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

WM. CLARK
Manufacturer
MONTREAL

There is only

One

BOVRIL



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

Supplies can be obtained from—

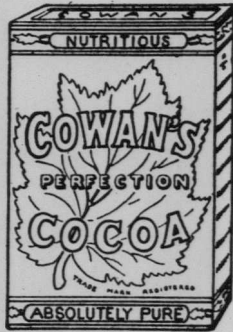
| | | |
|---------------------------------|--------------------------|----------------------|
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| A. B. MITCHELL | Mitchell's Wharf | HALIFAX, N.S. |
| R. S. McINDOE | 120 Church Street | TORONTO |
| W. L. McKENZIE & CO. | 306 Ross Avenue | WINNIPEG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

and from all wholesale houses
throughout Canada

COWAN'S

is the name which stands for all that is best and most profitable in

Cocoa and Chocolate



Cowan's Cocoa and Chocolate is absolutely pure, having a flavor which is the despair of rival manufacturers.

The Cowan Co., Ltd.



By Royal

Letters Patent

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

NELSON'S

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

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS (SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Nothing commends itself to the wise housekeeper so much as the assurance that what she buys is right and pure

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

have for more than a quarter of a century held her confidence.

FOR SALE BY ALL JOBBERS IN CANADA.

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

SELLING AGENTS:

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

THE GROCER'S EAR

We want it for a few moments to tell him how much easier it is to sell

Shredded Wheat Biscuit

than it is to sell any other breakfast cereal. Here are a few of the "selling arguments" for Shredded Wheat:

- 1 Shredded Wheat is the whole wheat—nothing added, nothing taken away—cleaned, steam-cooked, shredded and baked.
- 2 The porous shreds are quickly penetrated by the digestive juices, making it more easily digested than mushy porridges or other breakfast foods.
- 3 Pound for pound, it contains more muscle-making, brain-building material than beef-steak or eggs, and costs much less.
- 4 Being in biscuit form, it has many more culinary uses than the ordinary breakfast cereal, forming delicious combinations with fruits, creamed vegetables or creamed meats.
- 5 It is the cleanest, purest cereal food in the world, and is made in the cleanest, finest, most hygienic food factory in this country or in any other country.

Cut this out, commit it to memory, and be "ready" for the next customer who asks you anything about breakfast cereals.

Shredded Wheat Makes Satisfied Customers

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ont.

THE

Situati

The markets ported lines is summer orable c down p an easie ducts.

The is dead, at the the situ

In Qu varied a conditio same le Suppli in fairly large er

FLOU has tak ing the cidedly change

Winter wh Straight ro Extra ... Royal Hou Glenora ... Manitoba ... Five Roses Harv. at Qu

FEEL be the few ord constit remain shorts easier.

Ontario br Ontario ab Manitoba Mouille, n Feed flour

ROLI granula this wo bag. F easier : bags, w of \$2.7; now be \$5.85. been on

Fine oatm Standard Granulate Golddust White corn Rolled oat

FLOU at the Not m Ontario scarcel the pri more o

80 per cent 85 Strong bal

Straight r r'stents Blended..

THE FLOUR AND CEREAL MARKETS

Situation Generally Easy With Outlook for Quiet Summer Business—Price Changes in a Few Lines.

The situation in the flour and cereal markets remains similar to that reported last week. Business in nearly all lines is feeling the effects of the usual summer's dullness and the continued favorable crop reports are tending to force down prices of grains and thus produce an easier feeling in manufactured products.

The local market for Manitoba flour is dead, but a reviving export demand at the lower prices is helping to keep the situation steadier.

In Quebec markets oatmeal prices have varied a little as a result of purely local conditions. In Ontario prices are on the same level as at last week's reports.

Supplies of grain are being brought in in fairly heavy quantities and are plenty large enough for present demand.

MONTREAL.

FLOUR—Nothing of any importance has taken place in the flour market during the week. The demand has been decidedly dull and there has been no change in prices since last week.

| | |
|------------------------------------|-----------|
| Winter wheat, patents..... | 5 50 |
| Straight rollers..... | 4 70 4 80 |
| Extra..... | 4 00 4 10 |
| Royal Household..... | 6 10 |
| Glenora..... | 5 50 |
| Manitoba spring wheat patents..... | 6 10 |
| strong bakers..... | 5 50 |
| Five Roses..... | 5 50 |
| Harrist Queen..... | 5 50 |

FEED—"Not much demand" seems to be the general opinion in this market. A few orders of the hand-to-mouth variety constituted the week's business. Prices remain the same with the exception of shorts and bran, which are slightly easier.

| | |
|------------------------|-------------|
| Ontario bran..... | 33 00 34 00 |
| Ontario shorts..... | 25 00 27 00 |
| Manitoba shorts..... | 25 00 26 00 |
| " bran..... | 22 00 |
| Moullie, milled..... | 37 00 31 00 |
| " straight graded..... | 27 00 33 01 |
| Feed flour..... | 1 50 1 60 |

ROLLED OATS—Fine standard and granulated oatmeal are a little stronger this week, having gone forward 5c a bag. Rolled oats in 90-pound bags is easier at \$2.90 minimum; also 80-pound bags, which are quoted at \$2.60, instead of \$2.75. Barrels have dropped slightly, now being \$5.75 minimum, instead of \$5.85. The demand during the week has been only fair.

| | |
|------------------------------------|-----------|
| Fine oatmeal, bags..... | 3 45 |
| Standard oatmeal, bags..... | 3 05 |
| Granulated "..... | 3 05 |
| Gold dust oatmeal, 98-lb bags..... | 2 25 |
| White oatmeal..... | 1 95 1 70 |
| Rolled oats, 90-lb. bags..... | 2 91 |
| " 80-lb. bags..... | 2 60 2 85 |
| " bbls..... | 5 75 5 90 |

TORONTO.

FLOUR—Business locally is dull even at the easier prices noted last week. Not much export business is going from Ontario firms, as the demand seems scarcely sharp enough. It looks as if the present quietness would continue more or less steadily until fall.

| | |
|---------------------------|-----------|
| Manitoba Wheat. | |
| 90 per cent. patents..... | 5 30 |
| 85 " "..... | 5 03 |
| Strong bakers..... | 4 81 |
| Winter Wheat. | |
| Straight roller..... | 3 70 3 80 |
| Patents..... | 4 61 |
| Blended..... | 4 20 |

CEREALS—Local demand is only fair and general business in wheat and oat products is dull. Supplies are quite sufficient to fill all needs. Prices are unchanged.

| | |
|---|------|
| Rolled wheat in barrels, 100 lbs..... | 3 00 |
| oats in bags, per bag 90 lbs..... | 2 60 |
| Oatmeal, standard and granulated, in bags 98 lbs..... | 2 10 |

CONFECTIONERY AND CEREAL NOTES.

The Aberdeen Milling Co. will erect a 150-bbl. mill at Aberdeen, Sask.

A 1,000 bbl. flour mill is proposed to be built at Port Arthur, Ont.

T. H. Lake, baker and confectioner, Parry Sound, Ont., is advertising his business for sale.

J. B. Logie has purchased the confectionery and ice cream business of C. T. Boulton, Brandon, Man.

The directors of the new Duck Lake flour mill are endeavoring to secure a site near the C.N.R. tracks at Rosthern, Sask.

Pennoek's grist mill, situated at Milltown, near Belleville, Ont., was burned lately. Loss about \$4,000; partially insured.

The Brampton, Ont., Milling Co. have sold their business to George Brett, of Tottenham, who has been engaged in the grain and coal business.

A fire destroyed P. Kyle's sawmill and contents. His flour mill, immediately adjoining, sustained considerable damage from fire and water. The loss is about \$5,000.

The Okanagan Flour Mills Co., at Armstrong, which has been in liquidation, ratified an arrangement, made last month, whereby the property and assets of the company were sold to Donald Matheson, Donald Graham, Mark Hill, Thos. Clinton and Geo. Parkinson for the sum of \$35,000. The purchasers assume all obligations and agree to discharge the outstanding liabilities of the company, both before and after liquidation.

EASTERN OARSMEN AT ST. CATHARINES.

Several members of the grocery and provision trade from Halifax were in St. Catharines last week, competing in the trials for the Olympic four-oars at the Canadian regatta course.

William Hopgood, junior member of W. J. Hopgood & Son, Halifax, rowed as a member of the Northwest Arms crew. James Turner, provision dealer, was a member of the same crew. Patrick J. Meagher, another Halifax provision dealer, was stroke of the St. Mary's four. While the Halifax crews were outrowed by the Toronto oarsmen, they made a good impression among the oarsmen present.

Crispness

The degree of crispness is the test of soda biscuit quality. A cracker which loses its crispness is shunned by the good housewife. On the other hand, the cracker which can always be relied on for crispness is eagerly demanded by her.



Mooney's Perfection Cream Sodas are always reliable. They are made crisp and stay crisp down to the last cracker in the package.

PRICES ON REQUEST

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



The PURITY of this GELATINE is GUARANTEED by Messrs COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

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

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

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


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

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

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

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

The Uniform
 High Grade
 Quality of
Ridgways
TEA
 will keep your customers and build up your tea trade.
 Our extensive advertising will create and maintain a
 steady demand, a demand in which you should participate.
CANADIAN OFFICE, VANCOUVER, B.C.
 Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE
& COCOA

 Our Cocoa and Chocolate
 preparations are AB-
 SOLUTELY PURE—free
 from coloring matter,
 chemical solvents, or
 adulterants of any kind,
 and are therefore in full
 conformity to the require-
 ments of all Pure Food Laws.
 Registered,
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Walter Baker & Co., Limited
 Established 1780, Dorchester, Mass.
 Branch House, 86 St. Peter St.
 MONTREAL, CANADA

A Good Investment
PEANUT ROASTERS
and CORN POPPERS.
 Great Variety, \$8.50 to \$850.00
EASY TERMS.
 Catalog Free.
 KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



DON'T BE TOO NECESSARY.

A man's value to a business is not always in proportion to the influence of his personal presence, writes Waldo Pondray Warren. Sometimes the ability to leave a business for a time and have it go on as smoothly as ever is the best test of a man's control over it.

A factory manager was taking an extra hour away from his work one noon, and remarked to a friend, with apparent pride:

"I must be going back, or everything will be at a standstill. I can't leave the shop for two hours without causing a difference in the work. It doesn't take long for things to be going at loose ends unless I am right there to watch them."

This man, trying indirectly to raise himself in his friend's estimation, was really confessing his own weakness, and laying bare his secret misconception of the functions of a manager. The humor of the situation is apparent when we remember that many of the owners and managers of vast business establishments are able to be absent from their offices for weeks and even months at a time.

The good organizer, unless he is limited to very poor material, is usually the man who makes his own personal presence less and less of a necessity to the harmonious working of the system.

PERSONAL NOTES.

Benjamin Cook, Montclair, N.J., of the Dodge Bottle Cap, was in Montreal last week, negotiating for the manufacture of the Bottle Cap in Canada.

Something worth
 knowing about!
MAPLE
SYRUP
 a sweet, wholesome pleas-
 ant syrup can be made from
 cane sugar at 3c. per lb. But
 the original Maple Syrup
 with its strong pronounced
 flavor and natural medicinal
 properties, can be had in
 "Small's Brand." Double
 the strength of the many
 mild brands now offered,
 and pronounced by experts
 to be the standard, in that
 they have awarded same
 Gold and Silver medals and
 firsts in all countries.
 At all jobbers.
CANADA MAPLE
EXCHANGE LTD.
 Montreal.


LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY

WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD



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

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

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

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



THE DOMINION WAFER CO.,
44 St. Vincent Street, MONTREAL

BISCUIT CUPS
A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.
Telephone Main 1310.



**WHITE MOSS
COCOANUT**

BECAUSE it is just a little bit better than all other makes, leads the market in Canada to-day. Its sale is enormous, and increasing annually. Do YOU sell it?

The Canadian Coconut Co., - Montreal

During These Hot Days

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

**MACE'S
Original Ice Cream Powder**

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

A. H. MACE & CO.
746 Notre Dame St. West, - MONTREAL

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

CASSON'S

Worcestershire Sauce

is a money maker. Wholesalers and Retailers find the quality right—Prices right—
YOU write **JOHN CASSON CO.**
FRONT ST. E., TORONTO

Take Notice

you are now at the height of

Strawberries and Cherries

provide for the wants of your customers by getting in touch with us.

California Peaches, Pears, Plums and Apricots.

Tomatoes and other Vegetables, Water Melons, Oranges, Lemons and Bananas

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St., TORONTO



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

FRUITS, VEGETABLES AND FISH

Large Importations of Fancy Fruits—Canadian Berries Displacing Pines—Southern Tomatoes Holding Front Rank—Old and New Potatoes Scarce—Fish Lines in Great Variety.

Reports from all over the country indicate that splendid business has been done in all lines. In the larger centres daily car arrivals of fancy imported fruits from California and vegetables from the Southern States are the order of the day, and this fact is passed by without comment, so accustomed have dealers and frequenters of the market become with the sight. All imported fruit has declined in price with the advent of Canadian strawberries, gooseberries and cherries, and especially are these home fruits displacing pineapples. Although there are large quantities of pines to be had, very few are arriving here.

Great quantities of all lines of fruit have been sent to the smaller towns all over Canada in anticipation of holiday sales. Summer oranges and lemons are coming in fairly free and later on may be expected to take the place of lines which have a selling season of but a few weeks. Southern early apples are a new line offering.

Tomatoes still hold the front rank among vegetables. They are quite up to the standard and are now arriving from Tennessee. Potatoes old and new are firming up; the old because of depleted stocks, and the new because the demand is greater than the supply. Canadian greens and early vegetables of good quality are coming on the markets freely and early cabbage in fancy packages are to be seen in various parts of Ontario.

Of fish, both salt and fresh water lines, the demand greatly exceeds the supply. In the east experiments are being made with importations from Europe, and in the west, while fresh lines are being exported to the States, consumers are getting a variety of, to them, new lines of sea fish.

MONTREAL.

FRUITS—Good crated bananas remain around \$1.95 and \$2.10, for which there is a good demand. Strawberries are quoted at 9c to 10c per basket, and there are a few dealers offering 3 baskets for 25c. Apricots and peaches are lower by 25c this week, now being quoted at \$1.75 and \$1.50 maximum price. Plums are slightly higher, going up 25c per crate. Demand has been good during the week.

| | | |
|---------------------------------|------|------|
| Bananas, fine stalks..... | 1 95 | 2 10 |
| Cocoanuts, new, per bag..... | 4 00 | 4 00 |
| Lemons..... | 1 25 | 3 00 |
| Navel oranges..... | 4 00 | 4 50 |
| Porto Rico oranges, box..... | 2 50 | 2 50 |
| Valencia oranges..... | 5 00 | 6 00 |
| Pineapples, case..... | 3 10 | 3 75 |
| Strawberries, Maryland, qt..... | 0 15 | 0 15 |
| Strawberries, Canadian..... | 0 09 | 0 10 |
| Apples..... | 3 75 | 6 00 |
| Forrento oranges..... | 2 50 | 2 75 |
| Apricots, 4 basket crate..... | 1 50 | 1 75 |
| Peaches, "..... | 1 25 | 1 50 |
| Plums, "..... | 2 00 | 2 75 |

VEGETABLES—There has been a good demand during the week for vegetables, due to the hot weather. The market has remained very steady, being

practically the same as regards prices, as last quotations.

| | | |
|---|------|------|
| Parsley, per doz. bunches..... | 0 85 | 0 85 |
| Sage, per doz..... | 0 40 | 0 40 |
| Savory, per doz..... | 0 75 | 0 90 |
| Turnips, bag..... | 0 75 | 1 50 |
| Celery, doz..... | 0 75 | 1 50 |
| Water cress, large bunches, per doz..... | 0 75 | 0 75 |
| Spinach, bbl..... | 3 00 | 3 25 |
| Green peppers, crate..... | 3 50 | 3 50 |
| Boston hot house cucumbers, basket..... | 2 50 | 3 00 |
| California asparagus, bunch..... | 1 50 | 6 00 |
| Potatoes, per bag..... | 1 05 | 1 10 |
| Sweet Potatoes, basket..... | 0 25 | 0 25 |
| Beets, bag..... | 0 75 | 1 00 |
| Carrots, bag..... | 0 60 | 0 75 |
| Texas tomatoes, 4 basket crate..... | 1 00 | 1 25 |
| Tomatoes, hot house, per lb..... | 0 30 | 0 30 |
| Spanish onions, small crates..... | 0 70 | 1 05 |
| " large crates..... | 3 00 | 3 00 |
| Canadian onions, lb..... | 0 03 | 0 03 |
| Egyptian onions..... | 0 02 | 1 25 |
| Boston lettuce, hot house, per doz..... | 0 30 | 0 30 |
| Radishes, doz..... | 0 25 | 0 35 |
| Canadian parsley, doz..... | 0 25 | 0 35 |
| Mushrooms, per lb..... | 0 75 | 0 75 |
| Horse radish, per lb..... | 0 15 | 0 15 |
| Beans, green, basket..... | 3 25 | 4 50 |
| French beans, wax..... | 6 25 | 6 50 |
| Egg plant, doz..... | 3 50 | 3 50 |
| California cauliflowers, per crate of 16..... | 4 00 | 4 00 |
| New cabbage, crate..... | 2 25 | 2 25 |
| Florida Celery crate..... | 3 75 | 3 00 |
| New potatoes, green mountain b g..... | 0 65 | 0 90 |

FISH—Haddock and halibut continue in good supply, and the prices remain low. Lake fish are scarce, also brook trout. Owing to the warm weather haddies are practically out of the market and other lines are very slow, except smoked herring. There were two fish days this week, so trade was good. Gaspe salmon is 2c cheaper this week.

Fresh and Frozen Fish.

| | | |
|---|------|------|
| Brook trout, lb..... | 0 20 | 0 20 |
| Haddock, per lb..... | 0 04 | 0 04 |
| Fresh halibut..... | 0 05 | 0 05 |
| Mackerel, "..... | 0 10 | 0 10 |
| Dors, "..... | 0 10 | 0 10 |
| Steak cod..... | 0 07 | 0 07 |
| Pike, lb..... | 0 07 | 0 07 |
| Whitefish, lb..... | 0 05 | 0 10 |
| Flounders, lb..... | 0 08 | 0 08 |
| Shad, each..... | 0 25 | 0 25 |
| Striped Bass, lb..... | 0 12 | 0 12 |
| B. C. salmon, lb..... | 0 12 | 0 12 |
| Gaspe Salmon, lb..... | 0 09 | 0 09 |
| Lake trout..... | 0 14 | 0 14 |
| Smoked and Salted..... | 0 10 | 0 10 |
| Haddies, boxes, per lb..... | 0 07 | 0 08 |
| Kipper Herring, 50 in box..... | 1 00 | 1 00 |
| Yarmouth Bloaters, per box..... | 1 10 | 1 10 |
| Prepared and dried— | | |
| Shredded cod, box of 2 dozen cartons..... | 1 80 | 1 80 |
| Skinless cod, 100 lb. cases..... | 5 10 | 5 10 |
| Strictly boneless pure cod, boxes..... | 0 08 | 0 13 |
| Boneless cod, 20 lb. boxes..... | 0 05 | 0 05 |
| Boneless fish, 20-lb. boxes, blocks..... | 0 06 | 0 06 |
| Boneless fish, 25-lb. boxes, per lb..... | 0 04 | 0 04 |
| English strip cod 30 lb boxes per lb..... | 0 09 | 0 09 |
| Cod bits, 3 lb. boxes, per lb..... | 0 07 | 0 07 |
| Oysters and Lobsters— | | |
| Malpeques, bbl..... | 5 00 | 5 00 |
| Standards, bulk, per imp. gal..... | 1 50 | 1 50 |
| Standards, quart tins, sealed..... | 0 40 | 0 40 |
| Paper pails, 100, pint size..... | 1 10 | 1 10 |
| 100, quart size..... | 1 50 | 1 50 |
| Pickled fish— | | |
| No. 1 Mackerel, 20-lb. kits..... | 1 75 | 1 75 |
| Green cod, large, lb..... | 0 04 | 0 04 |
| Green cod, 1 lb..... | 0 03 | 0 03 |
| Labrador Salmon, 1-bbls..... | 8 50 | 8 50 |

TORONTO.

GREEN FRUITS—All the Toronto fruit commission houses report excellent business. The hot weather of the past week has induced buyers to take larger quantities of all lines of fruit and the coming of the holiday prompted the laying in of bigger stocks. California fancy fruit is coming in freely, and some price reductions are noted. Canadian berries are rapidly displacing southern pines. The Cuban season is practically over. The first car of verdilli lemons from California arrived

this week a ges and lim cherries of eating and quantities, gooseberries

| | | |
|-------------------------|--|--|
| Oranges, late V..... | | |
| " Bahama..... | | |
| " Mediter..... | | |
| " Paterno..... | | |
| " Blood..... | | |
| Lemons, Californ..... | | |
| " Messina..... | | |
| " Bahama..... | | |
| Apples, No. 1 wu..... | | |
| " No. 2..... | | |
| " importe..... | | |
| Bananas Jamaic..... | | |
| " jumbo..... | | |
| Pineapples, Flor..... | | |
| " Cuban..... | | |
| Strawberries, qts..... | | |
| Gooseberries, Ca..... | | |
| Rhubarb, Canad..... | | |
| Cocoanuts, per s..... | | |
| Cherries, Californ..... | | |
| " Canada..... | | |
| Watermelons..... | | |
| Limes, per case..... | | |
| Cantaloupes, Ca..... | | |
| Grape fruit, Bah..... | | |
| " Califo..... | | |
| " Florid..... | | |
| Apricots, Californ..... | | |
| Plums, "..... | | |
| Peaches, "..... | | |
| " Georgia..... | | |

VEGETA

potato pric the vegetab did not at the old var loaded up making a ing thereby dently succ stocks are ply of new great as an beets, carro ing freely a tomatoes a fair quantit inity of L

| | | |
|-----------------------|--|--|
| Lettuce, importe..... | | |
| Lettuce, Canada..... | | |
| Cucumbers, Cana..... | | |
| Tomatoes, Tean..... | | |
| " Canad..... | | |
| Mushrooms, per..... | | |
| Radishes, per fo..... | | |
| Spinach, Canadi..... | | |
| Asparagus, Cana..... | | |
| Beets, Canadian..... | | |
| Egg plant, each..... | | |
| Beans, wax, per..... | | |
| " white..... | | |
| " lima, per..... | | |
| Peas, new, baske..... | | |
| New Brunswick..... | | |
| Potatoes, Canad..... | | |
| " new, b..... | | |
| Sweet Potatoes..... | | |
| Onions, Bermud..... | | |
| " per bag..... | | |
| " green, p..... | | |
| " Egyptian..... | | |
| Cabbage, new, p..... | | |
| Carrots, new, p..... | | |
| Parsley, per doz..... | | |
| Watercress, doz..... | | |
| Green peppers..... | | |

FISH—U

a splendid plies are no the good c as they are of retailers pretty lar are to be fish, large sale.

| | | |
|------------------------|--|--|
| Perch, large, pe..... | | |
| Blue pickerel, p..... | | |
| White fish, Geo..... | | |
| Herring, mediu..... | | |
| Whitefish, Lake..... | | |
| Cod, fresh..... | | |
| Finnan Haddie..... | | |
| Trout, fresh, per..... | | |
| Ciscoes, per bas..... | | |
| Halibut, fresh..... | | |
| Shredded cod, p..... | | |
| Live lobsters..... | | |
| Bluefish, small..... | | |
| Haddock, fresh..... | | |
| Lake Herrings..... | | |
| Sturgeon, per lb..... | | |
| Sea salmon..... | | |

this week and some nice summer oranges and limes are coming in. Canadian cherries of all grades—white and black, eating and sour—are arriving in fair quantities, and so are home-grown gooseberries.

| | | |
|---|------|------|
| Oranges, late Valencias, California, cases..... | 4 50 | 4 71 |
| " Bahamas..... | 2 00 | 0 20 |
| " Mediterranean sweet, box..... | 3 50 | 4 02 |
| " Paterno Orals..... | 2 00 | 2 25 |
| " Blood, half boxes..... | 2 00 | 2 00 |
| Lemons, California, November cut..... | 3 00 | 3 15 |
| " Messinas, new crop..... | 2 25 | 3 00 |
| " Bahamas, 80's, 96's, 112's, box..... | 2 00 | 2 50 |
| Apples, No. 1 winter fruit, fancy spics..... | 5 00 | 5 00 |
| " No. 2..... | 2 25 | 3 00 |
| " imported, hamper..... | 2 75 | 3 00 |
| Bananas Jamaica, eight..... | 1 25 | 1 65 |
| " Jamaica first, per bunch..... | 1 75 | 2 15 |
| " jumbo bunches..... | 2 00 | 2 25 |
| Pineapples, Florida..... | 2 75 | 3 50 |
| " Cubans..... | 2 50 | 3 50 |
| Strawberries, qts., Canadian and imported..... | 0 01 | 0 07 |
| Gooseberries, Canadian, large baskets..... | 1 01 | 1 25 |
| Rhubarb, Canadian per doz..... | 0 15 | 0 25 |
| Cocoanuts, per sack..... | 4 50 | 2 00 |
| Cherries, California, box..... | 0 90 | 1 25 |
| " Canadian, basket..... | 0 21 | 0 45 |
| Watermelons..... | 1 25 | 1 25 |
| Limes, per case..... | 5 00 | 5 50 |
| Cantaloupes, California, crate..... | 3 00 | 4 00 |
| Grape fruit, Bahama, box..... | 4 10 | 4 25 |
| " California, box..... | 4 10 | 5 00 |
| Apricots, California..... | 1 25 | 1 25 |
| Plums..... | 1 25 | 2 10 |
| Peaches..... | 1 25 | 1 25 |
| " Georgia..... | 2 00 | 2 50 |

VEGETABLES—The firming up of potato prices is perhaps the feature in the vegetable market. The new potatoes did not at all bring down the price of the old varieties. The dealers who were loaded up a month ago, and who were making as large sales as possible, hoping thereby to deplete their stocks, evidently succeeded, for at the present time stocks are hard to obtain and the supply of new potatoes is not at all as great as anticipated. Home-grown peas, beets, carrots and cucumbers are arriving freely and some Canadian hothouse tomatoes are being shown as well as fair quantities of cabbage from the vicinity of Leamington.

| | | |
|---|------|------|
| Lettuce, imported..... | 1 00 | 1 25 |
| Lettuce, Canadian, doz..... | 0 25 | 0 10 |
| Cucumbers, Canadian, per basket..... | 1 01 | 1 01 |
| Tomatoes, Tennessee, per crate..... | 1 25 | 1 25 |
| " Canadian, per lb..... | 0 15 | 0 20 |
| Mushrooms, per lb..... | 0 60 | 0 60 |
| Raspberries per doz, Canadian..... | 0 30 | 0 30 |
| Spinach, Canadian, bush..... | 0 50 | 0 75 |
| Asparagus, Canadian, per basket..... | 1 60 | 1 60 |
| Beets, Canadian, half-dozen bch..... | 0 17 | 0 17 |
| Egg plant each..... | 0 20 | 0 25 |
| Beans, wax, per hamper..... | 2 00 | 2 00 |
| " white..... | 1 75 | 1 75 |
| " lima, per lb..... | 0 66 | 0 07 |
| Peas, new, basket..... | 0 40 | 0 40 |
| New Brunswick Delaware, per bag..... | 1 00 | 1 00 |
| Potatoes, Canadian, per bag..... | 1 25 | 1 35 |
| " new, bbl., Virginia..... | 4 25 | 4 50 |
| Sweet Potatoes (Jersey), per bbl..... | 3 00 | 4 00 |
| Onions, Bermudas, per 50 lb. crate..... | 1 25 | 1 50 |
| " per bag..... | 1 45 | 1 50 |
| " green, per doz., Canadian..... | 0 15 | 0 15 |
| " Egyptian, per sack..... | 2 40 | 3 00 |
| Cabbage, new, per c ato..... | 2 00 | 2 00 |
| Carrots, new, per half doz bunches..... | 0 12 | 0 12 |
| Parsley, per doz..... | 0 20 | 0 20 |
| Watercress, doz..... | 0 60 | 0 60 |
| Green peppers basket..... | 0 65 | 0 65 |

FISH—Unchanged prices prevail and a splendid market exists. Locally, supplies are not at all sufficient to meet the good demand existing, and stocks as they arrive go quickly into the hands of retailers and restaurateurs. Some pretty large samples of sea sturgeon are to be seen on the market, and all fish, large and small, find equally ready sale.

| | | |
|---------------------------------------|------|------|
| Perch, large, per lb..... | 0 06 | 0 07 |
| Blue pickerel, per lb..... | 0 05 | 0 07 |
| White fish, Georgian Bay, per lb..... | 0 09 | 0 09 |
| Herring, medium, per lb..... | 0 06 | 0 06 |
| Whitefish, Lake Erie..... | 0 10 | 0 10 |
| Cod, fresh..... | 0 08 | 0 08 |
| Finnan Haddie..... | 0 07 | 0 08 |
| Trout, fresh, per lb..... | 0 09 | 0 09 |
| Ciscoes, per basket..... | 1 00 | 1 00 |
| Halibut, fresh caught..... | 0 10 | 0 10 |
| Shredded cod, per doz..... | 0 30 | 0 30 |
| Live lobsters..... | 0 18 | 0 18 |
| Bluefish, small white, per lb..... | 0 07 | 0 07 |
| Haddock, fresh..... | 0 07 | 0 07 |
| Lake Herring, 1 bbl..... | 3 00 | 3 00 |
| Sturgeon, per lb..... | 0 12 | 0 18 |
| Sea salmon..... | 0 18 | 0 18 |

LOCAL FRUITS

We are Toronto headquarters for the distribution of the crops of some of the best fruit shippers. The following fruits will be very plentiful this week :

**Strawberries,
Cherries,
Gooseberries**

Also a couple cars of choice solid Canadian Cabbage, packed in crates.

WHITE & CO., Limited
Toronto and Hamilton

LEMON INTELLIGENCE

Means "Wake me early" to the fact that Hot Weather is lemon weather—don't let your supply run out. It pays to have a supply of what the people want when they want it. The best brands on the market are "St. Nicholas" and "Home Guard" that's more Lemon Intelligence.

W. B. Stringer & Co., Sole Agents, Toronto

Seasonable Goods

**Canadian Strawberries
Florida Water Melons
California Late Valencia Oranges
(Celebrated Golden Orange Brand)
Fancy Ripe Bananas
Texas and Canadian Ripe Tomatoes
Southern and Canadian Cabbage and Cucumbers**

HUGH WALKER & SON
GUELPH, ONT.

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

THE CANADIAN GROCER

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Grocery business in Cobalt, for cash. Cash turnover \$60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont. (27)

ONE GENERAL STORE, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about \$3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

A BUSINESS FOR SALE in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales \$9000 to \$10,000 on a \$2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

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.

\$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

\$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

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

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

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

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

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

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

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

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

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (116)

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register. F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

A PIECE OF CHALK

Time was when a piece of chalk was the accountant's most approved instrument. When a charge was made it was "chalked up." When it was paid it was rubbed out—and there you are. Easy enough, but

Allison Coupon Books



are just as simple. And ten thousand merchants in America and foreign countries consider them better.

Give them a trial. Begin in a small way if you like, but TRY THEM and see for yourself how much better they are than any other method of accounting.

The Plan:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

Ship your DRIED APPLES before warm weather sets in

O. E. ROBINSON & CO. Established 1886 Ingersoll - Ontario

California Fruits Watermelons

THE DAWSON COMMISSION CO., TORONTO

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Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs,
Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission
we get best possible price and
make prompt returns.

Write us to-day.

**NICKERSON & HART,
HALIFAX, N. S.**

P. O. BOX 352

In daily demand

Sardines

are an almost daily requirement these
warm days when the June breezes in-
vite to picnics and outings. Nothing
is more enjoyable than a lunch of

"King Oscar" brand Norwegian Sardines

There is a distinct and appetizing
flavor about Norwegian Sardines that
has made them preferred to French
pack by connoisseurs. Try them.

ASK YOUR JOBBER FOR THEM OR WRITE

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

Brunswick Brand Unequaled

Grocers have found by experience that
the best canned fish comes from the home of
the industry in New Brunswick. They have
also found that

Brunswick Brand

is always first—ever to be relied upon. This
famous brand ensures you getting abso-
lutely the best

**Sardines, Clams, Scallops,
Herring in Tomato Sauce,
Finnan Haddies and
Kippered Herring**

New Pack Herring in Tomato Sauce,
and Sardines, now obtainable. All kinds.
Undoubtedly the best.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all
other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables
for the Dominion Government, grown at Ex-
perimental Farm here.

You will certainly make money by correspond-
ing with us when you are open to buy or sell
anything in our line.

We also make returns promptly, charging ten
per cent. commission and no more.

Don't forget that we operate the largest Fruit
auction rooms in Canada.

We also have G.T.R. siding, so that there is no
cartage at this end.

OUR REFERENCE :

Crown Bank, or any mercantile agency.

AUCTION SALES

Monday, Wednesday and Friday,
at 2 p.m.

Also every morning at eight o'clock during
berry season.



WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

ADVERTISED THROUGHOUT CANADA

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

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

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

Royal Sport and Hogen Mogen CIGARS

have been so long on the market that they are known and appreciated everywhere, so that it is not difficult to sell them once you let your customers know you have them in stock.

FOR PRICES WRITE TO

The Sherbrooke Cigar Co., Sherbrooke, Que.

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FACTS ABOUT GROCERIES

Information for Grocers and Clerks—How Chewing Gum is Made—Something About Shrimps—Sauterne Wines.

The Manufacture of Gum.

Few persons know what chewing gum is made of. Now and then someone speaks of the horses' hoofs and cows' horns that are by some secret process transformed into a delicious lot of gum. But these are detractors of the popular product. There is no foundation in fact for such tales. The chief ingredient of chewing gum is chicle, a substance procured from the sapodilla tree in Mexico and tropical countries of South America. Chicle is a resin-like sap that oozes from the sapodilla tree when it is tapped as are maples in Canada. It is sent from these tropical lands to the colder climate of Canada to be cleaned and refined. It leaves the factory looking very much like red clay. This is the body of chewing gum. Chicle is absolutely insoluble. No liquid has ever been found that will dissolve it. Alcohol will not affect it, nor will any acid. It might be chewed for 999 years and more and still lose none of its volume.

The manufacture of chewing gum is a very simple process. A quantity of chicle is put in a vat with about an equal quantity of glucose made from corn. This is heated by steam and churned or beaten until thoroughly mixed. Then peppermint, wintergreen, banana, orange, and other flavors are added to give it the desired taste. The whole mass—500 pounds at a time—is steamed and churned by machinery until it begins to harden. It is then placed on working tables, where girls and women shape it into squares. It is then run through rollers, which press it into thin sheets the thickness of cakes sold at retail. These sheets are about six feet long by two feet wide. Another machine cuts the sheets into cakes the size we buy. Wrapping, boxing, and crating are done by hand. Chewing gum never grows smaller from chewing. After a cake of gum has been chewed for awhile the glucose and flavoring work from it. Everyone has noticed that gum is sweetest and best when it is fresh. After it has been chewed for a certain time nothing is left but the chicle and it is harmless. However, there is little or no taste to it. The durability of gum would limit its sale were it not discarded soon after it loses its sweetness and fresh flavor. Then, too, many a treasured "quid" is misplaced. Who could estimate the number of millions of these that are even now sticking to the under side of tables, mantels, chairs, and on the headboards of beds? An ordinary sized factory will produce several tons of gum in a day. Nimble-fingered girls wrap it. And everyone in the factory chews the product. From the mixer down to the smallest girl wrapping the gum in papers the jaws are working.—The Storekeeper.

Shrimps.

The true shrimp is a salt water long-tailed crustacean, about two inches long, of the order decapoda, or ten-footed animals. It is closely related to the prawn, and the latter are, in fact, often sold as shrimps. The shrimp feeds

on slugs, worms, and other small objects, and is itself liable to be eaten by other fishes and birds. There are two species, the brown and the red. The brown are the most plentiful, larger, and more highly flavored. They swim near the shore and are termed "buntings;" but the red are considered the most delicate. These carry a sword-like horn in their heads. They are in season all the year, though used most in the summer months, and are always sold ready cooked.

Sauterne Wines.

These are sweet, white wines, produced in the Bordeaux district, and particularly around the village of Sauterne, whence they derive their name. Sauterne Barsac, vin de Grace, Chateau Sudurant, La Tour Blanche, and the noted Chateau d'Yquem, etc., which are from the "Blanches," or dry, white wine districts of France, are all considered Sauternes. They usually contain about 5 per cent. of alcohol. As a rule the white wines of the Bordeaux district are finer flavored and have a more delicate perfume than the red wines, and gradually lose their sweetness with age.

Nickerson & Hart, fruit and produce merchants, Halifax, have been going ahead in good shape lately, as evidenced by the recent alterations and additions to their premises. They have two banana rooms now, which will hold 500 bunches, while they have secured more room for the handling of a greater number of cases of oranges and lemons, and other case goods.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

ATTENTION.

JOS. COTE, Importer of and Wholesale Dealer in Tobacco

QUEBEC invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.

This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph; Phone 2097.

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

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



IF INTERESTED IN STORE FIXTURES

IN VIEW OF PRESENT OR FUTURE
NEEDS, BE SURE AND SEE OUR

WALKER BIN DISPLAY

AT
**THE DOMINION FAIR,
CALGARY**

OUR REPRESENTATIVES IN ATTENDANCE WILL
BE PLEASED TO SUBMIT DESIGNS, PLANS AND
ESTIMATES FOR THE COMPLETE FURNISHING OF
YOUR STORE.

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

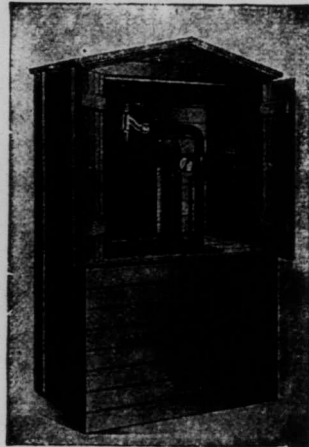
HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufac-
turers of embossed Can Labels,
Cigarette and folding boxes in
the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

TWO IMPORTANT REASONS



Cut 10. Outdoor Cabinet.

There are two essential reasons why you should store
your gasoline in a Bowser Tank:

- 1st—Because you are in danger without one.
- 2nd—Because you are losing money without one.

There are still more reasons in Catalogue B. Send
for it.

S. F. BOWSER & CO., Limited
66-68 Fraser Ave. - Toronto, Ont.

If you have an old Self-Measuring Tank and want a new one,
write for our liberal exchange offer.

WHEN FITTING UP YOUR STORE

It'll pay you to let me quote prices. I
will design and make the kind of fittings
that really will suit you.

Write or Phone NOW

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

SPRAGUE

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

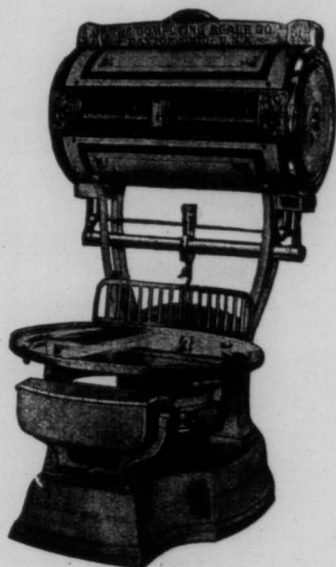
Five hundred neatly printed Business Cards, Bill-
heads or Dodgers one dollar. Full line of Price Tickets
and Window Cards. Samples and price list on application

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

Persons writing adver-
tisers will kindly mention
having seen their ad.
in this paper.

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.

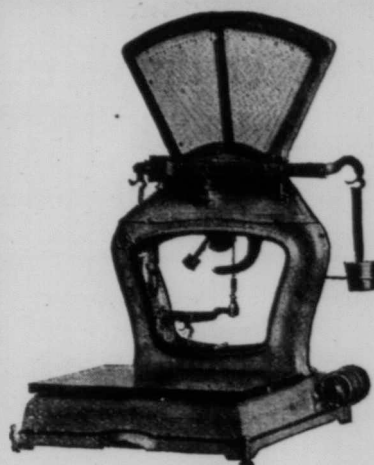
Plain Figures Show Value

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.



NO. 70 MODEL

BEFORE
YOU
BUY
A
COMPUTING
SCALE

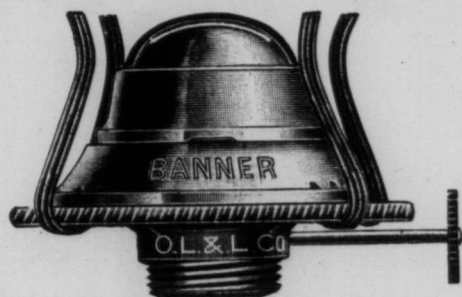
Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - WOODSTOCK, ONT.

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.



The Elgin National Coffee Mills

40 Sizes and Styles

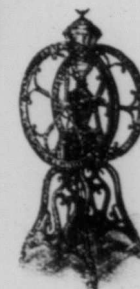
They are the
Fastest Grinders
Easiest Runners

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

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

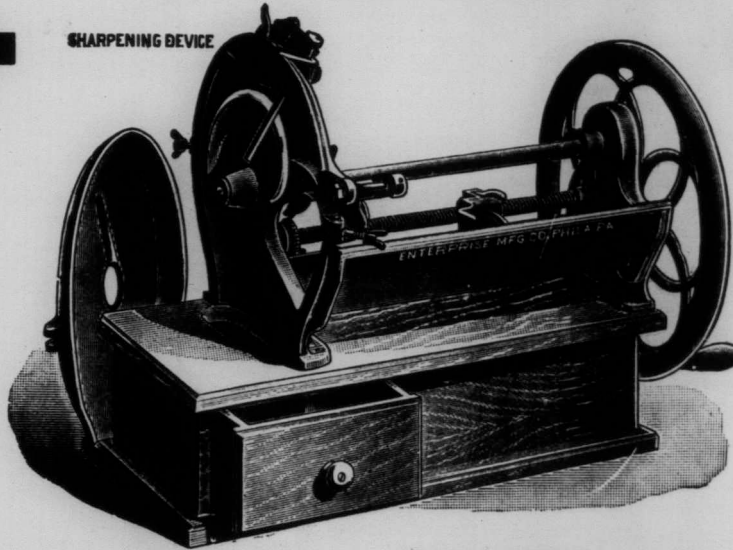
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

Is your equipment **GOOD?**
 Then make it **BETTER.**
 Don't rest till you have the **BEST—**
“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that the
“Enterprise” Rotary Smoked Beef Shaver
 greatly increases the sales of smoked beef.
 Slices uniform in thickness, from tissue thin-
 ness to 1/8 of an inch.

**AUTOMATIC ADJUSTABLE FEED
 SELF-SHARPENING DEVICE**

Write us for catalogue describing and pricing
 Hand, Steam and Electric Power Meat
 Choppers and Rapid Grinding Mills, Enter-
 prise Food Choppers, Improved Self-Priming
 and Measuring Pump, and other specialties
 demanded by enterprising grocers.

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

No. 125, (with 2 blades) - - \$22.50 No. 129, (with 1 blade) - - \$22.50

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL
 JOBBERS

3/4-lb. tins—3 doz. in case

Satisfaction

That is what you want to get and give.

James Dome Black Lead

A Stove Polish that gives satisfaction to every householder. It contains no dirt or grit, it's all lead, gives a quick brilliant lasting shine, always in use, always a chance to please. Sort up your stock. All jobbers carry it.

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

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

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

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

THE N. K. FAIRBANK COMPANY, Montreal

Kops' Non-Alcoholic Ale



Prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops. It has a delicious and appetising aroma and is an agreeable salutary bitter, and whilst it will be found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

Have You Tried It?

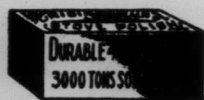
By introducing it to your customers you will be creating NEW and very profitable trade. Printed catalogues and full particulars from us or our agents.

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 Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

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

ROWLEY'S
Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and **EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERWOOD and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal ; E. T. Sturdee, St. John, N.B. ; Grant, Oxley & Co., Halifax, N. S. ; Eugene Moore, Toronto ; Carman, Escott & Co., Winnipeg.

Westerners!

We possess the finest warehouse for your use in the Ottawa Valley, and we invite your inquiries regarding rates, etc. No matter what goods you are sending East we can store them for you. Direct rail connection, convenient to Inland Navigation. Bond and Excise Warehouses.

WRITE US TO-DAY

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

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C
OR
J
BATGER'S W
Agents, B
1-lb. glass jar
Prices on s
Compound
2-oz. glass jar
2-lb. tins, 3 d
5 and 7-lb. ti
crate...
7 and 14-lb.
4-lb. wood
Compound
12-oz. glass jar
2-lb. tins, 3 d
7 and 14-lb.
10-lb. wood
Pure Jams
gem) 2 d
IME
IMP
CART
MacLarn
al
JEL
Assorted
Assorted
Lemon
Orange
Raspberry
Strawberry
Chocolate
Cherry
Peach
Weight 8 li

... FOR ...
Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
ROSE & LAFLAMME, LIMITED
Montreal and Toronto

Merit and Quality

Two great essentials which should
characterize the goods you sell.

"Young-Tom"
Washing Powder

Fills the Bill

We will guarantee our Powder—it
is "For Purifying and Cleansing
Unexcelled." We invite a test.

MADE ONLY BY
THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz. 2 20
THOMAS J. LIPTON
Prices on application.

Compound Fruit Jams—
2-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case, per lb. 0 74
5 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
10-lb. wood pails, " 0 064
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 3 doz. in case, per lb. 0 074
7 and 14-lb. wood pails, 4 pails in crate
per lb. 0 07
10-lb. wood pails, " 0 064
Pure Jams—1-lb. glass jars (16-oz.
gem) 2 doz. in case, per doz. \$1 80

Jelly Powders
IMPERIAL DESSERT JELLY



MacLaren Imperial Cheese Co. Limit d.
GENESEE PURE FOOD CO



Assorted Case, Contains 4 doz., \$3.50
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.80
Orange (Straight) Contains 2 doz., \$1.80
Raspberry (Straight) Contains 2 doz., \$1.80
Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
Peach (Straight) Contains 2 doz., \$1.80
Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.



List price
'Shirriff's' (all
flavors) per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces... \$0 10
4-lb. 0 104
Tubs, 20 lbs. 0 104
30-lb. Pails, 2 10
30-lb. tins, 2 00
Cases 3-lb. 0 11
" 5-lb. 0 104
" 10-lb. 0 104



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (26 or 30 sticks)... per box 1 35
" Ringed " 5-lb. boxes... per lb. 0 40
" Acme " pellets, 5-lb. cans... per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans... per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" " 30 5-lb. cans... 1 50
" Purity " licorice 10 sticks... 1 45
" " 100 sticks... 0 75
Dulce large cent sticks, 100 in box... ..

Lye (Concentrated).

GILLET'S PERFUMED. For case.
1 case of 4 doz. \$2 50
2 cases of 4 doz. \$5 50
5 cases or more \$ 40

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case... per doz. \$ 1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 3 30
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Bredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wetley's condensed, per gross net ... \$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.H.P., 1-lb. tins... per doz. \$ 1 40
" 2-lb. tins " " 2 50
" 3-lb. tins " " 3 00
Durham 4-lb. jar... per jar. 0 75
" 1-lb. jar... 0 35
F. D. 2-lb. tins... per doz. 0 65
" 1-lb. tins " " 1 15

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's ... \$5 75
" pta. 24's 6 50
" 4-pt. 24's..... 35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 5 doz., per doz. 0 90
1-lb. " 3 doz. 1 75

THOMAS J. LIPTON
Prices on application.

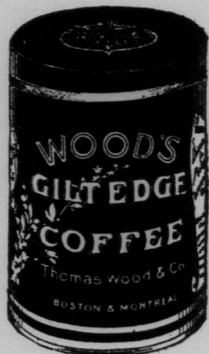
Soda.

COO BRAND.



Case of 1-lb. contain-
ing 50 packages pe-
box, \$3 00.
Case of 4-lb. (con-
taining 100 pkgs.
per box, \$3 00.
Case of 1 lb. and 4-
lb. (containing 50
1-lb. and 50 4-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. (containing 50 pkgs.) per
box, \$3
MAGIC BRAND Per case
No. 1, cases, 50 1-lb. packages... \$ 2 75
No. 2, " 100 1-lb. " " " 2 75
No. 3, " 50 1-lb. " " " 2 75
No. 4, " 100 1-lb. " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 00
5 cases 2 75

Concentrate Your Energies



ESTABLISHED 1879

Down through the ages comes this warning:

"Do not talk a little on many subjects, but much on a few."

In some instances you needn't talk at all. Our brands are "a few," but they are inarticulate, and yet "do their own talking."

The only necessary preliminary is the introduction by the grocer to the consumer of

WOOD'S COFFEES

each selection by its name, and "the rest is easy."

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

Soap and Washing Powders.
A. P. TIPPET & CO., Agents.
Meypole soap, colors... per gross \$10 30
" black... " " 10 50
Oricle soap... " " 10 30
Glorious soap... " " 12 00
Straw hat polish... " " 12 50

Starch
EDWARDSBURG STARCH CO., LIMITED
Laundry Starches—
No. 1 White or blue, 4-lb. carton... \$ 0 3
No. 1 " " 4-lb. " " " 0 3
Canada laundry... 0 06
Silver gloss, 5-lb. draw-lid boxes... 0 08
Silver gloss, 5-lb. tin canisters... 0 08
Edwards' silver gloss, 1-lb. pkg... 0 08
Kegs silver gloss, large crystal... 0 08
Benson's satin, 1-lb. cartons... 0 08
No. 1 white, blue, and kegs... 0 08
Canada White Gloss, 1-lb. pkg... 0 08
Benson's enamel... per box 1 50 to 3 00

Ordinary Starch—
Benson & Co.'s Prepared Corn... 0 07 1/2
Canada Pure Corn... 0 08 1/2

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " or blue, " " " 0 10
4-lb. lumps... 0 8 1/2

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb... 0 06
Finest Quality White Laundry—
5-lb. Canisters, cases of 48 lb... 0 06 1/2
Barrels, 300 lb... 0 07 1/2
Kegs, 100 lb... 0 07 1/2

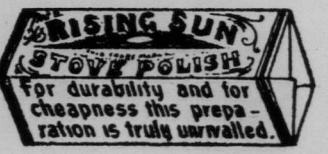
Lil. White Gloss—
1-lb. fancy cartons, cases 30 lb... 0 08
5-lb. toy trunks, 3 in case... 0 08
6-lb. enameled tin canisters, 3 in case... 0 08
Kegs, ex. crystals, 100 lb... 0 07

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb... \$0 08
Canadian Electric Starch—
Boxes of 40 fan y pkgs., per case 3 00
Cellulo'd Starch—
Boxes of 45 cartons, per case... 3 60

Ordinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb... 0 06 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb... 0 07 1/2
Crystal Maise Corn Starch—
1-lb. packages, boxes 40 lb... 0 07 1/2

SAN TOY STARCH.
pkgs., cases 5 doz., per case... 4 75

Stove Polish.
Per gross.
Rising Sun, 8-oz. cakes, 4-gross boxes \$3 60
Rising Sun, 8-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 4-gross boxes... 10 00
Sun Paste 5c. size, 4-gross boxes... 5 00



JAMES' DOME BLACK LEAD. Per gross
6a size... \$2 40
2a " " " " " 2 50

NICKLE PLATE STOVE POLISH.
Pints... 2 90
Quarts... 5 40
1/2 gallons... 5 10
Gallons... 4 80
gallons... 4 50

Syrup.
EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 600 lbs... 0 03 1/2 per lb.
Half-barrels, 350 lbs... 0 03 1/2
Kegs, 150 lbs... 0 03 1/2
2-gal. pails 25 lbs... 1 25 each
3 " " 33 1/2 lbs... 1 75
Plain tins, with label— Per case
3 lb. tins, 2 doz. in case... 2 40
5 " " " " " " " " " 2 75
10 " " " " " " " " " 2 65
20 " " " " " " " " " 2 60
(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.
Barrels, 60 lbs... 0 03 1/2 per lb.
Half-barrels, 350 lbs... 0 03 1/2
Kegs, 150 lbs... 0 03 1/2
2-gal. pails 25 lb... 1 25 each
3 " " 33 1/2 lbs... 1 75
2-lb. tins, 24 in case, per case... 2 40
5-lb. " " " " " " " " " 2 75
10-lb. " " " " " " " " " 2 65
20-lb. " " " " " " " " " 2 60

Teas.
SALADA CRYLON.
Wholesale. Retail.
Brown Label, 1's, 1/2's... \$0 25 \$0 30
Green Label, 1's and 1/2's... 0 27 0 35
Blue Label, 1's, 1/2's and 3/4's... 0 30 0 40
Red Label, 1's and 1/2's... 0 35 0 50
Gold Label, 1/2's... 0 44 0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St.
East,
Toronto.
Packed in air-tight tins only.
Green label, 1's only... 0 20 0 25
Blue " " " " " " " " " 0 24 0 30
Orange " " " " " " " " " 0 30 0 40
Pink " " " " " " " " " 0 35 0 50
Red " " " " " " " " " 0 44 0 60
Gold " " " " " " " " " 0 50 0 70



Blue Label, 1's... \$0 30 \$0 35
Blue Label, 1/2's... 0 31 0 35
Orange Label, 1's and 1/2's... 0 33 0 40
Brown Label, 1's and 1/2's... 0 38 0 40
Brown Label, 1/2's... 0 30 0 40
Green Label, 1's and 1/2's... 0 35 0 50
Red Label, 1/2's... 0 40 0 50

LAPORTE, MARTIN & OIE, LTD.
Japan Teas—
Victoria, hf-c, 90 lbs... 0 25
Princess Louise, hf c, 80 lbs... 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs... 0 18
Duchess, cases 60 lbs... 0 19



Wholesale Retail
Yellow Label, 1's... 0 20 0 25
" " " " " " " " " 0 21 0 25
Green Label, 1's and 1/2's... 0 24 0 30
Blue Label, 1's and 1/2's... 0 25 0 35
Red Label, 1's, 1/2's and 3/4's... 0 30 0 40
White Label, 1's, 1/2's and 3/4's... 0 35 0 50
Gold Label, 1's and 1/2's... 0 42 0 60
Purple Label, 1/2's and 3/4's... 0 55 0 80
Embossed, 1/2's and 3/4's... 0 67 1 00



Wholesale Retail
Pink Label, 1's and 1/2's... 30c 40c
Gold Label, 1's and 1/2's... 35c 50c
Lavender Label, 1's and 1/2's... 42c 60c
Green Label, 1's and 1/2's... 50c 75c

MELAGAMA TEA.
put up in 60 and 100 lb. boxes.

Wholesale Retail.
Black, green, mixed, 1/2's... 0 70 1 00
" " " " " " " " " 0 55 0 80
" " " " " " " " " 0 44 0 60
" " " " " " " " " 1 lbs. & 1/2's... 0 40 0 60
" " " " " " " " " 1 lb. & 1/2... 0 38 0 50
" " " " " " " " " 1 lb. & 1/2... 0 35 0 50
" " " " " " " " " 1 lb. & 1/2... 0 30 0 40
" " " " " " " " " 1 lb... 0 32
" " " " " " " " " 1 lb... 0 25 0 30
" " " " " " " " " 1 lb... 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Black Label, 1-lb., retail at 35c... \$0 20
" " " " " " " " " 1-lb. " " " " " 0 21
Blue Label, retail at 30c... 0 22
Green Label, " " " " " " " " 0 30
Red Label, " " " " " " " " 0 35
Orange Label, " " " " " " " " 0 42
Gold Label, " " " " " " " " 0 55

RIDGWAY'S.
London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail.
Capital Household, 1's and 1/2's... 0 40
Old Country, 1's and 1/2's... 0 30
5-o'clock, 1's and 1/2's... 0 45
H.M.B., 1's and 1/2's... 0 75
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

Wholesale Retail
Wood's Primrose, per lb... 0 40 0 80
" Golden Rod... 0 35 0 50
" Fleur-de-Lis... 0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED
Smoking—Empire, 4s, 6s, and 12s... \$0 46
" Amber, 8s and 3s... 0 60
" Ivy, 7s... 0 50
" Rosebud, 7s... 0 15
Chewing—Currency, 12s, and 6s... 0 46
" Old Fox, 12s... 0 48
" Snowshoe, 8s... 0 51
" Fay Roll, 7s... 0 56
" Stag, 10 oz... 0 45
" Bolt, 6s, and 12s... 0 45
" " 10 oz. bars, 6s... 0 45
" Fair Play, 8s, and 12s... 0 53
" Club, 6s, and 12s... 0 46
" Universal, 12s... 0 47
" Dixie, 7s... 0 58
JOS. COTE, QUEBEC.
Cigars, per thousand.
Cote's Fine Cheroots, 1-10... \$15
V.H.C., 1-20... 25 00
St. Louis (Union), 1-30... 33 00
Champlain, 1-20... 35 00
El Sergeant Premium, 1-30-1-40... 55 00
J. C. OI, Havana P. Finos, 1-30... 75 00

Out tobaccos.
Petit Havana, 1-12-1-6... 0 40
Questel, 1-4-1-3... 0 65
" " " " " " " " " 0 83
Cote's Choice Mixture, 1-lb tins... 0 75
" " " " " " " " " 1-lb " " " " " 0 70
" " " " " " " " " 1-lb " " " " " 0 90

Veterinary Remedies.
W. F. YOUNG
Absorbine, per doz... \$18 00
Absorbine Jr., er dozen... 0 06

Yeast.
Royal yeast, 3 doz. 5 cent. pkgs... \$1 10
Gillett's cream yeast, 3 doz. in case... 1 10



"GLOBE" with Percolator.

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

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

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON,

ONTARIO



You cannot too strongly endorse

**"COW BRAND"
BAKING SODA**

to your trade. There is absolutely no baking soda put up that is its equal for strength, purity and uniformity. "Cow Brand" Baking Soda is only put up in packages—see that you get it in packages for your customers.

Every jobber sells it.

Church & Dwight

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MONTREAL

THE PEOPLE OF
JAMAICA

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

**KINGSTON
"GLENER"**

might bring inquiries. Please write for mine to

I. O. STEWART, Sales.

DAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, St. and in. Consistent
**"WELLINGTON"
KNIFE POLISH**

JOHN DAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flat Cloths and Papers, etc.

Wellington Works, London, England

Agents

**JOHN FORMAN, - 644 Craig Street
MONTREAL.**

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TORONTO.

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Crushed Rock

Dairy and General Purpose.

VERRET, STEWART & CO.
LIMITED

MONTREAL

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to offer

Write us for prices.

- | | |
|----------------------------------|----------------------------|
| Wax Beans 2's | White Peaches H.S. 2's |
| Whole Beets 3's | Gallon Apples |
| Sliced Beets 3's | Bartlett Pears 2's and 3's |
| Squash 3's | Heavy Syrup |
| Pumpkin 3's | Damson Plums 2's H.S. |
| Red Cherries H.S. 2's | Lombard " " " |
| Yellow Peaches H.S. 2's | Greengage " " " |
| Lawton Berries (light syrup) 2's | |

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ST. CATHARINES, CANADA



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.



ESTABLISHED 1852

☞ Merchants should recommend food products that are produced in clean factories.

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The Pickle with the Home-made Flavor

Remember we positively guarantee
all of our Goods. If you have
any complaint to make, write us.
We will adjust all complaints to
your satisfaction. : : : : :

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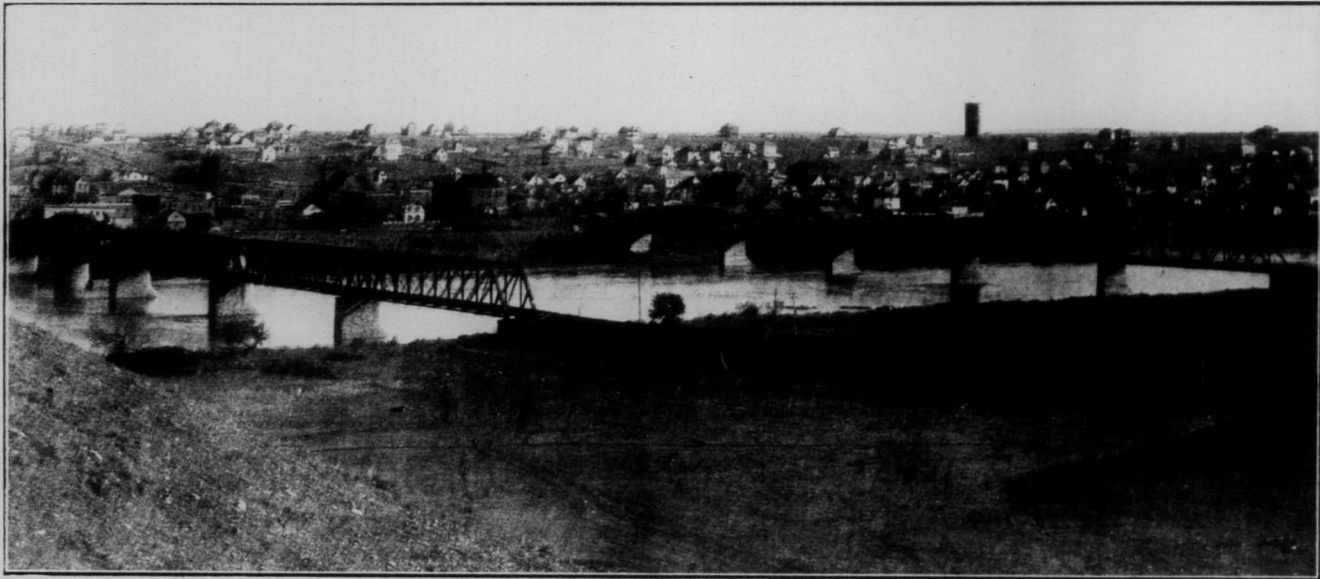
SIMCOE, - ONTARIO

Natural Gas sold to Manufacturers at Five Cents per 1,000 Cubic Feet is the Cheapest Light, Fuel and Power in Existence To-day.

If you want the truth, ask the other fellow.

A FEW EXTRACTS AS TO WHAT THE OTHER FELLOW SAYS ABOUT

MEDICINE HAT



Here it is that Natural Gas has been found in quantities which settles the question as to the future industrial hub of the last West.

CHICAGO CHRONICLE,
July 5th, 1906.

Whatever may be the agricultural future of the country, Medicine Hat is certain to be a manufacturing town of importance.

THEO. M. KNAPPEN,
Special Correspondent
Chicago "Inter-Ocean."

I was particularly struck with the natural advantages about Medicine Hat, where we spent a few days. It would appear that this town is destined to become a city of great importance.

ADMIRAL LORD CHARLES
BERESFORD.

Cheap Power is, after all, the greatest gift of Nature to the district.

"CANADA," London, Eng.
Nov. 30th, 1907.

Medicine Hat is perhaps the only city in the world that keeps its lamps lighted day and night, month after month, year after year.

F. A. ACKLAND,
Special Correspondent
Toronto Globe.

This part of the country seems to have all hell for a basement, and the trap door appears to be in Medicine Hat.

RUDYARD KIPLING,
Oct. 13th, 1907.

We are confidently looking forward to the city of Medicine Hat becoming the manufacturing centre^{of} that enormous territory lying between Winnipeg and the Pacific, and Northward from the United States boundary line, and feel that natural gas as a source of power will be a very important feature in the establishment and developing of industrial concerns in this locality.

NATURAL GAS JOURNAL, New York, Sept., 1907.

For Further Information apply to **JOHN T. HALL, Commissioner**