

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII.

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NO. 30.



When Laundry Blue is Wanted

the thoughtful housewife thinks of the world-famous

Keen's Oxford Blue

Experience has taught her that of all laundry blues Keen's Oxford Blue is the most reliable. To encourage this means money for you.

*EVERY JOBBER SELLS IT
ASK YOURS FOR IT*

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

During the summer months housekeepers use

Benson's "Prepared" Corn

for Puddings, Blanc Manges and Desserts. Over Fifty years' use by Canadian housekeepers has convinced them of its superiority over all other Corn Starches. Just now is the time for you to suggest the use of Benson's "Prepared" Corn. It will be a profitable suggestion for you.

Demand "Benson's" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal, P.Q.

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The Best Only — Always the Best

Griffin & Skelley's DRIED FRUITS

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes.

Taylor's

Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

QUALITY COUNTS

"Thistle"

The Brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, Wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

"STOWER'S"

Lime Juice Cordial

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

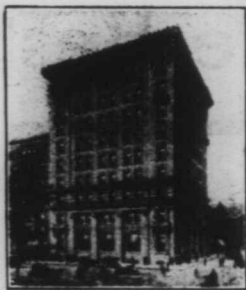
Palatable — Profitable
Has no musty flavor

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

Remember this one sure fact,
every time you try to sell inferior quality, and what it really means to your success.

THE BEST DEALERS SELL

Arthur P. Tippet & Co.



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative 30-32 Main East
Let's get close and talk it over—Now **HAMILTON**

If you are looking for trade with Irish merchants there is one paper that can put you into touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

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

STORAGE IN OTTAWA

We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located.

Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionary Broker. Manufacturers' Agent

Sales agent for Stewart & Young's Pure Whole Fruit Jams, Jellies, Marmalades and Confectionery; Cooper Cooper & Co.'s Delicious Tea Plant Blend of Teas. Laid-down prices quoted any point in Saskatchewan or Alberta.

Grocers, it will pay you to write for quotations.
Warehouse: City Spur Track. Office: Temple Bldg., Main St.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

W. H. Millman & Sons

GROCERY BROKERS

Toronto

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Importer, Wholesale Broker and Commission Merchant.

Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.

G. C. WARREN

P.O. Box 1036. REGINA, SASK.
Established 12 Years.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents

and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Whole Halves and Broken
SHELLED WALNUTS

also

2, 3 and 4 Crown

SHELLED ALMONDS

LIND BROKERAGE CO.

23 Scott Street Toronto

**Merchants, Manufacturers
and Shippers**

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.

Good track storage.

Advances made on consignments.

J. D. Brack & Co.

Wholesale Brokers

WINNIPEG

WINNIPEG STORAGE

TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order

K. J. JOHNSTON

Wholesale Commission Broker.

Box 122 Winnipeg. Reference, Bank of Commerce

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE

Manufacturers' Agent and Broker
OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Try a business card in
The Canadian Grocer.

J. F. Eby,
President

Hugh Blain,
Vice-President

We are quoting especially interesting prices on

New Season's Pack **"OLD HOMESTEAD"** Canned Fruits and Vegetables

It will pay you to book your orders NOW

EBY - BLAIN, LIMITED
Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb. in lead packages.
50c.	" " " "	35c.	" " " "
50c.	" " " "	35c.	in 5lb and 3lb fancy tins.
50c.	" " " "	36c.	1lb and 1/2lb " "
60c.	" " " "	42c.	in lead packages
75c.	" " " "	50c.	" " " "
1.00	" " " "	70c.	in 1/2lb fancy tins
1.00	" " " "	72c.	1/4lb " "

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed ; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited
266 St. Paul St., MONTREAL

"CANADA'S PRIDE"

Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

CANADA'S PRIDE stands for CLEANLINESS and HIGH-GRADE QUALITY

One trial will make you a strong friend of "Canada's Pride."

To be had of the following Wholesale Representatives:

*Wm. Galbraith & Son, Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.;
Medland Bros., Toronto, Ont.*

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. CARSON, Manager

NAPANEE, ONTARIO

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents—ROSE & LAFLAMME, Ltd., Montreal

“The Brand



of Quality”

Grocers who want the best to be had in Canned Vegetables and Fruits will find the “**ESSEX**” brand nearer perfection than anything thus far introduced. Essex County is one of the most favored agricultural sections, and with new and improved facilities at our disposal, we are able to retain all the fresh garden flavor in packing. Nothing in any sense inferior is allowed to go out under our brand.

THE ESSEX CANNING & PRESERVING COMPANY

ESSEX, ONTARIO

LIMITED

In a Glass all by Itself

is the

Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING Co.

LIMITED

Bloomfield,

Ontario

THERE IS NO DANGER

in handling any of our celebrated products. You are not taking any chances or running any risk as to not getting goods up to the highest point in quality, purity and excellence. They are sold on their merit and are the best that can be produced.

OLD HOMESTEAD BRAND Canned Fruits and Vegetables

are made in one of the largest, best equipped and modern factories in Canada. The greatest care is exercised in selection, processing and packing. Our inspectors are men who inspect - to the smallest detail. They do not connive at little frailties or overlook some minor point. The result is a perfect product in every respect.

ORDER FROM YOUR JOBBER

**The Old Homestead
Canning Co.**

Picton,

Ontario

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WELL

Pure

Wholesome

Delicious

E.D.S. Brand Jams and Jellies

The up-to-date merchant who values his business standing and the reputation of his store will not sell adulterated and impure products. : : : :

The E.D.S. brands represent nature's flavor unimpaired, for their purity is positively guaranteed. They are perfect in every detail, and convert trade into permanent patronage.



All "pure food" grocers sell our products

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

Agents

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

QUALITY BUILDS TRADE

It is the basis of all merit, worth and reputation. That is why the

RIVERDALE BRAND

of canned fruit and vegetables pleases so many people. They are a line on which the grocer can specialize and concentrate his attention and energy with good results.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON,

ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and
again. That's what

Aurora Coffee

is. The best money can buy. It retails
at 40 cents and leaves you a margin
for yourself that is worth while—
something to justify your buying
the brand and introducing it to your
customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means
EXTREME OF GOOD

Applied to **Molasses** means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

There are plenty of Goods nearly as good,
but remember there is only one BEST.

It requires very little extra effort to speci-
fy Gingerbread when ordering from your
wholesaler, but it means a lot to your
customers in extra quality.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

Are best for PRESERVING.

They are the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.



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

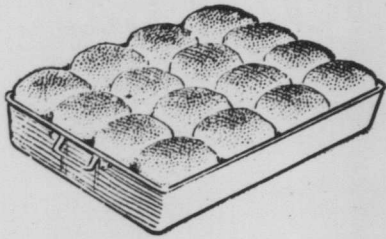


And when you have merit and profit
combined what more does a retailer
ask?

That's why so many grocers sell

Paterson's Worcester Sauce.

ROSE & LAFLAMME, Limited, Agents,
Montreal and Toronto.



Weed Out Your Flour-Patch, Mr.———!

DON'T CHOKe *THE BIG SELLING BRAND*

Take a look at your flour-patch, Mr. Grocer. Some mighty slow sellers in that patch—lines that have worn out their welcome long ago, yet mighty slow to depart, no matter how hard you push them. It's time to stick the price-pruning knife deeply into them and weed them out at any cost. They're only taking up space and choking out a more worthy line.

MAKE ROOM FOR THE BIG SELLER—

PURITY FLOUR

—the brand that is famous from Coast to Coast—famous for quality—famous for uniformity—famous as the highest grade of flour in the whole wide world.

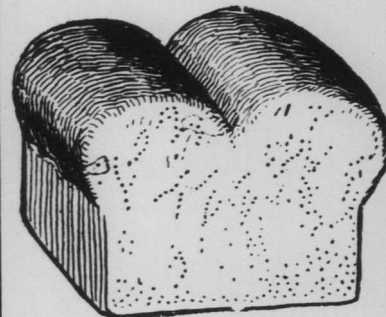
While the margin of profit on PURITY may not be as large as on brands falling shy on quality, still PURITY earns larger dividends per year on account of the rapidity of the turn-overs. Besides, PURITY earns for you the "good will" of all who use it, while an inferior grade of flour earns very little for you beyond dissatisfaction.

Progressive merchants value "good will" more than margin of profit and therefore put their energy behind PURITY flour.

Where do you stand, Mr.———?

Western Canada Flour Mills Co.
Limited

Toronto Montreal St. John Winnipeg Brandon



A Leader for over 50 Years



W. D. McLAREN, Limited

Manufacturers

583-5 ST. PAUL STREET - - - MONTREAL

José Segalerva Malaga

Packer of

Spain

Malaga Table Raisins

“ **Loose Muscatels**

Shelled Almonds, Etc.

Superior Quality

The Brand with a reputation for reliability. Always the leader.

Attractively Packed

Your wholesaler can supply you. This Brand is always a seller.

Agents

Rose & Laflamme, Limited

Montreal and Toronto

Your



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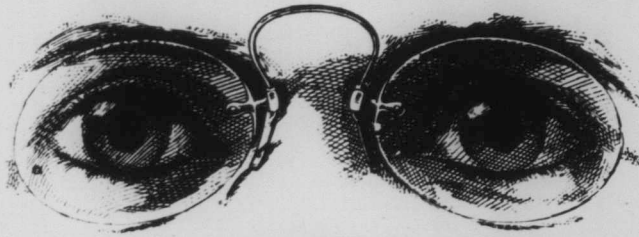
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All prog discrimin

PURITY

The BELLE BELLEVILLE

Your Accounts under your



ALWAYS

with **The McCaskey Credit Register System**



It reduces your expenses.
Stops the Leaks.
Collects the Accounts and
Increases your Profits.

Information free for the asking.

The McCASKEY REGISTER CO.

Cor. Hughson & Rebecca Sts.

HAMILTON, CANADA

Old Friends Are Best

An old friend that has stood
the test of years is

**Cooper Cooper's
Delicious Tea**

"Tea Plant" Brand
Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

**You MUST Stock Cooper Cooper's
Tea if you stock the BEST**

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf,
St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
London, England

The Best Canned Goods

There are many kinds in the market all making
claims of being the choicest and the highest in
excellence, flavor and merit, but

The **Queen Quality** Leads
WHY?

Because our fruits and vegetables are fresh,
palatable, and the finest specimens that can be
secured in one of Canada's most fertile and
progressive districts.

Because they are uniform in quality, as we super-
vise the growing of the raw products from seed
time to harvest and our inspectors reject every-
thing that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-
date process and machinery and no detail is
overlooked. We attend to the practical side
ourselves and make our own cans of the best tin
plate that can be secured.

All progressive grocers stock them and all
discriminating customers get in them

**PURITY, PERFECTION
and SATISFACTION**

Manufactured by

The **BELLEVILLE CANNING COMPANY**
BELLEVILLE ONTARIO

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

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 Mer-
chants know that*

The Turnover's the Thing



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H.I.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

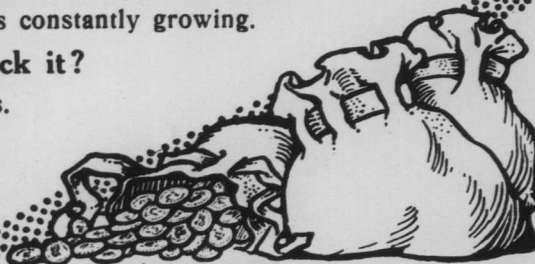
It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal.
Colville, Smith & Co., Ltd., Calgary, Alberta.

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



A "REPEATER"

Every bag of WINDSOR SALT sells another. That's the way it has been going on for years, till now

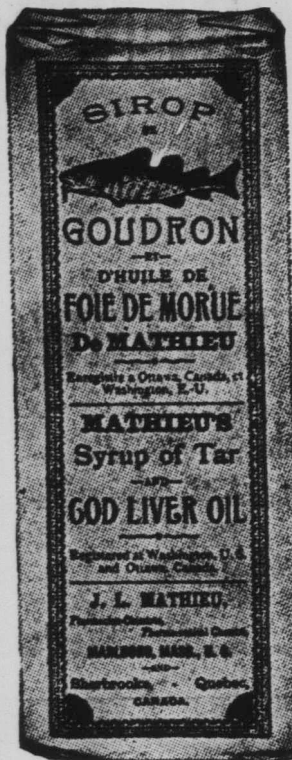
Windsor Salt



is known to nearly every housewife in the land as easily the finest table salt made.

Why not handle it and please your customers?

The Canadian Salt Co., Limited
Windsor, Ont.



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil
REASON NO. 2

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

MAIL THAT ORDER TO-DAY
J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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

RICH, PURE and DELICIOUS

These qualities stand out prominently in every tin of

CANADA FIRST

Evaporated Cream

UNSWEETENED

STERILIZED

From the cow to the can it is a story of care, cleanliness and caution.

ORDER FROM YOUR JOBBER.

Manufactured by **AYLMER CONDENSED MILK CO., Limited**

AYLMER, - ONTARIO



THE CANADIAN GROCER

ROAST CHICKEN

1-lb. CANS. EXCELLENT QUALITY

You will find it a splendid seller at this season

The Davidson & Hay Ltd., Wholesale Grocers Toronto

ST. LAWRENCE

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar
Refining Co., Ltd.

MONTREAL

The Name is the
Guarantee

Redpath

Granulated Sugar

Manufactured by

The
Canada Sugar Refining
Company, Limited

MONTREAL, QUE.

TO BOOST SUMMER SALES—

No better article on the market than **COLD SPRING LEMONADE POWDER.** These are the days to sell it.

Margin of profit large. Sales numerous and quick.

Lemonade easily made add only cold water.

8 oz. and 4 oz. packages.

You sell them at 20c. and 10c.

SEND IN YOUR ORDER TO-DAY.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST VINEGAR

LONDON, ENGLAND MADE FROM THE FINEST MALT
COMMANDS A PREFERENCE OVER ALL OTHERS

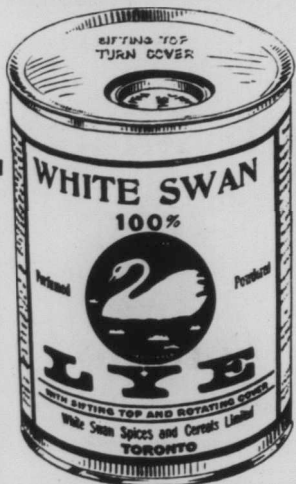
AGENTS

W. S. Clawson & Co, South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY
BEING SETTLED, WHAT ELSE
INTERESTS YOU ?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN
RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE
LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP
YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS **TAKE IT TO-DAY**

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO

NEW SEASON Strawberry Jam

Now Ready

We have put up the largest packet of
any single factory in Canada—still we
are short. Book your orders quickly.

WAGSTAFFE, Ltd.

Pure Fruit Preserves

Hamilton, - - Ont.

JAPAN TEAS

We have now an excellent assortment of First Crop teas on hand. The Second Crop picking is in full swing. We shall be pleased to hear from our Wholesale Friends re spot teas or imports.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN



Put these lines out where everyone who goes into your store will see them. It will help your trade.

**Borden's Eagle Brand Condensed Milk
and Peerless Brand Evaporated Cream**

WILLIAM H. DUNN, Montreal and Toronto

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

**Banner and Princess
Brands Condensed Milk.**

Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

**John Malcolm & Son,
ST. GEORGE, - ONT.**

I Offer New Crop

Fine Filiatra Currants

Barrels, Half Cases and Cartons

August, September or October Shipment

Import Lots Only

**ANDREW WATSON, Importer
91 Youville Square, Montreal**



DO YOU STOCK IT!

It's the brand that the housewives are using more and more every day. You will find it a paying proposition.

**The Canadian Condensing Co.
CHESTERVILLE, ONT.**

GENERAL SALES AGENTS:—S. H. Ewing & Sons,
MONTREAL



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and

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**Sell The Best
It's Just as Easy
It Pays Better**

**The Canadian Coconut Company
Montreal**

THIS IS

About
3-ft.
Long.



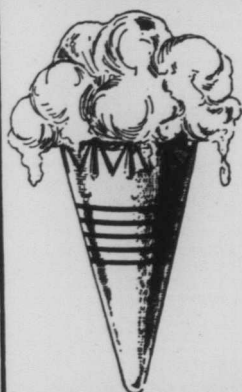
"IT"

Half Actual Size.

**THE FLYCATCHER
THAT EVERYBODY IS
TALKING ABOUT NOW!**

**OF ALL JOBBERS
OR FROM**

T. A. MacNab & Co.,
St. John's, N.F.
W. S. Clawson & Co.,
St. John, N.B.
MacLaren Imperial Cheese Co.,
Toronto.
Wingate Chemical Co.,
Notre Dame St. W., Montreal.
G. C. Warren,
Regina, Saskatchewan.
Standard Brokerage Co.,
Vancouver, B.C.



**In CORNETS and
ICE CREAM SPECIALTIES**

We are ready to fill your
orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in
the world.

42 St. Vincent St., Montreal
Tel. Bell, Main 1310



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

RELIABLE MARMALADE

Sell that variety. It costs no more and it is
infinitely more satisfactory to the housewife,
and, in the long run, to you.

JOHN GRAY & CO., GLASGOW (Scotland)

have a reputation for reliability. Send your-
self for a sample of their marmalade.

SNOWDON & BORLAND, Agents

34 GUARDIAN BUILDING - - MONTREAL



**A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!**
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat litho-
graphed pails. Prices 25c., 50c., \$1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company

Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. Montreal



The Flavor Tells

The best test of a pudding is the eating thereof and the
best test of

SHIRRIFF'S EXTRACTS

is the taste they impart. They have strength, purity and
uniformity as well. That's the reason they always sell
so readily.

ARE YOU STOCKING THEM?

**IMPERIAL EXTRACT CO., 18-22 CHURCH STREET
TORONTO : CANADA**

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. **THE MACLEAN PUBLISHING COMPANY, Ltd.**, Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

LIVE AGENT WANTED for each of the following places—Toronto, Hamilton, London and Brantford, Ontario, to sell Swiss Frey Milk Chocolate Specialties and Sultan Brand Turkish Delight to the trade. Excellent opportunity to the right men. Must have best of references and good connection with the confectioners, grocers and druggists. Apply **SULTAN**, care **CANADIAN GROCER**, Toronto. (30)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is especially written for **GROCCERS**—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. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

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 St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the **Busy Man's Magazine**. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the **Busy Man's Magazine** will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. **Busy Man's Magazine**, Montreal, Toronto, Winnipeg.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a **Writerpress** to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian **Writerpress Company**, 33 John St. South, Hamilton, Ont.

HUMAN NATURE IN SELLING GOODS, by James H. Collins. Perhaps the most interesting volume on the human side of salesmanship that has ever been written. Intensely interesting, not only to those engaged in some form or other of salesmanship, but also to people whose occupations have little to do with selling goods. Mr. Collins is a writer of the first rank and in "Human Nature in Selling Goods" he is at his best. Cloth Binding. Price, postpaid, 50 cents. MacLean Publishing Company (Technical Book Dept.), 10 Front St. East, Toronto.

KEEP AN ACCURATE ACCOUNT of your employees' time. The **Bundy Autograph Time Recorder** is the ideal Time Recorder for retail merchants. It is the only machine where one employee cannot register for another, as each employee signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited, Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The **Light Touch MONARCH** is especially attractive to the merchant. Write for interesting literature. The **Monarch Typewriter Company, Limited**, 98 King St. West, Toronto, Ont. (1f)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a **Beath System of Overhead Carriers**. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, crays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. **W. D. Beath & Son**, 193 Terauley Street, Toronto. (1f)

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.

SUCCESSFUL ADVERTISING—how to accomplish it—by J. Angus MacDonald. A complete exposition of the art of advertising as applied to all lines of business. Enables any man to write and design the kind of advertising that brings results. Replete with practical examples. Invaluable to Retail Merchants and other business men who are face to face with the great problem of good advertising. Cloth binding. Price, postpaid, \$2.00. MacLean Publishing Co., Tech. Book Dept., 10 Front St. E., Toronto.

THE **WALES VISIBLE ADDING AND LISTING MACHINE** is superior to any other machine for these reasons, among others—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. **Adder Machine Company**, Wilkesbarre, Pa.

ELLOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinner, boiler-makers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manila paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, **CANADIAN GROCER**, Toronto. (31p)

NATIONAL CASH REGISTER, suitable for general store, has produce key, paid out, charge, no sale, gives you detailed record of business. Only used 4 weeks, bought it for our **Arkona** store, which we have since disposed of. Cost \$300, for \$175. Also 2000 pound platform scale, Wilson make, cost \$28 wholesale, for \$20. One coffee mill, Cole make, Philadelphia, for \$7. Several paper cutters 75c each; 2 barrel capacity, galvanized oil tank, with iron tap, for \$6. Bung borer, fruit auger, nail puller, twine holders, all at less than wholesale cost. Write us. All goods f.o.b. **McKenzie & Meldrum**, Thedford. (29p)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donabie." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS**. T. A. Scott & Co., Liverpool.



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No
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CANA
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Avenue, V



It dries
them up
KILLS

All Dealers and

Dealers find
the reason that
customer tells of

Pack
Our

LOND



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

**CANADIAN OFFICE,
VANCOUVER, B.C.**

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS

- Quick Naptha Soap
- Snow Flake Soap
- Chips
- Ammonia Powder
- 100% Pure Lye
- Toilet Soaps

"AS FRESH AS THE LILY IN THE DELL"

"White Dove" Cocoanut

—AND—
Almond Paste



Are Made to Suit the MOST FASTIDIOUS TASTE



Made at the factory of
W. P. DOWNEY
MONTREAL



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

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

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

P. & F.

VINCENTELLI

& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialties

CITRON, LEMON, ORANGE
Drained, Cut and Candied

Prices and Samples on Application

The
Condensed Ads.
on page 18
will interest you

OLIVES !!!

Packed in Canada. **QUALITY ALWAYS UNIFORM.**
Our new price list is now ready. See it before placing your orders.

Gorman, Eckert & Co., Limited

LONDON

The Largest Packers of Olives in the British Empire

WINNIPEG

These sweltering summer days
you'll find a large call for

**Lytle's
Lime Fruit Juice and
Raspberry Vinegar**

Make a good showing in window
and on counter, and you'll have
a line that'll move rapidly, help-
ing to keep trade lively.

*Order from your jobber or
direct from manufacturer.*

The T. A. Lytle Co., Ltd.
Sterling Road, Toronto, Can.

OK
**THE
COLD
MEAT
SAUCE**

GEO. MASON & CO., LTD.

Sole Manufacturers,

London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Valencia Raisins

*A. MAHIQUES PARIS
DENIA*

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that
"the A. Mahiques Paris Brand Fine
"Selected Raisins purchased from you
"this year have turned out exceedingly
"fine in quality. We have compared
"them with what we considered other
"first-class brands, and in our opinion
"they are superior to any Fine Selected
"we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

**Canadian
National Exhibition
TORONTO**

Aug. 28th—1909—Sept. 13th

Admiral Lord Charles
Beresford will open this
year's Exhibition.

Industries in the process
of manufacture a feature.

\$100,000 in Premiums and
Special Attractions.

FOR ALL INFORMATION, WRITE

GEO. H. GOODERHAM, M.P.P.,
President

J. O. ORR,
Manager

Tartan
BRAND

A Few Specials for Epicures

Wagstaffe's New Pack Pure Jams, Jellies and Marmalade
"Cherry Jam is delicious
Camembert Cheese—the Genuine in tins—made in Germany
Imperial Vinegar
TARTAN Pure Spices and Extracts
Bargain in tin Molasses

Quick Shippers

SIGN OF PURITY

'Phone 596

Our Expense

BALFOUR, SMYE & CO.

Wholesale Grocers

HAMILTON



HOLBROOK'S
Worcestershire **SAUCE**

HOLBROOKS LIMITED

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

MADE AND BOTTLED
IN ENGLAND.

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

REAL JELLY—VERY QUICK

That is the mission always accomplished by every package of

Shirriff's Jelly Powders

They are invariably uniform. You cannot sell anything better

IMPERIAL EXTRACT CO., 18-22 Church Street
TORONTO, CAN.



THE CANADIAN GROCER

NO SPRINGS

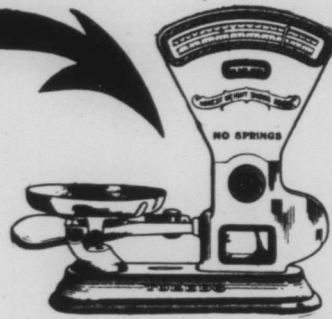
The "TOLEDO"
Automatic Weighing System

NO SPRINGS

HONEST WEIGHT GUARANTEED



Merchant's Side



Customer's Side

PLEASES CUSTOMERS—BRINGS NEW TRADE—THE GREAT MONEY-SAVER AND MONEY-MAKER

102 STYLES
AND SIZES

Suited to All Kinds of Stores

GROCERY, MEAT, TEA AND COFFEE,
DELICATESSEN, CONFECTIONERY

PRICES
AS LOW AS

\$40.00

"MADE IN
CANADA"

The T. Eaton Co. Ltd., Toronto, using 25 Toledo Scales, says :

"Regarding the Toledo Scales which we have, we wish to say that they are perfectly satisfactory in every respect. They are not affected by heat or cold, and are certainly money-savers on overweight."

OUR GUARANTEE: We guarantee to give you a better Computing Scale for less money than you can get from any other concern in the world. It will pay you to investigate.

WRITE FOR ILLUSTRATED BOOK

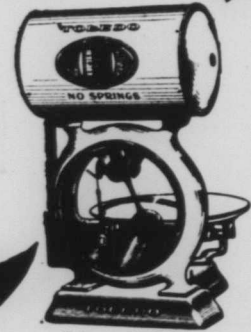
Toledo Computing Scale Co., 335 YONGE ST. TORONTO

OFFICES:

Montreal, St. Thomas, Winnipeg, Calgary, Edmonton and Vancouver



Merchant's Side



Customer's Side

NO SPRINGS



Call the attention of a particular customer to

**BALAKLAVA
SARDINES**

Have her try a tin. Then she will use no other brand.

SEND FOR SAMPLE YOURSELF

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

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

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

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

No money required. We furnish capital.

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

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

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Alanson, J. T. & Co.
Allen, Robt. Co.
Alison Coupon Co.
American Tobacco Co.
Arthur Condensed M

Barton, Snyce & Co.
Bell, Thos. & Son
Beverly Canning Co.
Birmingham, F. L.
Borden, Wm.
Borden Ribbon Tea Co.
Borden, H. B.
Borden Condensed M
Borden, Ltd.
Borden, S. F. & Co.
Borden & Co.
Borden, J. Geo. & Co.
Borden, Mtg. Co.

Canadian Sugar Refin
Canadian Canners
Canadian Coconut C
Canadian Condensin
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Carter & Little
Carter, W.
Cawson & Co.
Coca-Cola, Polishes
Coffins, H. & Co.
Common Sense Mtg C
Crompton Bros.
Crompton, H.
Crompton, Cooper & Co.
Crompton, Joseph
Crompton Co.
Crompton, J. & G.

Dalby, The F. P. Co.
Davidson & Hay
Davison Commission C
Dehner, Ltd.
Dominion Molasses C
Dominion Wafer Co.
Dominion Warehouse
Downey, W. P.
Eastern Canning Co.

Ever-Increasing Business

Last week we sold 20,189 lbs. MORE

"SALADA"

than we did the same week of last year and this in the face of taking the 25 cent Tea off the market. It all goes to show how willing the consumer is to pay a fair price for a good article and how he hates a poor one.

SALADA, TORONTO and MONTREAL

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Downey, W. P. 19			Young, W. F. 66
Eastern Canning Co. 22			

How to Follow the Progress of Business in the Store

The "Score-Book" and How it Shows the Sales and Payments That Keep the Proprietor Posted on the Conditions of Trade—A Perpetual Index to the Trade Relations With Every Customer—"Trouble-Book" to Guard Against Bad Accounts.

(By John T. Wolff.)

The next time you go to a baseball game, draw your attention away from the players and the contest for a moment and run your eyes over the men on the benches and in the stands. One, you will find, is indulging in the pure enjoyment of the game, applauding each sensational play urging on to victory the team that claims his favor. Another, not so demonstrative possibly, in his enthusiasm, is watching the game with enjoyment too, but he is following each play graphically on a card before him. Every move a player makes finds record there, every hit that lands safe, every base gained, every run counted.

Which of these men follows the game more closely, which man knows best the significance of each play, which man knows the elements that contributed to victory or defeat? It is the man who keeps score.

And in the game of business as in the game on the diamond, it is the man who keeps score on the results, who follows most closely the progress and the profits of his work.

In business the salesman and the customers are the players — sales are the winning points. It is with these that the business man is most vitally concerned. And of co-ordinate importance are the payments made on purchases. Every moment of the business game the business man wants to know how these two elements stand. Of course, he can secure sum-total figures from his ledgers, merchandise accounts and records of profit and loss, but they do not show the personal factors that make up a business. Ordinary accounting books do not tell from day to day, how the business game is progressing. This is accomplished only through a customers' list—a record which gives an insight into the human phases of trade.

One of the most important records in our business is our "score book"—we call it that, for every man in the office recognizes its significance. It stands as a perpetual index to our trade relation with every customer.

In size it resembles an ordinary trial balance book, but is provided with special rulings, each customer having one-third of the vertical space of a page devoted exclusively to his purchases and payments.

How the Score Book is Used.

Beneath the names and addresses are cross-ruled spaces for the twelve months of the year, and the totals at the bottom of each section. The year and months are printed on the left side of the sheets, the cross-rulings extending

into the two sections to the right so that the printed months suffice for the three sections. To the right of the months are drawn two vertical lines, extending the length of the page and respectively headed "purchases" and "payments."

Each month, as statements are sent out, the totals for each customer are entered with black ink in the purchase column opposite the month in which the purchase is made. As payments are received they are posted in red ink in the next column in the same manner.

White, for example, buys \$175 worth of goods during the month of May. This amount is posted in the May section of the purchase column. Later in the month White pays \$136 on account, and this amount is entered in red ink in the May division of the payment column directly opposite the entry of his purchase. Thus at a glance we note that in May, White has bought goods amounting to \$175, upon which he has paid \$136, leaving a balance due of \$39.

In June White may buy \$180 worth of goods and make a payment of \$150. Both items are entered as in the preceding month. Still a glance at the book shows that White is \$39 back on the May bill and \$30 on the June bill, a total of \$69. Knowing this, the house follows him up until the deficit is paid.

This score book serves both as a customers' list and a ready reference ledger. Duplicate copies of it go to heads of departments, who use it in watching the individual accounts, comparing sales, and in judging the work of men on the road.

To the sales manager, the score book is particularly important, for by running through its pages, he learns exactly how the month's sales and payments stand for each customer. If, by glancing down the column, he finds that White has not bought anything in the month of April, he writes the agent or traveling salesman in that locality to learn the reason why. Or, if he thinks White is buying too heavily, he has White's credit investigated. By comparing the record with the score book of the previous year, he is able to determine where sales are falling off and to learn the cause; to ginger up salesmen, whose records show a decline and likewise to give credit to those whose sales have increased.

The "Trouble Book" for Slow Pays.

When a customer has given trouble in his settlements, his name is entered in the "trouble book." This is an alphabetical list of names of such customers as have been slow in paying, with cross-rulings to show the ratings, terms, credits and other information affecting them, and owe grocery bills at home.

The "trouble book" is protective in a way—it guards against selling to a man who is giving trouble.

Every order which comes into the office is carefully scrutinized. If the buyer's name does not appear in the score book, his rating is looked up and, if satisfactory, he is sold. If his name is in the "trouble book" the order is watched closely.

While the store and trouble books were designed to fit the peculiar conditions of our own business, they may be readily used and adapted in any other. The score book, as a customers' list continually affords a perspective of your business, it enables you to watch carefully and intelligently the progress of the game.

BUSINESS IN A MINING TOWN.

Credit System A Great Hindrance Says
A British Columbia Merchant.

By J. A. Schubert.

I am glad to have the opportunity of letting the readers of *The Canadian Grocer* know something about the mining town of Hedley, B.C., and business methods of some of the merchants.

Hedley is called after a mining engineer who was prominent in the opening up of Camp Hedley which is situated about five thousand feet above Hedley. The only direct means of reaching the mines is by gravity train lines and electrical train which are owned by the famous Nickel Plate Mining Co. The above company have a large boarding house for their men and a store to supply them with necessaries at the mines. If I have occasion to write you again I will give more details respecting this famous mine which in the short period of four years with a forty stamp concentrating mill has paid about two millions of dollars in dividends to the owners.

The stores in Hedley town, are nearly all "general" stores which means that you can buy in them, a complete outfit, for a home, or a mine.

We carry groceries, hardware, dry goods, crockery, furniture, boots and shoes and in fact everything one needs, to eat or wear. The freight charges are very high, and to carry such a stock as is required it takes considerable capital. We find that we have many disadvantages that stores in larger places have not. The credit system is a great draw back, as many people here send their cash to Toronto department stores and owe grocery bills at home.

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Toronto Grocers Forsake the Counter for Niagara

Throw Their Cares and Worries to the Winds and Voyage Over the Billows of Lake Ontario for a Day's Free Fellowship With One Another—Their Hospitality Weighed in the Balance and Not Found Wanting—Something Doing Every Minute of a Day of Pleasure—Contests Galore and Exciting Sports.

Staff Correspondence.

Toronto, July 20.—“The best yet!” This was the unanimous opinion expressed by all who went with the Toronto Retail Grocers' Association on their 24th annual excursion on Wednesday of last week, July 14. The picnic and games were held in Queen Victoria Park, Niagara Falls, and there was amusement



TOM CLARK, Pres., of the T. R. G. Assn., who got his friends out of the clutches of the police.

in plenty for the 1,500 grocers and admirers who were there.

The day was an ideal one, and the trip across the lake was just right. There was some fine sprinting done to catch the 7.30 boat, which had it been done later in the day, would have won prizes; but Charley Kimpton got there with his cards just as the gang plank was pulled in.

The card sharks got busy right away, and hardly had the good ship “Cayuga” left Yonge Street dock before tables were being arranged in every corner of the lower deck, while the upper decks were given over to the ladies and children. By the time the fog horn at the Eastern Gap was passed some half dozen games were won and lost. Such classy players (to hear themselves tell it) as Jerry Burns, Jim Wright and Bob Stewart were sadly outclassed, and even Kimpton, with his own “marked” pack, was able to win but one game. There is this consolation for the losers, however; the winners later in the day paid a visit to Fort Erie, where they dropped everything that could be converted into cash, and they had nothing to crow about on the way home.

On the upper decks the officers of the association were making themselves busy distributing souvenirs donated by manufacturers and wholesalers. Tom Clark,

Dan McLean and Bailey Snow had all they could do; but the palm must be awarded to Jack Beaumont, the energetic secretary, for his work in making the day and event such a success.

The Canadian Grocer representative was spotted talking with Herb. Moore, and in a minute he was labelled with tags ribbons and pins, like a prize horse at the exhibition. Herb. was the happiest man on board. He has lately returned from a visit to the Old Land, and it was a real “comfort” to hear him relate his experiences. (Get him to talk about Blarney Castle when next you see him.)

A number of diversions in the shape of guessing contests were indulged in on board, and nearly every person made some kind of an estimate on the bag, soap and seed contests.

A few minutes' stop was made at Niagara-on-the-Lake, where S. E. Qua gave an exhibition of how quickly he could get ten boxes of orangeade off the boat onto the train and then himself get back on board without falling into the river. It was splendid work, Sam, and you deserve a medal.

A David and a Goliath.

Arrived at Queenston the picnickers found all the available electric cars of the International Railway waiting to take them to the Falls, but the “power was off,” and it was some little time before the last car got away. It was done, however, with the help of Billy Redford, the Goliath policeman at King and Yonge, and Dave Bell. Dave kept out of sight on the way across the lake. Someone was cruel enough to suggest that he was seasick, but he livened up things on the way up, being helped out by Sam. McGiffin.

Shortly before noon the last member of the party arrived at the park, which by the way, never looked prettier, and shortly thereafter family groups with picnic baskets dotted the sward.

A little after one o'clock the games began. There were races for boys and girls; old and young; married and single; heavy and light; and there were special events, such as three-legged races, potato races and egg races. Wholesalers, travelers and members entered the consolation events—they could not win any other way—but excitement ran high in the race for grocers' clerks and drivers. In fact all the events brought forth much excitement and plenty of fun.

Some of the Conquerors.

A partial list of the winners is here given. After receiving their winning stubs a number of successful competitors were swallowed up in the crowd before their names could be attained.

Boys under 14.—T. Adams, S. Dallimore; boys under 18.—J. Thornton, D. Fraser, O. Flett; girls under 12.—Misses Dalton and McLean; girls under 18.—B. Dalton, J. McLean; ladies' race.—Misses Miller, Banks and Morton; married ladies' race.—Mrs. Graham, Mrs. Thomson and Mrs. Morton; heavy men's race.—Fred. Thorn, Wm. Millan, W. J. Dean; travelers' race.—J. Wilkinson, J. Dean, A. King; wholesale merchants.—G. Smith; members' race.—F. Thorn, B. Panter; three-legged race.—Thorn and Coniam, Panter and Davies, Bell and Clark; open race.—F. Thornton, J. Thornton, A. King; clerks and drivers.—M. Loken, F. Thornton, J. Thornton; girls under seven.—Elsie Brown, A. Black; aged men's race.—B. Panter.



DAN. McLEAN, Vice-Pres., the only man who did not win a prize.

Tom Clark, Dave Clark; potato race.—Mrs. Morton; boys under 10.—W. Dallimore, B. Murphy, H. Smith. A consolation race for members who had not won a prize awarded presents to W. C. Miller and Dave Bell; and a still further consolation prize was awarded to Dan McLean, who was the only man left on the

grounds, who hadn't previously gotten anything.

The afternoon's programme was brought to a conclusion by an indoor baseball game played outside by picked teams chosen from among the grocers and travelers present. This proved to be the event of the day. Needless to say the grocers won, the score being 27 to 3, but, of course, this is the grocers' version only. It really looked like a game of cricket, and in fact some of the play-



The Only Charley Kimpton, the Boy Singer, who always makes everybody happy.

ers thought they were playing lacrosse, while others could not figure out exactly what it was. The members of the winning team were J. Hunter, Ralph Miller, Tom Clark, Fred Thorn, J. Kennedy, B. Panter, A. J. Coniam and Bob Davies and Herb Johnson, who formed the battery. The losers were Tudhope, Maxwell, Blackburn, Sam. McGiffin, Frank Crowley, Wilson and Bone, with Jack Wright and Billy Graham in the points. The umpire was N. W. Bryson, and the travelers are still looking for him.

Giving Adulterated Prizes.

Those who returned on the early boat report seeing a crowd of grocers, who looked like Indians, standing outside a building at the upper bridge in charge of two officers. The building was labelled "POL-C-ST-A-I-ON." The charitable ones said the crowd was trying to supply the missing letters, but evidently from the song they were singing ("We're here because we're here") they could not get away. On closer investigation it was found that they could not get inside because the cells were already full. Tom Clark arranged their release in time to catch the late boat.

On the way home the "celestial choir" took possession of the hurricane

deck and led by Tom Vance, sang such classical numbers as, "There's a Hole in the Bottom of the Sea," and "There are no Flies on Me," winding up with "The Mapul Eaf For Rever." By this time everybody but the singers were frightened away, and even some of the latter were left snoring on deck and did not get home before the next day. Charley Kimpton, the boy wonder, took the solos, and he was ably assisted by "Alick" Boyd and Alex. Hutchinson.

An interesting feature of the day's outing was the visit made to the Shredded Wheat Co.'s plant on the United States side of the river. In the absence of the president of the company, who was enjoying a holiday in the Eastern States, Clarence Wheeler, superintendent looked after the guests.

The officers and executive committee who looked after the welfare of their guests and made the affair such a success, were:—Dan McLean, chairman; Tom Clark, pres. R. B. Snow, treas.; J. C. Beaumont, sec.; and F. Sansom, Sam Gibbons, Dave Radcliffe, D. W. Clark, R. Davies, Dave Bell, Ben Panter, Dick Van Lean, A. J. Coniam, Fred Thorn, Frank Johnson, W. C. Miller and N. White.

Souvenir Hand-Outs.

The yellow and black badges advertising "Fonner's Orangeade," were much sought after and worn "on all sides."

Lipton's tea-leaf lapel pins made neat little souvenirs.

E. W. Gillette Co., Ltd., gave magic fish to the children, cook books to the ladies, and canvas caps to the ball players.

The Cowan Co.'s, white caps proved an attraction for the boys and the horns were much sought after by the youngsters.

MacLarens Imperial Cheese Co. used cheese jar shaped cards for wearing in the hat, and Dalton's lemonade powder was advertised by button-hole hangers in the shape of a drinking glass. F. F. Dalley had a novel folded slip advertising "2 in 1" shoe polish.

A great many traveling salesmen took in the excursion and helped on the fun. Those noticed on the early boat included:—Alex Hutchinson. (Taylor's Soap Co.); Herb. Moore, (Comfort Soap Co.); Jack Wright, (MacLaren's Imp. Cheese Co.); "Alick" Boyd and N. W. Williams, (Red Rose Tea); J. Howitt, (P. McIntosh & Co.); T. Holman, Hy. Scully and Jas. Mortimer, (Christie, Brown & Co.); Bennie Cope, (Gunn's Ltd.); E. B. Nettlefield, (Dalton Bros.); S. E. Qua, Chas. Newman and Robt. C. Blackburn, (Davidson & Hay); F. Anderson, (T. Kinnear & Co.); H. W. Cormack, (T. A. Lytle & Co.); Billy Spittle, (Pure Gold Co.); J. P. Balfour, (F. A. Shirriff & Son.); Jack Thom and V. E. Webber. (E. W. Gillett Co., Ltd.); E. Raymond, (Sunlight Soap); C. Mitchell, (Tohunter, Mitchell & Co.); Chas. Rupert, (Taylor, Scott & Co.); Jas. Taylor,

(Eby, Blain Ltd.); A. G. Hill and Geo. L. Scott, (H. P. Eckardt & Co.); F. Rupert and A. Richardson.

Among the fruitman noticed were Tom Vance, Chas. Kimpton, Sam. McGiffin. (McWilliam & Everist), and Harry Dawson.

Sprays From the Falls.

A. E. Knight, president of Lever Bros., Canadian company, was a distinguished guest aboard the "Cayuga." He spent the day at the Park and enjoyed the sports.

Sam. Gibbons moved about the boat as if he had lost something. What was wrong, Sam?

A greater number of grocers closed their stores all day than was the case in the past.

Dave Bell amused himself with the trolley gongs on the way up to the Falls.

The only event called off for lack of entries, was the race for grocers' wives. Wonder why? Aren't the grocers married, or did they leave their wives at home?

Red Rose Tea showed enterprize in getting out printed blotters announcing the result of their contest. These were distributed on the way back. The winners were Mrs. Morton, Mrs. Brown, Mrs. Barret and Mrs. McGrath.

Alex Hutchinson looked after Taylor's borax soap weight contest. The winners were: Beatrice Dalton, Art. Davies, and John Marshall.

Brock's bird seed contest proved a keen one. Guesses were made all the way from 1873 grain in the package to



FRED. THORN, ex-president, is by no means a has-been, when it comes to sprinting.

999,999. The winner was Mrs. Shinick, who guessed 84,739, the number of seeds being 84,000.

A. J. Coniam remarked the large number of Hebrew grocers, who attended the picnic. "I did not think there were so many Hebrews in business in Toronto," said he.

The bag holder contest was won by W. Dallimore, Mrs. Barrett and J. R. Riddell.

N. W. Bryson has invented a bag holder, which was exhibited on the boat across the lake. It is intended for counter use

and has four different sizes of ed a comp holder, and Automatic 1 ent office of Street, Tor

The prizes in the vari and useful.

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Alex Hut these days bar of borax Too bad "Orangeade Qua went them to the be located to the park.

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and has four compartments for different sizes of bags. Mr. Bryson has formed a company for manufacturing this holder, and it is known as the Eureka Automatic Bag Holder Co. The present office of the company is 355 College Street, Toronto.

The prizes awarded for the races and in the various contests were valuable and useful. They included: two fancy vests, 2 boxes of cigars, traveling companion, bird and cage, tool kit, lantern, cases of tomatoes, corn and peas, chataine, parasol, scissors, 35 packages of tea, kodak, pearl brooch, gold locket, 100 lbs. flour, 20 lbs. sugar, a case of crystal sugar, leather hand bag, case of shredded wheat, coffee, case of loaf sugar, case of orangeade, 3 cases of starch, silver cup, case of condensed milk, chocolates, gold watch, baking powder, fountain pen, blacking outfits, case of Swiss Food, bag rolled oats, case of soap and umbrellas to the winners of the baseball game, including a gold-mounted one for the umpire, who sacrificed himself and was said to have cheated for the Grocers' gain.

Alex Hutchinson is walking lame these days as a result of the contest, bar of borax soap falling on his big toe.

Too bad those sample bottles of "Orangeade" did not turn up. Sam Qua went to a lot of bother to get them to the Falls, but they could not be located when the excursionists got to the park.

Silver Jubilee picnic next year. Begin now to get ready.

Everybody missed W. H. Seyler, who up to this year was a regular attendant.

Tom Vance cut quite a dash with his 12th of July suit minus the plug hat, but strange to say his costume did not help him in the 100-yard dash, he finishing a very bad second to Charley Kimpton, who came in 50 yards in the lead.

Harry Dawson covered himself with glory finishing third and beating out a young man whose "fust" name is Alfred.

When Dave Radeliffe and Charley Kimpton meet "Alick" Boyd and W. Williams, the Red Rose Tea team, again at cards these promises to be lively "doins."

Ask Bailey Snow, Tom Vance, Alex Hutchinson, Bob Blackburn and W. Miller about that ride over the bridge to the American side. They will have a wonderful story to relate.

The wholesale fruitmen are to hold a big excursion and picnic to Beaverton, on August 2, and Charley Kimpton is already looking for a euchre partner. Up to date he has had 23 refusals. It looks like 23 for Charley.

Did you see the fat men's race when H. G. McDonald, who should have finished second fell and rolled in third. His wife blushed with disgust at his performance.

Bailey Snow disgusted his brother Charles when he finished third in the three-legged race, coming in like one of those old-fashioned sugar hogsheads.

Bailey Snow was the ladies' man.

Dick Van Loan lost his ticket and had to "come again."

D. McLean helped catch the winners in the ladies' race.

D. W. Clark was an important entry in the 180-pound class.

Coniam and Thorne ran as one in the three-legged race and won.

"The 'Maid of the Mist' Is on the 'black list.'"

(Poem by W. C. Miller.)

Tom Vance wore a new "2-piece" and made a "hit" at the "Tremont."

Frank Johnstone, the big chief and master of ceremonies, was left at the post in the fat men's race.

Herb Johnstone and W. C. Miller in the three-legged race made a good team, but were amongst the "also rans."

Dave Bell copped three prizes. Pretty good for an old man.

The "Cayuga" has a few cosy corners.

"A few went over the line
And managed just back in time,
A few bites to snatch,
The last boat to catch
To finish the picnic of 1909."

(Dropped from Tom Vance's notebook.)

(Heard on the hurricane deck—Time, 9.30 p.m.)

Little Boy—Mama are all the grocers' wives with them to-day?

Mother—Don't know, dear, why?

L.B.—'Cause I see Mr. — hugging a lady over there.

Mother.—Nonsense.

A BUSINESS PRESIDENT.

Guelph Wholesale Grocer Takes Firm Hold of the Board of Trade Helm.

Guelph, July 21.—Ex-Alderman Robert Simpson, member of R. and J. H. Simpson, wholesale grocers, Guelph, is president of the Guelph Board of Trade.

Mr. Simpson in his important position as head of this body is infusing into it intelligent foresight and untiring energy. Until he was promoted to the president's chair the Board of Trade in Guelph was a sort of negative institution. Certainly it did no harm but at the same time many of the citizens were inclined to think that little good was accomplished by it. But the change which followed his promotion was indeed noticeable. He got out and worked himself, where other presidents, his predecessors, had depended upon fellow members to do it. He made a personal canvas of the business part of the city on more than one occasion and kept at the business men, merchants, and manufacturers, until they did turn out to the meetings, and then when he succeeded in getting them out he saw to it that it was made worth their while to be there. In order to do this he arranged with various influential business and professional men—all experts along their own lines—to give short interesting talks on subjects of vital inter-

est to all the business interests of Guelph and to the citizens generally. The effect of this work on the part of the new president was that at the last meeting of the Board there was not a vacant seat in the council chamber. The room was packed to its doors and among the addresses delivered was one by W. J. Bell which he had spent weeks in preparing and which has been quoted in part editorily in papers all over Canada, all of which was a very good advertisement for the city. The Board are having this address printed in pamphlet form. But this is by no means the enterprising president's biggest idea in connection with advertising his city. The scheme which he is taking up at the present time, and which is meeting with the hearty approval of most of the city's business men and has been taken up actively by the local dailies, is to have a special train from Guelph make a



ROBERT SIMPSON,
of the Board of Trade,
Wholesale Grocer, Guelph, and President

tour of the Canadian West, the entire train load to be comprised of Guelph business men and manufacturers who, getting off for a half day or so at any towns or cities of importance along their route to the Coast, would drum up business for their own concerns and advertise the city at the same time. There would, in all probability, be an official or two from the C. P. R. along with the excursion and a Publicity Commissioner to advertise it as they went along. The scheme is considered one of the brightest ideas in the way of an advertising scheme ever considered by the Board of Trade of any city, and that it will be carried out successfully is most likely, judging from the enthusiasm that is being evidenced by the Board and the general approval with which it is meeting.

Mr. Simpson is ever taking the initiative in any work that promises to further the interests of the city.

Keys Turn in Kingston Stores While Grocers Picnic

Annual Outing of the Association in the Limestone City a Marked Success—All Kinds of Races on the Calendar Run—Baseball Game and a Marathon.

Kingston, July 20.—The men of the Limestone City, who hand out the necessities of life from behind the counter, proved themselves to be adepts when, it comes to entertaining a crowd.

The Retail Grocers' Association held their picnic on Wednesday, July 14, at the Fair Grounds, and the event was entirely successful. Providence smiled on the dispensers of the tea and the sugar in the matter of weather, and some 1,400 people congregated at the Grounds to enjoy the grocers' hospitality.

In order that all of those employed in the grocery trade would fully enjoy the fun all the stores closed at one o'clock, and everybody for the proprietor of the store, down to the office boy, and including the cash lady, took a holiday and attended the gathering.

It was a regular bargain day as far as sports went. There were contests of every description for all tastes and all were satisfied that the grocers gave the full measure. There was no light weight. William Dalby, the secretary of the Grocers' Association, was kept busy handing out prizes on the spot as soon as they were won and incidentally he gave out free lunches of biscuits, ginger snaps, and wafers. The lacrosse match between Brockville and Kingston did not materialize on account of the Island City team defaulting.

There was an interesting baseball game between the clerks in the stores in the city north of Princess Street and those in the stores south of Princess Street. The men from the north side of the town trimmed their brethren from the south from the drop of the hat. "Old Bill" Dehaney was the umpire. The score was 35 runs to 15. The players were:—North Side—Saunders, p.; Haffner, e.; Cornelius, 1st b.; Vallier 2nd b.; Sheltz 3rd b.; Bennett, r.f.; Dick, c.f.; Pound l.f., and McCormack, s.s. South Side—Milne, c.; Buck, p.; Henderson, 1st b.; Marshall, 2nd b.; Baker, 3rd; Holland, s.s.; Dumphy, r.f.; Pickering, l.f., and Purdy, c.f.

Horse Race Events.

For the horse races M. Corkey was the starter, C. Litton, L. W. Murphy and Mayor Couper, judges, and C. Horne, timer.

The half mile running race for delivery horses was a lively contest. Suddard's horse and Redden's grey had a hot contest for first place. Joyce's horse was pocketed and before coming into the stretch Conway Birmingham, its rider, took to the grass and the horse fell, throwing the jockey violently, injuring

him. The finish was: 1st, Suddard's bay; 2nd, Redden's grey.

The Farmers' Trot.

There were three entries in the farmers' half mile trot. There was some dispute about allowing John Theobald to drive his mare, "Miss Theobald" in the event, but "by a close shave," he was allowed in, Frank Trousdale and W. J. Reid thought that the barber looked much like farmers as they did. The other entries were "Sir Jim," owned by Frank Trousdale, and "Blondie" by W. J. Reid, Blondie finished first; Sir Jim second, and Miss Theobald, third. Time, 1.27.

The driver of J. Redden's delivery horse showed that he had "considerable sand," by putting his horse in the half mile delivery horses' trot, after contesting the delivery horses' run, Albert Glover finished easily ahead with Jas. Purdy's horse second, Jas. Redden's third; John Gilbert's horse which finished third was put fourth for running under the wire.

The half-mile farmers' run went to Doyle's horse first; Joyce's second and Kenny, third.

There were three horses in the three-minute class, 1-2 mile heats, which resulted as follows:—

"Kenneth E," J. Eves	1	1
"D.J.," Don Hayes	2	2
"Perfecto," J. Lalond	3	3
Time	1.20	and 1.18.

The 5-mile Marathon.

The Marathon race, over a course of five miles, was one of the best features of the afternoon sports, for the runners could be seen at all times Physical Director Thompson, of the Y.M.C.A., took charge of the event. The entries were: G. Woodrow, Y.M.C.A., O'Brien, Nelson and Clemmings, of Gananoque; Joe Steele, Parham; Halligan, Stinson, Nicholson and Hansen, Jackson and Somerville, Kingston; W. E. Cole, Deseronto. O'Brien, of Gananoque, was looked upon as the favorite, with Joe Steele, or Cole, second. In the tenth lap Cole sprinted and gained considerably on Steele, and won handily in 20 minutes, 45½ seconds; Joe Steele, was 2nd; Stinson 3rd; Neilson 4th; Jackson 5th; Cummings 6th.

More Exciting Contests.

There was also a half mile bicycle race, which was won as follows: 1st, Knott; 2nd, McIlroy; 3rd, McCullagh; 4th, Johnston; 5th, Stewart; 6th, Saunders. Time, 1.30.

The results of the other races were: Sack race—1st, J. Gullivan; 2nd, W. Turcotte; 3rd, H. Quirt.

Ladies' Comfort Soap race—1st, F.

Mullen; 2nd, Mrs. Hart; 3rd, D. Foden; 4th, Mrs. Green.

Half mile open race—1st, S. Sharp; 2nd, H. Nicholson; 3rd, Leo Linagh.

Taylor's Borax Soap race, contestants to have all the soap they picked up—1st, Mrs. Carey; 2nd, Mrs. Thornley; 3rd, Mrs. Green; 4th, Mrs. Cooling.

Red Rose Tea race, contestants to have all the packages of tea they picked up—1st, Mrs. Green; 2nd, Mrs. Hart; 3rd, Miss Muller.

Quarter mile employers' race—1st, A. Haffner; 2nd, C. Pickering; 3rd, — Smith.

One mile foot race—H. Nicholson, G. Woodrow, Stanley Shirk.

Taylor's Infant Delight races—boys, 4 and under—Walter Gullivan, — Lennox, E. Campbell, W. Clay, J. Pelow, J. Joyner.

12 and under—Robt. Ferguson, Fred Gullivan, Donald Douglas, Stuart Toland, Joseph Scanlin.

Girls—Six and under—Bertha Pelow, M. Blakeley, Eva Ada, May Baird, Daisy Compbell, Stella Hunter.

12 and under—Bertha Shaw, Ernestine Turcotte, B. Shane, Pearl Arniel, Margery Newall, P. Haffner.

In the race open to policemen, firemen and postmen, the police refused to run, because they contended that Callman H. Graham was not a regular fireman. The race was left to Chief Armstrong's boys and the men of letters. H. Graham won easily, with W. Roberts and M. Donnan second and third almost in a dead heat.

A race for the police was arranged and was won by P. C. F. Davies; 2nd, P. C. Taylor; 3rd, P. C. Driscoll; 4th P. C. Armstrong.

Fun for the Boys.

The bun-eating contest was greatly interferred with by boys crowding the track. M. Nolan was first; Stewart 2nd; Gullivan 3rd. Ald. Robertson, who was one of the judges in the contest, was the centre of attraction of about 20 youngsters, all calling that they were first. His grey suit was in danger of being smeared with molasses.

Soda biscuit contest—1st, Isabel Cooling; 2nd, Margarette Mitchell; 3rd, Mabel Holland.

Committee men's race, 50 yards forward and 50 yards back—1st, Bert Robertson; 2nd, A. McLean; 3rd, Phillip Haffner; 4th, W. Hopkinson.

During the afternoon, the members of the 14th Band dispensed music of the highest order, which was greatly enjoyed.

The chief executive officers of the picnic were: W. H. Dyde, president; L. W. Murphy, vice-president; E. W. Mullen, 2nd vice-president; Mayor Couper, J. Gilbert, C. Litton, W. H. Dalby, secretary. In addition to these gentlemen, practically all the retail grocers in the city, by their united efforts, helped to make the affair the success it was.

Business

How W. H. Retail Trade Property

Winnipeg, J the name of V on Main Stre as a monumer reer of one wl and downs of ditions of Win some three-stc old name, "T eers," carved at the entran Stone in the John Bryson, Ottawa. Your ed in the same the ages of 21 opened a retail partnership wa ever, for Mr. l business three to Ottawa, wh building up th of Bryson & G

Mr. Stone co famous old E until two year store was built for the proper an additional building. It w for Mr. Stone larger expendi the success of previous years his business, he and he also b could not be in centration of e ceeding fruitful but with facilit and with a futu Sufficient it is not bothered w is bothered with heavy custom Being near the trade figures v business.

The store is sions, and consi basement. The for office purpo equipped with r

"Mr. P., how on me for my a

"Oh, I never money."

"Indeed! Ho he doesn't pay?

"Why, after he is not a ge him."—Tit-Bits

Business Methods of Two Winnipeg Merchants

How W. H. Stone Built up a Splendid Retail Trade—Paid \$40,000 for Store Property — Not Troubled With Bad Debts.

Winnipeg, July 19.—As early as 1885 the name of W. H. Stone was prominent on Main Street in Winnipeg. To-day, as a monument to the long business career of one who has experienced the ups and downs of the general business conditions of Winnipeg, there stands a handsome three-storey brick store with the old name, "The W. H. Stone Co., Grocers," carved indelibly on massive stone at the entrance. Associated with Mr. Stone in the early days, was the late John Bryson, of Bryson, Graham Co., Ottawa. Young Stone and Bryson clerked in the same store in this city, and at the ages of 21 and 20, respectively, they opened a retail store on Main Street. The partnership was of short duration, however, for Mr. Bryson withdrew from the business three years later and moved to Ottawa, where he was instrumental in building up the noted department store of Bryson & Graham.

Mr. Stone continued the business in the famous old Empire block, of this city, until two years ago when the present store was built. Mr. Stone paid \$40,000 for the property he now occupies, and an additional \$40,000 was paid for the building. It would have been impossible for Mr. Stone to have undertaken such larger expenditure had it not been for the success of the grocery business of previous years. Mr. Stone believes in his business, he believed in his customers, and he also believed that his location could not be improved. So through concentration of energy, he faced the succeeding fruitful years, with a heavy debt, but with facilities unexcelled in the city, and with a future ever growing brighter. Sufficient it is to say that Mr. Stone is not bothered with debts to-day, but he is bothered with orders for goods from a heavy custom among railway employes. Being near the C.P.R. line, the railway trade figures very large in the present business.

The store is 120 x 33 feet in dimensions, and consists of three storeys and a basement. The second storey is rented for office purposes, and the third is finely equipped with residential suites.

"Mr. P., how is it you have not called on me for my account?"

"Oh, I never asked a gentleman for money."

"Indeed! How, then, do you get on if he doesn't pay?"

"Why, after a certain time I conclude he is not a gentleman, and then I ask him."—Tit-Bits.

The Collins Grocery Sells For Cash—Neither Collector nor Book-keeper Necessary—Pays Cash to Wholesaler.

Winnipeg July 19.—One grocery store in St. Boniface a suburb of Winnipeg, has had a sign exposed to the public gaze since last March, which reads, "Collins C.O.D. store." Mr. Collins has been in the grocery business for 28 years in St. Boniface, and it was not without thorough knowledge of the trade that he took his stand for a cash trade. There was a time in the history of his business when such a step would have been impossible, and there are places in this Western country to-day where a cash trade could not be sustained, simply because people must have the supplies, notwithstanding their impecunious circumstances. The fact is that the public have been educated to the point where credit for grocery goods is naturally expected. And it is not always the fault of the customer. Dealers have through course of time developed a laxity in this regard, which is taken advantage of by the only-to-willing consumer. It is therefore creditable for Mr. Collins to break away from precedent and face his wide-spread custom with the cold "C.O.D." affirmation.

It will be interesting to note how the trade in this particular store has been affected by the change in business methods. As Mr. Collins remarked, he has dispensed with a book-keeper and collector since the change has been made and this in itself decreases the expense account considerably. He is also in a position to meet the wholesale house on the same ground as the public meet him, and every retailer knows the value of being able to pay cash for goods.

The great benefit of the cash business is the simplicity of business operation, which is made possible. The chronic credit merchant is burdened with complications in his business which are quite unnecessary and should he become convinced that for his own progress and for the good of the custom generally, he should raise the sign "C.O.D."

It is true that the customer will be better satisfied with the cash business before a year's trade is completed. This is verified by remarks made to Mr. Collins almost daily, referring to the satisfaction of the cash system. Mr. Collins has developed a strong business since March last and 25 per cent. more regular customers deal with him at present than one year ago. He has little sympathy for the dealer who fears to lose a customer, if he greets him with the cash proposition.

WRITS CHARGE LIBEL.

The Retail Merchants' Association, Toronto, has renewed its fight against the Toronto Wholesale Fruit, Produce

and Provision Association by causing to be issued several writs for libel against members of the latter. H. H. Dewart has been retained as counsel for the Merchants. The cases are all similar. The association is charged with having a blacklist upon which the names of retailers are placed who do not make settlements once every week. This list, it is charged, is circulated among the members of the Wholesalers' Association, and herein consists the libel. E. M. Trowern, secretary of the Retailers' Association, said that action had been taken against the following firms. Gunns, Limited, J. A. McLean Produce Company Morley Ewing, McWilliam & Everist, Rutherford, Marshall & Company, Ryan & Company, Stronach & Sons, White & Company, Willard & Company.

SPECIAL CALLS DEALT WITH.

How a Merchant Protects Himself In Stocking New Goods Asked For.

Often merchants are considerably annoyed with customers who call for goods which are not in stock and then refuse to take them when they do arrive. One grocer has devised an effective plan to overcome this and so as to be protected in stocking up new goods. He has secured a large blank book which he keeps on the counter. When goods which he does not keep in stock are called for he asks the customer to write her name in the book, together with the goods desired. At the top of each page is the following printed inscription: "It is understood that anyone registering their name on this page agrees to take a trial order of the goods opposite their name, should we have the goods in stock one week from the date the name was registered." He has found that the plan works well.

A WINNING DELIVERY WAGGON.

The delivery wagon of Geo. Maben, grocer, Elora, Ont., captured first prize in the Traders' procession on Dominion Day. It was dressed in gay attire. The canopy was constructed of bunting and flags attached to a temporary frame. Oranges three row deep were piled on the inside railing at the top while in the interior looking out were four negro boys looking very much at home with "big chunks of watermelon." Tissue-paper stars hung from the sides and the spokes of the wheels were decorated with the same material. The Grover regrets that the back-ground on which photographs were taken, was too light; otherwise a picture would have been reproduced.

NEW COMPANY FORMED.

The Larue et Cloutier, Limited, is a new company formed in Montreal, to do business as wholesale grocery and liquor merchants. The capital stock is \$295,000.

The Canadian Grocer

Established 1886

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THIS YEAR'S SALMON PACK.

Canners on the Pacific coast are still awaiting the incoming of the salmon. It is a peculiar fact that the runs each year are taking place later, and while the big run of four years ago started on the 6th or 7th, there are as yet only minor signs of the fish this year. The salmon has many peculiarities, and this is the latest to occupy the attention of the authorities.

Preparations this year are being made for a pack of 790,000 cases, which is 50,000 cases less than in 1905, when the last big run took place. The reason for this is that the Dominion Government has made the close season 42 hours, and has halved the length of the nets and reduced their depth from 90 to 60-mesh. The fish are hatched in Canadian institutions, and every care is taken on the Canadian side of the line to preserve and propagate them, and the "Americans" get the benefit. The close season over there is only 36 hours, and even without that they get first chance at the salmon. The pack by Americans is from 25 to 30 per cent. greater than by Canadians.

R. N. Venning, acting Deputy Minister of Marine and Fisheries, is on the coast looking into matters pertaining to the industry, and these facts will be brought to his attention. Objection has already been sent to the Dominion Government, and when Hon. Wm. Templeman came through on his way home to Victoria he was personally apprised of the situation.

The price decided upon by the association is 12½ cents per fish during July, and 10 cents in August, but the fishermen

are agitating for 15 cents for July and 12½ cents for August. Complaint has also been made by the canners operating in Skeena river waters, where the fishing ground has been much curtailed, with considerable trouble following as a consequence.

BETTER FRUIT JARS.

Last year The Canadian Grocer strongly protested against the poor quality of fruit jars being sold by the retail trade. This has evidently borne fruit. Correspondents say that both grocers and customers have observed a marked improvement in quality. Breakages are less frequent, probably due in part to the fact that the jars are much better packed than in other years. Not only this, but complaints in regard to the fitting of the covers are fewer. Housewives found in the past few years that after some jars had been used a short time it was practically impossible to screw them on tightly. This seems to have been remedied.

Manufacturers are, therefore, turning out a better jar than formerly, and this will be appreciated, not only by consumers, but by the retail trade, who are the people who have had to bear the brunt of all complaints.

A BAD PRACTICE.

Cutting prices in order to secure customers is not business building. It is business destroying. To think that by this method a strong and healthy business can be built is about as wise as to cut a length from the top of a blanket and add it to the bottom with the hope of making it longer.

To build up a strong business, strong methods must be employed. The details of the business must be mastered, the goods handled must have merit, the price at which they are sold must yield a fair profit, window displays and advertising must receive attention, and to cap it all, the business man must have personality. And personality is founded on character.

Honesty towards one's self is important, as well as honesty towards one's customer. He who cuts prices in order to build up a business is not honest towards himself.

AN ANNUAL PICNIC.

The season of the year has arrived when grocers' picnics are prevalent. These, however, appear to be confined to the large centres where associations exist. While such outings have a wonderful effect on the relations among the members, they would affect even a greater change among competitors in a village or town where there are no associations.

If, therefore, the grocers in smaller places could only arrange for a picnic or some sort of an outing once a year where they could mingle freely with each other and forget their antagonisms, the trade would soon be placed on a higher plane. Associations have done and are now doing splendid work to induce members to become more friendly with each other. Their picnics even do more than their associations in this respect and their examples might with profit be followed by grocers in other places. This would tend to create a better feeling, which in many cases is needed.

A joint educational trip to some commercial centre is another way to promote more congenial relations.

JAVA FROM ASSAM SEED.

Java tea has never been a serious contender in the world's tea trade. It has recently, however, been given new life due to the fact that it is now being grown from the Assam seed. This is the seed from which grows the tea in the Assam district, the original home of the tea trade of 1700 B. C. or thereabouts.

Up to one or two years ago Java tea was of a rather poor quality, but since it has been discovered that the Assam seed produces a good tea in Java, tea dealers have noticed a better demand. The plant begins to produce extensively at the age of three years.

NIGHT WINDOW DISPLAYS.

It is a good policy to keep the name of your store before the public as much as possible. While very often this may not result in any direct advantage, it all goes to produce a good-will for the business, the value of which may be unlimited.

Some grocers are doing this through consistent advertising and store window displays. Among the latter are night displays, which are being utilized successfully by a few merchants. A more attractive window can be shown at night than in the day, because color effect can be better produced through artificial lights.

Everybody, too, has noticed what reflections do to many windows during the day. Unless a person gets his face close to the glass he cannot see the details of the display, whereas as night lights may be so arranged that the whole scheme may be taken in at a glance even from a distance. If a display is neatly arranged and shows any originality it cannot fail but attract attention, and there's where the merchant once again makes his name and business known to the consumers.

The night display aids his business while he sleeps.

SMALL EXP

The decline in reported from Car since the season markable. Dur season of 1908 shipped, which sh 131 cases in comj 1901. The caus been the increas and to the fact high in Canada existing in En facilities has h with these condi has also been a f

The "Grocer," referring to the says: The dearn been a character sent year, still e modified degree prices ruling a l ports into the U heavy deficiency year, comprising dreds for the fir against 6,629,056 corresponding p 304,498 great h remarkably high eggs during last measure respons scarcity and d then were abnor and, being afraid experience, are against possible coming winter.

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"On the conti active for some large quantities able supply has l Prices have co than usual, and leave little or no This week busine

SMALL EXPORT EGG TRADE.

The decline in the quantity of eggs exported from Canada to Great Britain since the season of 1901 has been remarkable. During the navigation season of 1908 only 18,400 cases were shipped, which shows a decrease of 213,131 cases in comparison with the season 1901. The cause of this has evidently been the increase in home consumption and to the fact that values have been high in Canada as compared with those existing in England. Better storage facilities has had a great deal to do with these conditions. No doubt there has also been a falling off in production.

The "Grocer," of London, England, in referring to the prices existing there says: The dearness of eggs which has been a characteristic feature of the present year, still continues, although in a modified degree as compared with the prices ruling a few months ago. Imports into the United Kingdom show a heavy deficiency compared with last year, comprising 5,376,121 great hundreds for the first five months of 1909 against 6,629,056 great hundreds in the corresponding period of 1908, and 6,304,498 great hundreds in 1907. The remarkably high prices which ruled for eggs during last winter are in a large measure responsible for the prevailing scarcity and dearness. Most buyers then were abnormally short of stock, and, being afraid of a repetition of that experience, are preparing themselves against possible contingencies in the coming winter. It is believed that contracts have been freely made to provide for future supplies, and for which buyers in this country are widely committed. Pickles have been freely contracted for, while large quantities of eggs have been sold and placed in cold store to be drawn upon next autumn and winter. The quantity in cold stores will have further increased before then. There is thus a certain speculative element introduced into the situation, which may ultimately be fraught with rather serious consequences. Last year it was generally thought that butter was to be very dear in the winter, and very large quantities were put away for emergencies. The slump which took place last fall, and the consequent very severe losses which subsequently ensued, are too recent to need recapitulation. The question, however, which arises is, will prices of eggs next autumn and winter keep up or collapse as did those of butter?

"On the continent buying has been active for some time past, and with large quantities placed aside the available supply has been below the normal. Prices have consequently been dearer than usual, and being driven too high, leave little or no profit to the importer. This week business has undergone a dis-

inct change for the worse, there being more disinclination to buy than for some time past, while arrivals are much in excess of present requirements. Cheap fish and strawberries also interfere with the sale of eggs, which cannot easily be sold at a profit at present rates. The quality of Russian eggs has never been finer than this season, but recently there have been complaints where quality in some instances have been inferior. These complaints, however, are not general. Buyers will have to exercise caution in making purchases, as apart from Russians it is known that certain other descriptions have been below standard, but not more than is usual at this period of the year. During the next few weeks not much alteration is anticipated in quotations, but the market will be irregular with arrivals in excess of requirements, which are likely to be on a reduced scale. If importers continue to lose money a falling off in imports is probable."

HALF HOLIDAYS AND TRAVELERS.

Much inconvenience is caused among the traveling fraternity on account of the half holiday system in vogue in many towns and cities. The merchants no doubt do the proper thing when they give themselves and employes an occasional half day off in hot weather, but they should not forget the men on the road as well as the wholesale houses, both of whom are part and parcel of their business.

Where a weekly half holiday is given it is only right and proper that houses who go to the expense of sending out travelers should know about it. It would be an act of courtesy on the part of the retailers which would certainly be appreciated by both travelers and wholesalers.

Failure to know about half holidays causes many enforced lay-overs, thereby incurring much additional expense. As far as possible, therefore, they should be made known to those who call frequently on the trade in any town or city, and the only way to do this seems to be through the retailers.

INSURANCE AGAINST FIRE.

Merchants in placing insurance on their building and stock must remember that they require protection from the outside as well as the inside. A fire may start in the store insured, a lamp may be used down cellar although it would cost little to run a gas pipe or electric light wire down. Or a fire may develop on the inside of the store for any one of a dozen reasons, but the danger too often overlooked is from the outside.

It is always advisable to protect the store by some simple fire equipment, a dry powder extinguisher, hand grenade or a portable reel and hose. The expense

of equipment of this kind is small in comparison to the loss resulting from the interruption to business even though the stock is well insured and the insurance collected in full.

Keep the stock and building well insured but don't stop there. Have the premises as fire proof as possible and have equipment ready at hand to fight fires which develop in neighboring stores.

CULTIVATE THE TOURIST TRADE.

According to the figures given the total production of all the silver, copper and nickel mines in Ontario, including the Cobalt and Sudbury districts, was about \$12,000,000. For this railways have been built and every effort made to develop the industry.

An even greater source of wealth, however, is the tourist trade, and a few thousand dollars spent by the government, coupled with some enterprise on the part of merchants, Boards of Trade, municipal councils and railway companies, should result in much greater gains to Ontario than secured from our rich mineral resources.

If the fish and game of Maine, for instance, cause tourists to spend \$15,000,000 in that State annually, what could not Ontario do along similar lines if a comprehensive policy were adopted and persevered in? In the case of our mines wealth is taken and our natural resources are lessened to the extent that mineral is extracted. On the other hand the tourist trade results in no robbery of our natural heritage. Rather does it encourage a conservation of existing resources and a replacement of the fish and game which have been allowed to become scarce through poor management.

When a tourist brings \$50 or \$500 to spend on a vacation or hunting trip on the inland lakes or in the backwoods, they are after sport and they are willing to pay for it. It is fun, rather than food, they want, game fish, rather than ordinary fish. He is satisfied if he takes away a sunburned face and some fish stories and he doesn't much care what it cost him for his sporting equipment or his grub so long as he has smelled the pine trees, breathed the pure air and sampled the rushing waters of the forest streams.

Merchants should see to it that every encouragement is given the development of the tourist trade as, if he goes after it, he can secure much of the money spent by the city men from the United States who want to get next to nature in the backwoods of the various Canadian provinces.

The Ontario Government have acted wisely in appointing a commission to investigate the fish and game resources of Ontario, and Mr. Kelly Evans, the commissioner, should receive the cooperation of the receive.

Some Interesting Ontario Grocery Correspondence

London Merchants' Picnic Largely attended — Bitter Competition Declining in Toronto—Chatham Merchants Place the Ban on Christmas Cards and Calendars—Grocer Declares Against Canvassing Wholesalers for Prizes—Bracebridge has Good June Business.

LONDON.

July 21.—Wholesalers report an improvement in country trade, with payments good. Refined sugar is selling freely just now. Raws are firm, with an advancing tendency and an advance of one to two cents in Ceylon and India teas is reported. First crop Japans are pretty well sold out at high figures. There will be no quotations for medium and low-priced grades until about the end of the month. Coffees of all kinds are firm and high. Rice is advancing. Canned goods are very slow of sale, and there is sure to be a large quantity of last season's tomatoes left over. Cannery prices for new goods are out, and although they are lower, wholesalers are holding off.

Bread is now selling in London at five cents per pound—the highest price ever known—although flour has been dearer than it is to-day. There is a good deal of grumbling in consequence.

The dry weather is injuring the raspberry crop, which promised to be large. The berries sold at 15c per small box, on Saturday.

The grocers' baseball team won their first game of the season in the Merchants' League on Wednesday afternoon, when they defeated the butchers by a score of 5 to 2. The feature was the three-base hit, when the bases were filled, of Harry Langford, of Scandrtt Bros., which won the game.

A. J. Denny, grocer, and his wife have returned from a trip to the coast. Mrs. Denny's many friends will regret to learn that her health is but little improved, as a result of the trip.

Charles Mountjoy, wholesale fruit dealer, is enjoying two weeks' holidays with his family at Grand Bend.

The picnic of the East End Merchants Association, which includes many grocers, in Queen's Park on Wednesday, was most enjoyable and successful. The crowd in attendance was estimated at ten thousand. The proceedings were opened by the Mayor with a short address, and a programme of forty events, including running races, jumping, a baby competition, etc., was carried out most satisfactorily.

TORONTO.

July 21.—W. E. Best who took over the Morgan Supply Co. after an experience of 13 years in the business, is making rapid strides towards prosperity.

If grocers would visit each others stores they could often pick up some ideas which would be well to follow. They would also see how carelessly and

unbusiness like some keep their stock and could profit thereby. We can often see others' faults where we cannot see our own.

It shows a lack of business judgment to have the windows all plastered over with tea and other advertisements, and not have a sign showing the owner's name. No fault can be found with the tea men, they know the value of advertising, but the merchant must be blind to his own interests if he does not try to bring his name prominently before the public.

Spence & Kelland, 887 Queen St., East, are building up their business, not by trying to undersell others, but by giving their customers the best goods, and the best service. This is the up-to-date idea of doing business.

J. W. Island, 262 Dundas St., who bought out Snyder, is making things lively. His business has increased so rapidly that he has had to employ more help. He has now three clerks who are all hustlers, and always on the jump for more business. They meet everybody with that smile which makes them feel at home immediately and that they are in good hands.

Mrs. N. Childs, 176 Bellwoods Ave., after a trial of 3 months is perfectly satisfied with her trade. She is building up a paying business.

W. J. Hosken, 87 Arthur St., is another of the young grocers who is bound to win. Merchants on Arthur St. are badly handicapped and are very much dissatisfied with the slow progress of the road work.

In some stores are still to be seen boxes partly full with prunes, apricots, raisins, etc., that look anything but attractive. As these are out of season and selling slowly, they should not be exposed to dust and flies. All these things should be put out of sight and kept free from dirt. Neatly arranged samples could be kept in show cases, from which customers could select what they want.

The old fashioned grocer is gradually but surely disappearing from his field of battle in Toronto. Instead of meeting grumblers who were dissatisfied with everybody in the trade, you now meet men cheerful and happy in their efforts to do their business on higher levels. The fight between competitors, in trying to put one another out of business is looked upon as foolish and unprofitable. Instead of boasting how they can undersell others they are now ashamed to be regarded as price cutters. Good service is the watch word.

The monthly meeting of the Toronto Retail Grocers' Association was held on the evening of July 19, in the Temple building. President Tom Clark was in the chair. Purely routine business was transacted. The committees having charge of the picnic at Scarborough Beach on July 7, and the excursion to the Falls on July 14, reported progress. Final reports are expected at the August meeting.

CHATHAM.

July 21.—Thursday, August 26 has been selected as the date for the Second Annual Merchants' Picnic, the preliminary arrangements for which were completed at the association meeting held on Tuesday evening. Strong though not overcrowded committees were selected to handle the various details. Cars will be run every half hour during the day, and an united effort will be made to have all the stores close at 12 o'clock sharp. Eddie Dore, of Hamilton, is taking a keen interest in the affair. Grocers are prominent on all the committees, the list comprising Wm. Potter on ways and means; Harry Northwood, music; W. E. Parrott, printing; Wm. Anderson, games and amusements; John McCorvie and Harry Andrew, prizes. A strong declaration in opposition to the canvassing of wholesalers for prizes was voiced by President A. D. Westman. "I don't think it is altogether in harmony with the spirit of the association," he remarked. "Prizes from the wholesalers, if they come, should come voluntarily." This, he added, was his personal opinion; but he thought that the prizes should be furnished by association members. Arrangements for co-operation between the Chatham and Wallaceburg collection departments were suggested, and Secretary Powers was authorized to communicate with Secretary Askunas, of Wallaceburg. Quite a number of former Chatham debtors reside in Wallaceburg, while, in return, Chatham has received a good many from the Sugar City. The local collection department has now some 780 accounts listed, ranging from 15c to \$250. The committee appointed in reference to country collections submitted a draft letter, the first of a series designed to be sent to debtors outside the city. The initial letter will be sent by the individual merchant; this will be followed up by dinners from the association.

Christmas cards and calendars have been added to the association's black list upon which ticket purchasing and programme advertising also figure. This move follows a strong plea voiced at a recent meeting by Wm. Anderson, grocer, and last year's association presi-

A WELCOME VISITOR

Elora, Ont., July 14, 1908

I am a reader of the Canadian Grocer and think my money could not be invested better. When my time expires don't cut me off. It has saved me many dollars and is a welcome visitor in our home.

GEO. MABEN

dent. Henceforth association will use cards of this kind. Members ordered their calendars, be free to desire.

The entire crop in this whether or not next day or two coming in very tailing at 20c sale price being state, however, the last few days marked effect, day more of the out the season is

E. C. Gamma left on Sunday in Chicago.

J. D. Stark, visited last week for and Paris.

E. W. Henkel from the state grocery at Blenheim old position in Logan & Walker

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Attractive ne dow signs now change whereby Major H. G. E. St. The new p siderable attent with attractive

T. A. Smith Thompson, fruit er, advertises auction on July

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July 21.—On grown strawberry were offered by readily sold at that even in M early fruits ca equal to the f south and only

Cherries are for \$1.25 per b. \$1 to \$1.15.

The first load on Saturday fr of the town. T there is every in This fruit is a owing, no doul weather.

The Ingersol congratulated o fusing to be p

THE CANADIAN GROCER

dent. Henceforth, no member of the association will give calendars, Christmas cards or Christmas presents of any kind. Members who have already ordered their calendars will, it is understood, be free to use them, if they so desire.

The entire future of the raspberry crop in this section depends upon whether or not there is rain within the next day or two. Raspberries have been coming in very nicely, and are now retailing at 2 boxes for 25c, the wholesale price being \$2.50 a crate. Growers state, however, that the dry weather of the last few days has already had a marked effect, and that two or three day more of this dry spell will fairly cut the season in two.

E. C. Gammage, the Queen St. grocer, left on Sunday for a visit to his son in Chicago.

J. D. Stark, grocer, St. Clair St., visited last week in Woodstock, Brantford and Paris.

E. W. Henneker, who recently resigned from the staff of E. J. Spaekman's grocery at Blenheim, has resumed his old position under the new proprietors, Logan & Walker.

Arleigh Lee has taken a position in the grocery department of the J. S. Richardson store, Tilbury.

V. Carron, for the past five years in Ridgeway, has left for Port Arthur, where he will embark in business.

Paul Morand, manager of the Tecumseh and Stoney Point canning factories, states that this year's tomato crop will not be as large as last year's.

Miss Grace Seeley, daughter of C. H. Seeley, the Gray St. grocer, was last Tuesday united in marriage to Arthur Coleman, of Huff's dairy.

Attractive new black and gilt window signs now indicate the recent change whereby C. G. Moore acquired Major H. G. Reed's grocery on King St. The new proprietor is giving considerable attention to window dressing, with attractive results.

T. A. Smith, assignee of Jas. A. Thompson, fruit and confectionery dealer, advertises the stock for sale by auction on July 28.

BRACEBRIDGE.

July 21.—On Saturday in town home-grown strawberries, large and sound, were offered by numerous farmers and readily sold at 10c a box, which shows that even in Muskoka this queen of the early fruits can be grown at a profit equal to the fruit imported from the south and only a few weeks later.

Cherries are coming in freely, selling for \$1.25 per basket. Red are bringing \$1 to \$1.15.

The first load of huckleberries arrived on Saturday from the marsh just east of the town. The sample was good and there is every indication of a large crop. This fruit is ahead of time this year, owing, no doubt, to the extreme hot weather.

The Ingersoll merchants are to be congratulated on the stand taken in refusing to be pestered with the ticket-

selling nuisance. Why should not every town take up the same cry and learn to say no?

Eggs on Saturday advanced again, merchants selling the strictly fresh at 24c per dozen. Butter also advanced to 20c per pound. Tourists in this district are after the fresh eggs and good butter at all times, so the good article is always eagerly sought.

Home-grown tomatoes will make their appearance in Bracebridge soon in large quantities for the first time. This is no doubt due to the dry, hot weather, the non-appearance of frost and the hardy plant that was put on the market in May. One farmer states that he has over 1,200 plants out, with some of the green tomatoes already turning.

The early apple in Muskoka is always plentiful, although with the exception of one orchard, winter varieties are not grown here. This year we will see the usual good crop, with the Duchess variety greater than ever.

Merchants say that trade during June was far in advance of last year, and expect July, now in full swing, to be the banner month so far.

Peter Hutchison, of Hutchison Bros., spent Monday and Tuesday up the lakes inspecting the newly constructed telephone line. Mr. Hutchison is secretary of the company.

George Teem, fruit merchant, of this town, is doing business under difficulties, on account of the tearing up of the old sidewalk and the laying of the cement walk. But it's worth the trouble, and George will benefit in the end.

Andrew Gillespie, of Armstrong & Gillespie, grocers, is the new secretary of the Retail Merchants' Association. Andy is a hustler and the grocers did a wise thing to choose him.

There is some talk in town among the clerks of organizing a baseball team. They should not, however, get after the Toronto ball team and give it a trimming. That would not be fair.

OTTAWA.

July 21.—Bradstreet's Ottawa report says that conditions have changed but little during this week. Good rains have helped some crops, but they came too late to do much good to hay. The crop outlook, however, is fairly good, and prospects are for good fall business. Retail trade is moderately active and wholesalers report an excellent business in fall lines. Remittances are coming forward fairly well.

J. Wesley Hand, who dropped dead suddenly in Vancouver, B.C., was formerly in partnership with Alex Phillip, grocer, 802 Somerset Street. He left here for the west about six years ago.

Stephen S. Stratton, a member of the old retail grocery house of C. Stratton, died at his summer home, "Rose Villa," Westboro, July 17, after a lingering illness of five years' duration.

The Ottawa Retail Grocers' Association intends to put up a strong fight to have the authorities demand that all fowl brought to the market be dressed.

F. W. Forde and Mrs. Forde returned Saturday from their honeymoon spent in American cities, principally in Portland, Old Orchard and Boston.

P. Lamoureux was quietly married to Miss G. Madure, on July 5th, which makes the second retail grocer married "on the sly" within a week. Mr. Lamoureux spent his honeymoon along the St. Lawrence and when seen in Brockville by Chas. E. Bucklee, of Park Blackwell & Co., Toronto, was wearing a smile of bliss.

A bulletin has been issued by the Inland Revenue Department, Ottawa, showing the analysis of 225 samples of cream of tartar collected throughout Canada. Of this quantity 80 per cent. was genuine, 18.22 adulterated and 1.78 doubtful.

The Women's Christian Temperance Union will shortly submit to the city authorities a resolution requesting that they raise the civic license fee to sell cigarettes from \$1 to at least \$25, if not \$50.

The Ottawa Retail Grocers' Association have decided not to hold any picnic or excursion this summer but in all probability about 25 or 30 retailers will visit New York in a body in the autumn.

The business of Sugarman & Cohen, grocers, on York street, has been closed down for non-payment of rent. The goods will be sold by W. A. Cole by auction.

BRANTFORD.

July 21.—Delemere D. Butler, who has been connected with the Cash Bargain grocery for a couple of years, has resigned to go on the road for Red Rose Tea. He reported on Monday and is making his initial trip this week. His territory has not been definitely assigned yet. He has been interested in various circles in this city and his absence on the road will be regretted. For some time he has been local correspondent of The Canadian Grocer.

Following the usual custom, the grocers and butchers of the city are closing their places of business on Wednesday afternoons during July and August. This system has now been in practice in this city for a number of years and has given the most satisfactory results.

The Canadian Automatic Machine Telephone Company, which has been installing a system in this city for the past two years, is now ready for operations and canvassers are out for orders. The business men are inclined to hold back their subscriptions until the company gets a specified number of householders. This the company claims it will do and then the grocers and butchers may have to install automatic phones and put up with a dual system, as practically all are already using the Bell system.

The local co-operative store is still doing business at the old stand and frequently there are rumors of an extension of the lines that will be handled. Once a month or so the association issues a pamphlet which gives general and local

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information concerning the co-operative movement.

William Grierson, the wholesale and retail confectioner, has landed a good idea in the ice cream business, which, so far as Brantford is concerned, is distinctly original. He has secured a number of small carts, neatly fitted up and painted yellow, and just large enough to hold a large ice cream freezer, a box of ice cream cones and a lad to do the driving. The cart is pulled by a small pony. These vehicles cover the entire city, both afternoons and evenings, the driver proceeding slowly along the streets and tooting a horn. Ice cream cones are sold at 5 cents each. The outfits are so neat and attractive and the ice cream of so superior a quality that the idea has caught on to stay and a rushing business is being carried on.

GUELPH.

July 21.—The first raspberries of the season made their appearance on Saturday and sold well at 15 to 18c per box. The prospects for a good crop of this favorite fruit are excellent providing weather conditions remain favorable.

The strawberry still lingers in limited quantity, but for the end of the season several of the stores had some of excellent quality last week, the product of local growers.

Cherries are coming along slowly and the price remains firm at 90c to \$1.00 per basket, and the old story, "I'll wait till they get a little cheaper," is heard repeatedly.

This is the time of year when the weary clerk and the employer as well looks forward to a short release from the daily grind and summer holidays are the order of the day.

Miss Dougherty, of the J. A. McCrea & Son office staff, is spending a couple of weeks at Fenelon Falls and A. J. Groom, the upper Wyndham St. grocer, with his family, is spending a quiet holiday at Puslinch lake.

Earnie Hicks, of the Paisley St. grocery, met with a nasty accident last week, by being knocked down by a bicyclist coasting down the pavement. The annoying part of it was that the offender was not gentleman enough to stop and see what damage he had done.

The annual picnic of the Salesmen's and Clerks' association will be held on Thursday afternoon to Hamilton. Tickets are having a good sale and all the boys and girls are looking forward to the best yet.

J. A. McCrea & Son are advertising a July crockery sale which from the reputation this firm has for doing things will be a success.

KINGSTON.

July 21.—Kingston grocers are unfortunate in not having a half-holiday each week during July and August, for the berry season makes a lot of work just at a time when one would like an outing. We must have it next year.

The grocers are all selling pure coffee, all grades, now, and if a customer wants chicory he must buy it separate. The city is full of spice men just now and each man claims to have the best goods.

Mr. Lowes is rustivating here with friends and enjoys Kingston's pure air and water.

Grant Pyke expects to have strawberries for ten days yet.

Travelers are more than anxious this year to sell canned goods ahead. Tomatoes, 75c; corn and peas, 70c; strawberries, \$1.25; salmon, 90c to \$1.70. Better let them keep the stock and buy as you go and save discounting notes.

Carelessness in credit still continues. A family can run credit from one store to another for years and not be found out. What we need is some one to go around and get a list of D.B.'s and put them in an index book and charge a small sum per year for protecting merchants. This is better than collecting. Prevention is better than cure.

PETERBORO.

July 21.—The grocers are running smoothly along into the busiest part of the preserving season, and are experiencing larger sales daily in the line of sugar preserving jars and other household equipment necessary to this important duty of the average woman's endless list. Cherries are still in season, and raspberries have made their first appearance during the past week. Sugar is generally quoted at 20 lbs. for a dollar. Cherries have been selling at from \$1.00 to \$1.40 a basket, and raspberries at from 15 to 18 cents a box.

Notes from the Maritime Provinces and Quebec

Cape Breton Coal Strike Hurts Eastern Business—Meeting at Woodstock to Discuss Development of West Indian Trade—Early Closing By-law to be Enforced at Montreal.

MONTREAL.

July 22.—The city council has decided to enforce the early closing by-law passed three years ago, and in consequence, all stores will have to suspend business at 7 o'clock Wednesday and Thursday evenings.

P. P. Hawn, of the Diamond Cleanser Co., Ottawa, was in Montreal on Monday, visiting the firm's agents, Snowden & Borland.

G. E. Carveth, of Corveth & Co., Montreal, left Tuesday for an extended trip to the west in the interests of the firm. Mr. Carveth will visit the different agents of the company in western centres, and will devote particular attention to the Langley ware business of the house while away.

HALIFAX.

July 17.—The strike in the Cape coal fields has a serious effect on the grocery

business in Nova Scotia. In the eastern section of the province there is a marked falling off in trade, and the retail business is practically at a standstill. The wholesale trade is also feeling this stagnation as few good orders are coming in. With several thousand men idle there is not a free circulation of money in the mining towns of Cape Breton and as a result trade suffers to a large extent. The miners as a rule are good buyers, but the strike has very materially changed the conditions during the past two weeks. The wholesale dealers who supply the retailers in the mining districts will be compelled to extend the time of payments and make other concessions. The Cape Breton market is an exceptionally good one and the wholesalers are anxious to hold the trade. Outside of the strike districts trade is very good for the season of the year. Prices on the whole are considered pretty high in most lines. There is no indication of any weakening of the prices of pork, beef, and lamb.

Among the new vegetables that have been offered by the grocers, new potatoes have been disposed of at 50 cents a peck, with a fair demand at this price. Canadian grown tomatoes are from 10 to 12½ cents a pound.

H. A. Sisson is doing a good business since moving from Rubidge Street into the centre of the city. He is now on Charlotte Street, and is keeping up the standard of the stock which he opened with. He is up to the minute in the lines of fruit and vegetables, and is enjoying a fair share of business in a location which has never been used as a grocery store. His shop is neat and his goods are arranged in a pleasing manner, which will no doubt increase his patronage.

W. S. Cocks, father of J. L. Cocks, grocer, at the corner of George and Edinburgh Streets, died suddenly on Tuesday of heart disease.

R. C. Braund is the only grocer who has given his staff a half holiday this summer. The merchants who close their stores on Thursday afternoons do not include the grocers, but Mr. Braund is inclined to take things less seriously than his fellow grocers at times, and on Thursday of last week closed at one o'clock and invited his staff to spend the afternoon and evening with him at his camp on the Otonabee River. A pleasant time is reported to have been spent by his clerks.

Bottled waters is a specialty which some of the grocers are handling this summer, and apparently to a larger extent than before.

Saturday's market prices last week showed an inclination to steepness. Eggs were up to 22 cents and butter sold at 24.

Quotations on fruit will probably be advanced on this week were they are now quoted at \$2.00 per bushel. Roll berries are selling at \$2.00 per bushel. Sugar prices are in good demand. The prices for this week were 1 cent was found for all marketed. The cents for the choice in The Grocer crop was short, were less berries seasons. Sales show a falling report the fruit market is well supplied with fruit, and Bananas are selling stock now on the quality. They are \$2.25 per bunch to \$2.25 per crate. Market are quoted Nova Scotia cherries in and the first condition. They are 15 cents per box. Only a few tomatoes prices are dropping to 15 cents per bushel.

New carrots are for sale. American at \$2.25 per bushel. Potatoes are reported to be only a few. The new stock of the steamer B week from the West Indies also a large stock of coconuts. The steamer West Indies also fifteen hundred's shipment to Montreal.

July 21.—The markets last week in quotations. Produce is reaching the form of early dearer and but Blueberries are but not in any great quantity for strawberries. The date for the Maritime Wholesale is not known but probably be held by Mortimer Smith, and George E. B. W. H. Aitken and the council of Trade, at a meeting the appointment P.P., and James from the local congress of the Empire, to be held in Australia, commencing in San Francisco, and the world before the order will leave for Vancouver.

The question of opening the Cuban

Quotations on these are very firm and will probably remain so. Clear pork has advanced one dollar per barrel and is now quoted at \$25.00. Clear backs are selling at \$26.00, an advance of one dollar. Roll bacon is selling at 14 cents. Sugar prices remain unchanged.

Fruit is in good supply and in good demand. The receipts of strawberries this week were heavy, and a ready sale was found for all the stock that was marketed. The price held firm at ten cents for the choicest fruit. As predicted in *The Grocer* some weeks ago the crop was short, and as a result there were less berries preserved than in past seasons. Sales of sugar in consequence show a falling off. Commission dealers report the fruit trade to be brisk. The market is well supplied with all seasonable fruit, and the demand is good. Bananas are selling very freely, and the stock now on the market is of excellent quality. They are quoted at \$1.75 to \$2.25 per bunch. Plums have dropped to \$2.25 per crate, and peaches are \$1.75 a crate. The first pears on the market are quoted at \$4.25 per box. Nova Scotia cherries are now coming in and the first arrivals were in fine condition. They are retailing at ten cents per box. With the increased supply of tomatoes and cucumbers the prices are dropping, both showing a decline of fifty cents per box.

New carrots and beets are now offered for sale. American cabbage is quoted at \$2.25 per barrel. The stocks of old potatoes are rapidly being cleaned up. There is only a fair demand so far for the new stock.

The steamer Boston arrived here this week from the West Indies and brought a large stock of sugar, bananas and coconuts. The steamer Dahome from the West Indies also landed a lot of sugar, fifteen hundreds bags of which were for shipment to Montreal.

ST. JOHN.

July 21.—The condition of the local markets last week presented little change in quotations. Very little country produce is reaching the city yet, except in the form of early vegetables. Eggs are dearer and butter remains unchanged. Blueberries are commencing to come in, but not in any great quantity. The season for strawberries is about over.

The date for the annual meeting of the Maritime Wholesale Grocers' Exchange is not known definitely yet, but it will probably be held here next week. L. Mortimer Smith, of Halifax, is president, and George E. Barbour, of this city and W. H. Aitken are vice-presidents.

The council of the St. John Board of Trade, at a meeting last week confirmed the appointment of W. F. Hathway, M. P.P., and James Pender, as delegates from the local Board to the seventh congress of Chambers of Commerce of the Empire, to be held in Sydney, Australia, commencing September 14. Mr. Hathway will go via New York and San Francisco, and will make a tour of the world before returning, while Mr. Pender will leave by steamer, sailing from Vancouver.

The question of opening up and developing the Cuban and West Indian mar-

ket for farmers of New Brunswick, particularly the market for hay and potatoes, will be considered at a meeting to be held in Woodstock on July 22. A committee of the local Government, consisting of the Provincial Secretary, Hon. J. K. Flemming and the Commissioner of Agriculture, Dr. Landry, has been appointed to confer with the dealers and ascertain what steps might be taken to promote this very necessary project. A meeting is to be held later in St. John, when dealers from all parts of the province can gather and the question of

transportation, etc., will be gone into thoroughly.

J. E. Walsh, manager of the transportation department of the Canadian Manufacturers' Association, and R. E. Breaduer, manager of the tariff department, were in the city last week and met a number of the local members of the association to discuss matters relating to their departments. They had previously visited Fredericton and before leaving the Maritime Provinces, will visit Windsor, Truro, New Glasgow, Moncton and other central points.

Business Items From the Western Province

Calgary and Regina Correspondents Report Crops as Being in First-Class Condition—Lemon Prices Advance at the Coast—Want of Cold Storage Facilities Felt at Edmonton—A Deceptive Raspberry Box.

VANCOUVER.

July 20.—Lemons have taken a jump skywards, and while the price a week ago was \$3.75 and \$4 per crate, it is now \$5.50 and \$7, and quotations have gone as high as \$7.50. Valencia oranges are also high at from \$3 to \$3.50.

Eastern select eggs are jobbed at 28½ cents and are edging toward 30 cents, locals going at 33 cents and 35 cents, retailing at 40 cents.

Butter is about as low as it will be this year, being 35 cents retail. It is hoped it would get down to 25 cents wholesale, but it is not likely that it will now. Eastern butter jobs at 26c in bricks and 25c solid.

The lowest apricots have got is \$1.50 jobbing prices. These are the California article, the high price being the result of the prospect that there will be a shortage of that fruit in Washington and Oregon, because of the frosts last winter. California peaches are worth from \$1.50 to \$1.75 and plums \$1.75 per crate.

A dealer showed *The Grocer* a raspberry box, which he classified as the limit. It was 5½ inches square, and a bare inch in depth. The ostensible depth was two two inches, but the bottom was run across the middle of the box. Apparently, it looked as if there were two inches deep of berries, but there was a bare three rows. Invariably the consumer complains in cases of this kind, and it is the dealer who has to bear the brunt.

S. W. Simons, of Glasgow, and G. H. Shuttleworth, of Liverpool, have been visiting different towns in the Okanagan district during the past week, sizing up the fruit situation. They are of the firm of Simons & Shuttleworth, fruit exporters and importers of Glasgow and Liverpool, and this is their first visit out here, it being consequent upon the exhibits of British Columbia fruit sent to Great Britain.

By the steamship Erna this week, a shipment is being made of forty cases of B. C. salmon to Capetown, South Africa, by way of the Tehautepec railway across Mexico. This is the first shipment over this route, which is thought to be shorter and cheaper than any other.

That wheat is steering this way is further shown by the announcement that A. E. Burnett will erect an elevator 48 feet square and 60 feet high on False Creek, the cost to be \$10,000. Considerable interest was aroused in the grain trade by the statement made at the meeting of the Vancouver Board of Trade on Tuesday night by the secretary, that the C.P.R. would have something material to give out during the next week on this momentous question.

Alex. Lyon, of London, England, has returned from the north, where he went to get information to report to the fishermen of Grimsby and Hull on the possibilities of the industry on this coast. He said he was surprised at what he saw and learned, and is quite convinced that there are numerous opportunities for investment. He realizes that apart from the American and Canadian demand, a steady market could be secured for frozen fresh salmon, halibut, herring and cod, as well as the same articles in a cured or pickled state.

EDMONTON.

July 20.—Cold storage is just in its infancy in Edmonton, and the produce trade stands to suffer by it at all seasons of the year. At present the supply of butter is very plentiful, and as immediate demand regulates the price farmers are selling their product at a greatly reduced figure. If there was a cold storage warehouse, where the present surplus supply could be stored, the fluctuations in price would not be so heavy nor would the farmer receive such unequal returns for his labor. By next fall and winter, production will be decreased, and as there will be little or none of the product in cold storage,

prices will again rise to the height at which they were during the past winter. With a good cold storage system local dealers could do much for the dairy farmers of Edmonton district. Prices now are: dairy butter 25 cents and creamery 30 cents.

The egg market presents the reverse side of the situation. During the season when eggs have been plentiful, prices fell and remained low during the period of great production. The supply is now much diminished by reason of the approach of the moulting and hatching season, with the result that egg prices are now at twenty-five cents per dozen and may reach 30 by the end of the week. If there were any competition in cold storage goods a good profit could be made by selling at a much lower price than is now ruling.

Potatoes on the retail market are still selling at one dollar per bushel. A few new potatoes have arrived, but not enough to call for quotations.

Other retail prices are: — Tomatoes, twenty-five cents per pound; plums, 25 per lb.; peaches, 25 per lb.; turnips, lettuce, spinach and carrots, 5 cents per bunch. Strawberries are about off the market, but are still selling at 20 cents per box.

Strawberries from the family garden is something which most people have thought would always be alien to the Edmonton district. The fruit which has been on sale by the Jasper Avenue merchants has been imported from British Columbia and other points and local production of this luscious berry has not been taken into consideration at all. Charles Gowan, on Frazer's flats, has proven to his own satisfaction, and to the envy of all passers-by, that strawberries can be grown successfully in his garden patch. Two years ago he secured 400 plants from the east, but 300 of them died the first year. The 100 or so that lived bore blossoms last year, but they were all plucked to enable the plants to become hardy before bearing fruit. This year the plants are loaded with delicious fruit, which Mr. Gowan says is far better than any of the imported berries that have been shown in this city. The fruit is just commencing to ripen, but Mrs. Gowan picked three quarts last week. By the end of the season the little patch is expected to yield considerably over a bushel of berries. Scarcely one of the berries is less than one inch in diameter, and of a number picked at random, nine placed side by side, measure twelve inches. Mr. Gowan says that people look at his strawberry patch as longingly as cows at a clover field. They would rather be on the inside looking out. It is his intention to plant a much larger patch of strawberries in the month of August as he is satisfied no finer berries can be grown anywhere.

The crops around Edmonton never looked better for this time of the season than they look now. Reports from

the Clover Bar district, a rich farming country just east from this city, show that the crops are progressing favorably. The fall wheat fields which were such a pleasing prospect several weeks ago, are now fully headed out, and under continued good growing weather will be ready for the reapers about the first week in August. Barley is also gradually approaching maturity, and will give a good yield. Many of the oat fields were seeded rather late, and still require a liberal period of warm weather to bring them along as the farmers would like. Timothy hay is not the heavy crop that was expected, but when the reaper is turned into the fields within a week or so there will be found plenty to cut. Home farmers will find difficulty in getting their hay off before the grain harvest is at hand.

REGINA.

July 20.—J. Stubbings, of the grocery department of the Glasgow House, returned to his duties on Monday morning, after having spent a pleasant two weeks' holiday. Harry Boyle, also of the Glasgow House grocery department, is leaving for Brandon for a couple of weeks' holidays. He is going down to see the fair.

W. C. Reader, of Haney, is negotiating for the sale of his confectionery establishment and is opening up a first-class general store at Glenside, with a full line of up-to-date goods.

Bennett & Brodie have opened a first-class general store at Rosetown, Sask. Mr. Brodie has for the last year or two been manager and buyer for Chas. Reid, Swift Current, and is thoroughly acquainted with the business, and as they are opening in a practically new part of the country should make things go nicely.

Rid & Haddock have vacated their premises on Eleventh Avenue, and moved into more commodious quarters on Searth Street, where they handle an up-to-date line of fresh fish, fruit and canned goods.

Cameron & Hear, Ltd., have installed an electric elevator in their warehouse.

The heavy rains of the past week seem to have materially assisted the growing crops. Many people were of the opinion that we were getting too much rain, but from reports coming in from all lines everything seems to be shaping towards a good crop and a prosperous fall business. For the past couple of days we have had dry, hot weather, with a slight breeze blowing, which ought to help things considerably.

CALGARY.

July 20.—The Fair is over and the crowds have left the city. In the country farmers and ranchers are just commencing haying. The crop is an abundant one, and if favored with propitious weather a great deal of hay will be put up this season.

Grocery business is splendid, not a complaint to be heard. B. C. strawberries and raspberries are now in fairly good supply, although the strawberry crop is a light one and now almost over. New California apples are in, selling at 2 lb. for 25c. New potatoes from the Okanagan are now on this market; the retail price is 5c per lb. Old Ontarios and P. E. I. stock are being cleared out at from 90c to \$1 per bushel.

A great many of the citizens are holidaying at the various points of interest, the greatest numbers finding Banff the most convenient and most suitable, and all who have been there are enthusiastic in its praise. Being convenient to Calgary the merchants here are in close touch with their customers who are on vacation and supplies are forwarded by freight or express at intervals as required, notwithstanding the fact that there are several well equipped stores at Banff.

A. W. Ward, who for many years conducted a successful grocery business on Eighth Avenue between Centre and First Street East, has recently sold his property, consisting of 20 feet frontage, for \$25,000. It is some three or four years since Mr. Ward relinquished the business and stand, during which time it has been occupied as a jewelry store. The building is a one story frame structure, which, it is expected, will shortly give way to a more pretentious building. Eighth Avenue property is now too high priced to get revenue out of one story buildings.

Crop prospects throughout the provinces are still quite satisfactory. During the past ten days rain has fallen copiously throughout the whole of Alberta and with a continuance of our usual favorable weather the harvest should prove a remunerative one for the farmer, and the result should be a stimulating effect on business generally throughout the whole year.

SASKATOON.

July 20.—Currie Bros. opened their new store on 20th street west. An orchestra was in attendance in the evening and patrons were given the privilege of inspecting the stock and premises.

Clare, Little & Co., recently received a car load shipment of biscuits.

The Saskatoon Milling and Elevator Co. closed their premises on the 17th for ten days' repairs.

Codville & Co., wholesale grocers, of Winnipeg, have purchased the business and premises of the Western Grocers Limited. The deal includes 100 feet frontage on First Ave., with the frame warehouse and premises thereon. The price was about \$15,000. Kenneth Sinclair, formerly representative of the company in the west will have charge of the Saskatoon branch, while two or three travelers will be placed on the road.

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Winnipeg, the history of in the Winnipeg been so keen opened on the from that day it continued interest and a unfortunate t were showery to carry out at the close in parison to of visitors was were in a matter of other years t one of consid

For some y doubtful whe pete with oth holding exhibi a weakness in pulsive to the way City. It that stimulate do their utm that would fa Western Cana Canada. It i gary and Edn mendable fair years. And i thing to hold fair in Winni is neither an manufacturing politan city s most every in and giving its tries and oecu and cities thr an exclusive s industry of W ture. Every signs of this It is absurd, which is at the interested in and through w conditions of to an exhibitio The very nat something mor exhibition pro comprehensive subjected it t ism, and has Winnipeg ha time to becom ing centre. C turing exhibit interest to the nufacturers, ho in numbers ar been able to g to the moven

Success Accompanies the Winnipeg Exhibition

Surpasses Everything Held In The Past In The Western Metropolis—British Columbia and Ontario Fruit Displays—Exhibits and Performances Superior To Those In Other Years.

Staff Correspondence.

Winnipeg, July 19.—Never before in the history of the City has the interest in the Winnipeg industrial exhibition been so keen as this year. The Fair opened on the morning of July 10, and from that day until the close on July 17, it continued to create unsurpassed interest and amusement. It was rather unfortunate that two days of the week were showery, which made it impossible to carry out the daily programmes, yet at the close it was found that in comparison to other years the number of visitors was far in excess, and finances were in a much better condition. This is a matter of great encouragement, since other years the matter of finances was one of considerable annoyance.

For some years past it was considered doubtful whether Winnipeg could compete with other cities in the West in holding exhibitions. The very thought of a weakness in this regard is certainly repulsive to the inhabitants of the Gateway City. It was this jealous feeling that stimulated the local management to do their utmost to put on a fair in 1909 that would far surpass any ever held in Western Canada, if not the Dominion of Canada. It is true that Brandon, Calgary and Edmonton have had more commendable fairs than Winnipeg in past years. And it is an extremely difficult thing to hold an entirely satisfactory fair in Winnipeg. The reason is that it is neither an exclusive agricultural or manufacturing centre. It is a metropolitan city sustaining within itself almost every industry known to Canada, and giving its support to all other industries and occupations which other towns and cities throughout the West claim in an exclusive sense. Of course the main industry of Western Canada is agriculture. Every fair must show dominant signs of this great feature of the West. It is absurd, however, that Winnipeg, which is at the present stage so intensely interested in every industrial pursuit, and through which passes all classes and conditions of people, should limit itself to an exhibition of grain and live stock. The very nature of the city demands something more, and the endeavor of the exhibition promoters to take on a more comprehensive aspect in past years has subjected it to the much-heard-of criticism, and has imperiled its future.

Winnipeg has been ambitious for some time to become known as a manufacturing centre. Consequently the manufacturing exhibits have been a feature of interest to the management. Local manufacturers, however, have been so few in numbers and so weak that they have been able to give but little acceleration to the movement. And not until this

year did the manufacturers' exhibits excite any great attention. This is an evidence of the development of manufacturing within the city. The management have occasion to be proud of this fact, and it will undoubtedly ensure the future welfare of the fair generally.

The attempt to make the exhibition as general as possible, and to make each feature appeal to as many as possible has been quite successful. Last year as well as in previous years there were performances and exhibits which were not commendable and this year has shown a gratifying improvement in this regard.

American sportsmen have taken an interest in the exhibition as was evidenced from the number of entries made for race horses from various states of the union. There were also many local track horses entered and each day race-horse excitement was in the air. Upon the event of a very exciting race between a group of United States trotters, a farmer who knew Winnipeg thirty years ago, was heard to remark, "there was nothing like that in the old days." Doubtless he was thinking of the fair in early times which consisted chiefly of Indian wigwams and ox carts.

Much credit is due to the various exhibitors in the manufacturers' buildings for the beautiful displays. No pains were spared to make the goods appear as attractive as possible. Crude articles were given the necessary setting in the booths in order that they might claim the attention of those who passed by.

Kootenay Exhibit.

The B. C. fruit men took advantage of the opportunity to represent their province which is so congenial to the production of a considerable variety of fruits.

The manager of the display was constantly being approached by visitors inquiring if they might purchase some of the luxurious berries at the close of the fair. There is little doubt as to the quality being excellent, but the prices were rather discouraging. High banks of apples, cherries and strawberries filled the corner, and the appearance was such as to do great credit to the district from which they came, the exhibit was in charge of the Nelson Board of Trade.

Ontario Fruit.

That Winnipeg is to be an excellent market for Ontario or B. C. fruit or both, is well known to Canadian fruit growers. At present the tendency is to land the Ontario products. To compare the exhibits of B. C. and Ontario fruit, a casual observer would note the larger sized fruit from the western province. The

opportunity was not given to compare the flavors of the fruits. But at a distance the flavor "looked" good in each case. The Ontario apples from Lake Erie district were particularly fine, and the exhibit design was artistic. An excellent quality of tomatoes from Niagara were also displayed. It is possible that in future years more Ontario vegetables will come to the West.

Western Grown Grain.

As it was expected, the grain exhibit was quite extensive. A unique idea in grain display were the glass cases into which the grain was poured and examined through the glass. Not only was there the shelled grain but sheaves and bundles of grain on the straw decorated the walls in a handsome manner.

Fort William Exhibit.

As a manufacturing and shipping point, Fort William is perhaps unsurpassed in Canada, west of Montreal. The Board of Trade of that place, in representing the city in the exhibitors' gallery drew attention to the water front facilities by means of large views six feet long by two feet wide. In addition to the views handsome illustrated circulars were distributed among the passers-by.

MANITOBA MARKETS

Corrected by Telegraph.

Winnipeg, July 22, 1909.

Wholesale grocers in this city have learned long ago to be prepared for extra orders during exhibition week. The trade has been all that could be expected and retailers have not been so busy since Easter last. The trade ran heavily in fruit particularly and the general line was in great demand. At the exhibition grounds there were about thirty restaurant stands all doing good business, and all the grocers in the city were in some way affected by this trade alone. There is no change in prices, but next week there undoubtedly will be some exhausts reported.

SUGAR—The market is unchanged. Large quantities are being used for preserving.

Montreal and B.C. granulated, in bbls.	5 90
" " " " in sacks	4 95
" yellow, in bbls.	4 60
" " " " in sacks	4 55
Wallaceburg, in bbls.	4 91
" " " " in sacks	4 90
B.C. gumies, granulated, 5-18's to bale, per cwt.	4 95
" " " " 5-20's	4 95
" icing	5 60
" bar sugar	5 60
Iceing sugar, in bbls.	5 60
" " " " in boxes	5 80
" " " " in small quantities	6 00
Powdered sugar, in bbls.	5 35
" " " " in boxes	5 55
" " " " in small quantities	5 85
Lump, hard, in bbls.	5 90
" " " " in 4-bbls.	6 00
" " " " in 100-lb. cases	5 90

SYRUPS AND MOLASSES — The heavy sale of syrup during the early spring and summer had the tendency to keep the price up, but the weakness of the market during the past few weeks has caused wholesalers to make a decline in order that old stock might be cleared off.

THE CANADIAN GROCER

Syrup 'Crown Brand, 2-lb. tins, per 2 doz. case 2 00
5-lb. tins, per 1 doz. case 2 45
10-lb. tins, per 1 doz. case 2 20
20-lb. tins, per 1 doz. case 2 25
Sugar Syrup, per lb. 0 03

FOREIGN DRIED FRUITS—

Smyrna Sultana raisins, uncleaned, per lb. 0 06
Valencia raisins, f.o.s. per case, 28 s. 1 65
California raisins, choice seeded in 1/2-lb. packages 0 05
Raisins, 3 crown muscatedels, per lb. 0 05
Prunes, 90-100 per lb. 0 05
Silver prunes, cleaned, loose pack, per lb. 0 08

MAPLE PRODUCTS—The sugar has in many cases spoiled on the retailers' hands. Syrup has not moved well for some time.

Sugar, per lb. 0 13
Syrup, gallons, 1 doz. to case, per case 6 50
Syrup, 1 doz. to case, 7 20
Syrup, 2 doz. to case, 7 50

POT AND PEARL BARLEY—Price is firmer.

Pot barley, per sack 2 70
Pearl barley, per sack 3 90
Pearl barley, per 1/2 sack 2 05

QUAKER OATS—Trade is good in this line of cereals.

Family size 5 00
Quaker oats, 36 packages 3 50
Quaker toasted cornflakes, 24 pkgs. 2 00
Pettijohn breakfast food, 18 pkgs. 2 25
Puffed rice in bbls., per lb. 0 22

ROLLED OATS—

Rolled oats, 80 lb. sacks, per 80 lbs. 2 25
" 40 " " " " 2 30
" 20 " " " " 2 35
" 8 " " " " 2 70

CORNMEAL — Market is showing signs of weakness.

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

NUTS—

Shelled Walnuts, in boxes, per lb. 0 23
" small lots, per lb. 0 24
Almonds, in boxes, per lb. 0 27
" small lots, per lb. 0 28

HONEY—Manitoba honey will soon be on the market. The market is dull on all old stock.

Honey, 2 1/2 lb. tins, in case 24 8 85
" 5 " " " " 12 8 75

BEANS—The price is very firm and goods are scarce.

3-lb. picker, per bushel 2 70
Prime white, per bushel 2 60

FRESH FRUITS AND VEGETABLES—The market is good on all lines. Housewives are preserving the cheaper goods, and watching the prices on the more expensive in order to secure goods by the crate at the most advantageous time.

Celery, Florida, per doz. 1 25
Tomatoes, Florida, per case 3 75
Lettuce, per doz. 0 25
Radishes, per doz. 0 25
Parsley, per doz. 0 30
Oranges, per box 3 00 4 00
Lemons 5 50 6 50
Bananas, per bunch 2 50 3 50
Strawberries, per case, 24 qts. 3 00 4 00
Pineapples, per crate 3 60
Apples, Black Arkansas 3 50
Rhubarb, per box 2 00
Watermelons, per dozen 6 00

CANNED GOODS—We have endeavored to strike the standard prices which prevail on canned goods. The prices have been in a demoralized condition for some time, but gradually wholesalers are returning to the following prices:

Apples, gallons, per case of 1 dozen 1 40
" 3s, per case of 2 dozen 2 34
Apricots, 2s, Rose brand, per case of 2 dozen 4 15
Blueberries, 2s, Loggie's, per case of 2 dozen 2 00
Cherries, red, 2s, pitted, per case of 2 dozen 4 08
" white, 2s, pitted, per case of 2 dozen 4 28
Gooseberries, 2s 4 48
Lawtonberries, 2s 4 08
Peaches, 2s, yellow 4 08
" 3s 6 44
Pie, 3s 3 24
Pears, 2s, Bartlett, heavy syrup 3 98
" 2s, Flemish Beauty 3 58
Pineapple, 2s, grated 3 80
" 1 1/2s, sliced, case of 4 dozen 3 20
" 2s, 2 " 3 20
" 1 1/2, whole, case of 4 dozen 5 00
" 2s, 2 " 3 05

Plums, 2s, Damsons 2 00
" 2s, Green Gage 2 98
" 2s, Lombard 2 00
Raspberries, 2s, red 4 08
Strawberries, 2s 3 00

MEATS—

Clark's 1 lb. pork and beans, plain, per case 2 90
" 2 " " " " " 2 48
" 3 " " " " " 3 07
" 1 " tomato sauce, per case 2 35
" 2 " " " " 2 48
" 3 " " " " 3 67
Soups, per doz 1 20
Corned beef 2s per doz 2 70
1s per doz 1 50
Roast beef, 1s, per doz. 2 70
" 2s, " " 2 70
Potted meats, 1s, per doz. 0 55
Veal loaf, 1 lb., per doz. 1 25
" 1 lb., " " 2 35
Ham loaf, 1 lb., " 1 25
" 1 lb., " 2 35
Chicken loaf, 1 lb., " 1 25
" 1 lb., " 3 50
Lunch tongue, 1s, per doz. 3 30
Sliced smoked beef, 1-lb. tins, per doz. 1 55
" 1-lb. tins, " 2 65
" 1-lb. glass, " 2 45
English brawn, 1s, per dozen 1 60
" 2s, " 2 75
Cambridge sausage, 1s, per dozen 1 85
" 2s, " 3 15
Geneva sausage, 1s, per dozen 2 00
" 2s, " 3 65
Boneless pig's feet, 1s, per dozen 1 65
" 2s, " 2 75
Lunch tongue, 1s, per dozen 3 30
" 2s, " 6 60
Paragon ox tongue, 1 1/2s, per dozen 7 35

Store Kinks Tried Out by Retail Merchants

Special Contests That Show To What Limits Some Go In Their Endeavor To Increase Sales—Western Merchant Offers an Automobile and Team of Horses To Winners In Guessing Competition.

It would appear that the capabilities of the enthusiastic merchant in concocting schemes for the benefit of his business are beyond comprehension. Like "the making of books" the number of original and effective sales ticklers seems "without end." Cairns, of Saskatoon, is entitled to rank among those who are continually introducing some new proposition to focus attention upon their stores. His latest one is a guessing contest. Every purchaser of one dollar's worth of goods between certain fixed dates has the right to guess the number of oats in a mysterious glass box containing about one bushel. The first prize is an automobile, the second a team of heavy draught horses; third, the choice of any costume in the ladies' wear department; fourth, the choice of any suit in the men's wear section; fifth, choice of any ladies' hat in the millinery section; sixth, choice of any pair of men's or ladies' shoes in stock; seventh, lacrosse outfit for a boy; eighth tennis racket and shoes for a girl. The box will be opened at 4 p.m., on August 6th and its contents counted by a disinterested person.

Largest Load of Women.

Here is another form of farmers' prize contest. A merchant in a town surrounded by a fine agricultural community issued the following announcement. "We will give Three Merchandise Prizes aggregating \$22.50 to the farmer hauling the largest four-horse load of

women to the front door on Saturday morning, April 3rd, or by 3 p.m., for 1st Largest Load, \$10.00 in Merchandise; for second Largest Load, \$7.50 in Merchandise; for third Largest Load, \$5.00 in Merchandise. The driver must be a farmer and Drive Four Horses. The passengers must be women over 18 years of age and reside in the country. Prizes will be paid in due bills that can be traded out at any time in whole or in part. Each lady passenger riding in one of these wagons—whether a prize winner or not—will be presented with a suitable souvenir of the occasion. We will set up the cigars to every driver whether a prize winner or not. Prize winners will be announced at the store at 3 p.m. Now, Boys! "Gid dap!" You may decorate your wagons if you wish. We will lend you the bunting for that purpose."

Concessions For Suggestions.

A North Dakota merchant gave his customers an opportunity to make bargain suggestions. Here is a paragraph from one of his ads:—"Every woman who brings this ad. to our advertising man with a suggestion of what you want us to put on sale Bargain Friday, will be entitled to a pair of 25-cent stockings for 5 cents. No other time will they be sold at this price. You must bring the ad. with your suggestion. You could not make 20 cents any easier. We do this to find out what you want us to sell at throw-away prices next Friday."

Canada QUE

The situation clearer this complex, if it is known widely quoted high lines are so prices are qu business is continue mo are steady w ing any cha Molasses i and peas ar firm, being o state that i idly being el vices regard being receive unchanged. expected in

Pork price Demand f good, but p nness in hams er, though p are higher t

French p are higher. also that pe Bordeaux a centres, will supply this SUGAR.—very satisfac and large, preserving a steady with

Granulated, bags, 20-lb. Impe Beav Paris lump, boxes, Red Seal, boxes, Crystal diamonds, Extra ground, bbls, 50-lb, 25-lb Powdered, bbls, 50-lb, Phoenix Bright coffee, No. 3 yellow, No. 2, No. 1 bags, Bbls, granulated, above bag price

SYRUPS es is still ar orders, dema are firm. Co as usual.

Fancy Barbadoes Choice Barbadoes New Orleans, Antigua, Porto Rico, Corn syrups, bbls, 1-bbl, 5-lb, 30-lb, 25-lb

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, July 22, 1909.

The situation in canned goods is no clearer this week. In fact it is more complex, if anything. The retailer hardly knows what to do. Strawberries are quoted higher by some houses. Other lines are somewhat lower. New salmon prices are quoted by jobbing houses, but business is not brisk. Sales of sugar continue most satisfactory, while prices are steady with little chance of there being any change in the immediate future.

Molasses is still selling freely. Beans and peas are firm. Peas are especially firm, being exceedingly scarce. Reports state that no more first crop teas are obtainable in Japan. Spot stocks are rapidly being cleaned up. Encouraging advices regarding California prunes are being received. Currants and raisins are unchanged. Some Australian raisins are expected in about two weeks.

Pork prices are unchanged this week. Demand for this article is reported good, but packers are doing more business in hams and bacon. Butter is firmer, though prices have not changed. Eggs are higher this week.

French pastes, and French cherries are higher. Reports from France state also that peas are in very short supply. Bordeaux and Nantes great growing centres, will contribute nothing to the supply this year.

SUGAR.—Business in sugar continues very satisfactory, orders being frequent and large, with the advancing of the preserving season. The market rules steady with little prospect of a change.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs.	5 45
" " 50 lbs.	5 55
" " 25 lbs.	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls.	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37½
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" " 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

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

SYRUPS AND MOLASSES.—Molasses is still an interesting item in grocery orders, demand continuing strong. Prices are firm. Corn syrups are selling as well as usual.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 44	0 46
" " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03½	
" " 1-bbls.	0 03½	
" " 1-bbls.	0 03½	
" " 30-lb. pails	1 75	
" " 25-lb. pails	1 25	

Cases, 2-lb. tins, 2 doz. per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

TEA.—No more first crop teas are now obtainable in Japan, while it is impossible to match certain grades of second growth. Locally, stocks are not by any means large, and are rapidly being cleaned up. The primary market is reported as quite firm, hoped-for weakness not having materialized. Some advices continue to comment upon the rather poorer quality of second crop tea, as compared with 1908 second crop.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans	0 30	0 35
" Fine	0 25	0 28
" Medium	0 25	0 28
" Good common	0 22	0 25
" Common	0 20	0 22
Ceylon	0 21	0 40
" Broken Orange Pekoe	0 20	0 22
" Pekoes	0 20	0 22
" Pekoe Souchongs	0 20	0 22
India	0 19	0 20
" Pekoe Souchongs	0 20	0 25
Ceylon greens	0 20	0 25
" Young Hysons	0 20	0 25
" Hysons	0 19	0 22
" Gunpowders	0 19	0 22
China greens	0 14	0 15
" Fingsuy gunpowder, low grade	0 20	0 30
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE.—A fair business is being transacted at unchanged prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS.—California prunes are reported as looking fine. In some sections quantities are dropping from the trees, but, on the whole, the outlook is favorable. The quality is reported as being particularly excellent while the size is above the average, in some districts the prunes running 20-30 to the pound. Of course, a great deal may happen between now and shipping time, in October. Other California fruits are slightly firmer, if anything. There are no new advices regarding crops. Currants are unchanged while there have been no developments in the Valencia raisin situation.

Currants, fine filiatras, per lb.	0 06	0 07
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Dates		
" Halloweens, per lb.	0 05	0 06
" Sairs, per lb.	0 05	0 05
Evaporated Fruits, California		
" Apricots, per lb.	0 12	0 15
" Peaches, "	0 11	0 13
" Peas, "	0 13	0 13
Prunes	per lb.	
" Prunes, 25-lb. boxes, 30-40s.	0 10	0 12
" " 40-50s.	0 09	0 10
" " 50-60s.	0 08½	0 10
" " 60-70s.	0 07½	0 08
" " 80-100s.	0 07	0 07
Raisins		
" Australian, per lb. (to arrive)	0 08½	0 09
" California, choice seeded, 1-lb. pkgs.	0 07½	0 08½
" " fancy seeded, 1-lb. pkgs.	0 08	0 09
" " loose muscatels, 3-crown, per lb.	0 08	0 09
" " 4-crown, per lb.	0 09	0 10
Valencia, fine off stalk, per lb.	0 04½	0 05
" select, per lb.	0 05	0 05½
" 4-crown layers, per lb.	0 05½	0 06

RICE AND TAPIOCA.—Reports from primary markets state that a firmer feeling prevails, though no actual advances sufficient to influence the local situation have occurred to date. Sales are not numerous. Rice is rather dull at the moment.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05

" " ¼ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ¼ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

SPICES.—There have not been any special developments in the situation since last week.

Peppers, black	Per lb.	0 14	0 20
" white	0 20	0 27	
Ginger, whole	0 15	0 20	
" Cochin	0 17	0 20	
Cloves, whole	0 18	0 30	
Cloves, ground	0 20	0 25	
Cream of tartar	0 23	0 32	
Allspice	0 13	0 18	
Nutmegs, ground	0 30	0 60	
Cinnamon, ground	0 15	0 19	
" whole	0 14	0 16	

BEANS AND PEAS.—Beans continue very strong, with sales not very heavy, but at good figures when made. Peas are no more plentiful than they have been, and are becoming firmer each week.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES.—But few sales are reported for this line these days. Prices remain as quoted a week ago.

MAPLE PRODUCTS.—Nominal prices still rule.

Compound maple syrup, per lb.	0 04½	0 05
Pure Townships sugar, per lb.	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—Still lower prices are being quoted on canned goods this week by some of the wholesalers, while other jobbers continue to refrain from booking orders at given price. On the whole the situation is even more complex than it has been since 1909 pack was first quoted. The retailer does not know where he stands, nor can he figure out how he should proceed. Following are prices quoted by some jobbers:

Beans, doz	\$.72½	\$.80
Corn, doz	.72½	.80
Peas, doz (according to grade)	.72½	1.40
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz	1.32½	1.37½

It will be noticed that strawberries are commanding more money this week. Some of the independent packers are reported as having booked orders direct with the retail trade at figures indential with those they have asked of the wholesalers, who have bought thousands of cases.

New salmon prices are quoted by jobbers this week as follows:

Humpbacks, doz.	\$.95	\$1.00
Cohoes, doz	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.55	1.65

beginning to unload, having lost hope of the duty coming their way.

COFFEE—The coffee market is exceptionally quiet. Immense quantities are held by American speculators who are looking, but likely in vain, for the tariff to do something for them.

Rio, roasted.....	0 13	0 14
Santos, roasted.....	0 15	0 17
Maricaoibo, roasted.....	0 16	0 18
Mocha, roasted.....	0 25	0 28
Java, roasted.....	0 27	0 30
Rio green, roasted.....	0 11	0 12

DRIED FRUIT—With fresh fruit galore, there is still a good turn over of dried fruit, especially prunes. Dates are half a cent higher. No other changes are noticed this week.

Prunes.....	Per lb.
30 to 40, in 25-lb. boxes.....	0 10½
40 to 50 " ".....	0 09
50 to 60 " ".....	0 08
60 to 70 " ".....	0 07½
70 to 80 " ".....	0 07
80 to 90 " ".....	0 06½
90 to 100 " ".....	0 06
Same fruit in 50-lb. boxes ½ cent less.	

Apricots—	
Standard.....	0 13½
Choice, 25 lb boxes.....	0 14½
Fancy, ".....	0 15

Candied and Drained Peels—	
Lemon.....	0 10 0 11 Citron..... 0 17 0 20
Orange.....	0 10½ 0 12

Figs—	
Elemes, per lb.....	0 08 0 10
Tapnets, ".....	0 03½ 0 04
Bag figs.....	0 03½ 0 04
Dried peaches.....	0 08 0 08½
Dried apples.....	0 07½
Currents—	
Fine Filiatras.....	0 06½ 0 07 Vostizzas..... 0 08½ 0 09
Patras.....	0 08 0 08½
Uncleaned ½ cent less.	

Raisins—	
Sultana.....	0 07½ 0 09
" fancy.....	0 11 0 12½
" extra fancy.....	0 14 0 15
Valencia.....	0 05½ 0 06½
Seeded, 1 lb packets, fancy.....	0 08
" 16 oz. packets, choice.....	0 08
" 12 oz. ".....	0 07

Dates—	
Hallowees.....	0 05½ Fards choicest..... 0 08
Sairs.....	0 05 " choice..... 0 07½

NUTS—There is considerable call for shelled almonds which sell at 35 cents a pound. All other lines are almost neglected, with no other price changes.

Almonds, Formigetta.....	0 12½
" Tarragona.....	0 13
" shelled.....	0 33 0 35
Walnuts, Grenoble.....	0 14
" Bordeaux.....	0 11
" Marbots.....	0 12
" shelled.....	0 26
Filberts.....	0 12
Pecans.....	0 16 0 18
Brazils.....	0 15
Peanuts.....	0 10 0 12

SPICES—Orders for spices are beginning to come in, but on the whole business is slow and dull. Pepper is firm with a slight advance.

Peppers, black, pure.....	0 14 0 20
" white, pure.....	0 20 0 25
" whole, black.....	0 16
" whole, white.....	0 23
Ginger.....	0 18 0 25
Cinnamon.....	0 25 0 40
Nutmeg.....	0 20 0 30
Cloves, whole.....	0 25 0 35
Cream of tartar.....	0 22 0 25
Allspice.....	0 14 0 16
" whole.....	0 14 0 16
Mace, ground.....	0 75 0 80
Mixed pickling spices, whole.....	0 15 0 16
Cassia, whole.....	0 20 0 25

RICE AND TAPIOCA—There is very little doing in these lines, and prices are slightly easier on some lines.

Rice, stand. B.....	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal.....	0 03½
Bangkok.....	2 85
Patna.....	0 03½ 0 03½
Japan.....	0 05½ 0 05½
Java.....	0 06 0 07
Sago.....	0 05 0 06
Seed tapioca.....	0 05
Tapioca, medium pearl.....	0 04½

BEANS—Beans are very scarce, and another 25c a bushel higher, being now quoted at \$2.50 a bushel.

TOO MUCH AVERAGE MAN.

Did you ever look through a magnifying glass? Things look larger than they really are, don't they? Did you ever come to work in the morning and find work piled around your machine so you didn't know where to start? Or around your desk? You felt like sitting back and letting things take care of themselves, but it you start at one thing finished it and then started at the next and so on, what a difference it makes. The trouble is some people will not start. They are forever gazing at a molehill through a magnifying glass. The man who is above the average is the man who does things. They never acknowledge defeat. They never give up. The quitter is a failure. This is the law of life. The man who lets his work conquer him is a quitter.

There are men who have surprised their employers by a change of method, which is due to putting into practice things they have learned by keeping their eyes open. The merchant, traveler or clerk who gets in a rut will be numbered among the average men. You cannot change your course if you are in a rut; it allows no development or expansion. Progress requires changes occasionally. A "good enough" method isn't "good enough." What everyone wants is the best. You cannot develop a man with one food; neither can a man be a hundred point man by walking in a rut. If something works well, try again. You will find something that will work better. The whole development in the mechanical world has been because men who were above the average worked for something better.

The hundred point man may look like all other men or dress like them, or talk like them, but whatever position they hold they are true to their trust, they keep their word and are true to their company. Do your work and do it well. There are too many self-satisfied average men. Aim to be more than the average; be a one hundred point man.

PRACTICAL ADVICE

If the trade is rather backward
In the store;
Get a move on very sudden;
Ope your door.
If the goods are slow in moving
Shove them out;
Make a noise so all can hear you,
Loudly shout.
Wake the echoes of your section
With your cries!
Wake the sluggard buying public
Advertise!
Merchants who are slow in motion
Must discard that foggy notion
Give to business all devotion—
Advertise!

PERSONAL NOTES.

J. Stanley Cook, secretary of the Dominion Wholesale Grocers' Exchange, has returned from Victoria, where the annual convention was held.

A. B. Bourne, general merchant, Grimsby, Ont. is the successor to A. F. Hawke. Mr. Bourne was formerly in business there. He has now a large store and reports business good and prospects excellent.

A wedding of interest to the wholesale trade was that of James Melville Lobb, representing Carter, Macey & Co.'s teas, in Toronto. He was married on July 14th to Miss Una Anson-Cartwright, eldest daughter of Mr. and Mrs. H. Anson-Cartwright, Toronto. The wedding was solemnized by Rev. Canon Spragge, in St. Peter's church, Cobourg.

HINTS TO BUYERS.

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

J. W. Falconer, of Poulton & Noel, Ltd., London, Eng., was in Montreal last week in the interests of his firm, and while there appointed Rose & Laflamme, Ltd., agents for the company. The latter will now be able to supply the trade with Poulton & Noel's table delicacies from spot stocks.

Frank O. Creed, representing the F. F. Dalley Co., Ltd., was a recent caller at the London office of The Canadian Grocer. Mr. Creed is the continental representative of the Dalley Co., and had made a hurried trip from Barcelona to London to meet Mr. Dalley. Reports indicate good sales of the Dalley blackings amongst the continental houses.

The McCaskey Register Company was organized in 1903, with a capital stock of \$30,000. In June, 1909, it was \$1,000,000. In the last twelve months they used nearly 1,900 tons (3,800,000 lbs.) of paper, 60 cars of lumber, 16 cars of refined sheet steel, 23 tons of aluminum castings, and about 25 tons of brass spring wire.

J. W. Lefebvre is now representing in Montreal and the east, Jas. D. McLaurin, New York, manufacturer of "I Bite, I Stiek" bull dog sealers. These sealers are used for binding parcels, instead of the regulation twine and are obtainable in all colors and widths. The sealer is considered one of the latest things in modern time-saving and economical devices, and "J. W." says he is selling any quantity.

AGENCY WANTED

TRAVELER, grocery, working Montreal, would treat with good house for side line. Small salary and commission. Box 702, CANADIAN GROCER, Montreal. (29p)

A Traveler's Idea on the Handling of Tea

How Flavor Becomes Lost In The Retail Store—Foreign Odors Deteriorates It—Lead or Tin Lined Canisters Preferable To Wooden Boxes—Careful Attention Increases Sales.

Travelers whose itineraries extend out through country districts are in a position to measure up the values of the various business methods of many retail merchants. They observe the up-to-date methods of the grocer who takes pains with his stock and its arrangement and they see the slovenly ways of others who are indifferent about the situation of their coal-oil tank, their butter, cheese and tea.

In respect to the latter commodity a tea traveller gives some valuable advice on how tea should be cared for in the store.

"Tea is so susceptible to odors that it very often loses its flavor before it reaches the customer," he said, "and every grocer should try to give the best value for the money. I have known tea to taste of coal-oil and to smell of lemon and the cause was simply the carelessness of the merchant.

"Bulk tea should be kept in canisters lined with lead or tin in order that its flavor may be maintained as long as possible. Unless this is done the fact that it so easily absorbs the odor of a near-by substance, tea will often be allowed to leave the store with a foreign flavor.

"That, I believe, is the reason why customers are so hard to satisfy sometimes. You often hear one say that 'the last I got was not as good as usual,' and this should make the grocer think out the reason why. Probably the tea had remained in paper bags so long that it had lost its natural odor and flavor; or

it may have been affected by other things in the store.

Better Methods Being Used.

"I would advise grocers who sell tea to be careful how they handle it if they desire to increase their sales. It should not be exposed to the air only when a sale has been made. If a box of tea is left open during a night the quality cannot but deteriorate. The reason why lead or tin lined canisters is preferable is because tea rapidly takes on a woody flavor if left next to a wooden box. When lead or tin is used there is less likelihood of the flavor vanishing. In fact it is maintained that with such lining the flavor can be kept practically perfect for months."

The commercial-man further stated that he had noticed a vast change towards correct methods in recent years. Merchants are now as susceptible to newer and better methods as the tea is to take in other flavors. He finds them willing to learn and he often calls their attention to how, in his opinion, tea should be kept.

The same principles apply to many other articles in the store. Onions and butter do not make a good combination while coal-oil should be kept away from almost every foodstuff. As the traveler points out, a little care in this regard will profit a merchant. Perhaps the profit may not come directly but if the good-will of the store is enhanced it will bring indirect results which may eventually mean much to that merchant.

When A Melon Is Ripe.

Law's Grocer's Manual gives some information on how to tell when a cantaloupe or other melon is ripe. The rinds, when the melons are left on the vines to maturity generally become hard and yellow and the pulp brittle. When, under pressure you can hear the inside crack or give way it may be regarded as a sure sign that it is ripe and has matured well on the vine.

If the melon remains on the ground until properly matured the side on the ground will be found to have changed from a white to a pale yellow and upon close examination numerous small pimples will be noticed on the surface particularly on the outer edge. These pimples never appear on those that are not ripe or have been prematurely pulled.

Sometimes the desirable pale yellow color is produced prematurely by turning this part of the melon to the sun for a day or two but the yellow thus produced is of a much deeper shade. This in connection with the absence of pimples will readily tell the experienced eye how the color was produced.

If the skin will readily peel leaving a hard shelly appearance it is a good sign that the melon is ripe and also if it has a dull brown appearance. The whole of these signs are not always seen at the same time but the presence of any one is sufficient to indicate the ripeness of a melon.

SALMON RUN DELAYED.

Toronto, July 21.—According to a telegram received from Vancouver the delay in the arrival of the sockeye salmon on the Fraser river is causing anxiety. In four recent days only three or four hundred sockeyes were taken in the traps on the sound. Should another week go by without the sockeyes reaching the river in numbers there will be fears that the expected big pack will not materialize. The members of the British Columbia Canneries Ass'n. held a meeting a week ago, for the purpose of discussing the demand for higher prices for sockeye salmon made by the white and Japanese fishermen, but the decision has not as yet been made public.

When many flies come through the windows, customers leave by the score.

The Grocer's Encyclopedia From Week to Week

Increase In Canadian Consumption of the Cantaloupe—Where It Originated and where Our Supply Comes From—How To Make Sure a Cantaloupe or Other Melon Has Ripened On The Vine.

CANTALOUPE.—A variety of melon which is now working its way rapidly onto the market is the cantaloupe. In the early part of the summer season it is imported into Canada from the southern states beginning at California and followed up by the Georgia fruit.

The original home of the cantaloupe is Cantalupo in Italy from which it derives its name. It is described as a small, round variety of muskmelon, globular in shape, and ribbed, of pale green or yellow color. It has a delicate flavor which makes it quite palatable and it is used principally as a breakfast food and for dessert.

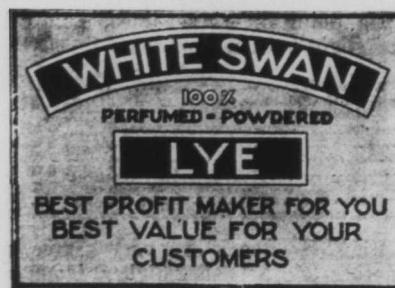
The cantaloupe, like other melons, grows on vines practically in the same

way as the musk-melon. It is only recently since it first began to enter Canada by the car-load and the quantity coming is increasing steadily from year to year.

Cantaloupes grow in various shades and with a variety of rinds. We have the round and oblong, plain and netted, scarlet and orange; some smooth some warty and others cracked in a net-like manner.

Often the young and delicate fruits are pickled in their rinds by using salt and vinegar or preserved with sugar and spices.

When ripe the fruit is eaten raw often with salt, sugar or pepper and particularly in hot weather.



THE CANADIAN GROCER

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

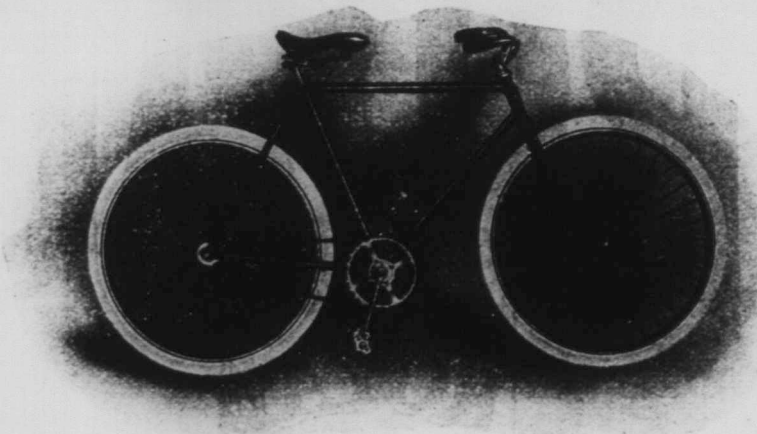
Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

This is Your Wheel

You can have it free of cost by doing a little easy work for us among your acquaintances in your spare time.



MODEL 88

IMPERIAL

It is a first-class wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

Regular	Option	Regular	Option
Frame.....22-inch20, 24 and 26-inch	Pedals..Rubber 3¼-inch3¾-inch or 4½-inch Rat Trap.
Finish.....Black		Cranks.....7-inch	
Chain.....3-16 inch. Block.		Saddle.....No. 15.....No. 14, 11, 17.	
Gear.....77.....72, 80, 87.		Tires..1½-inch Dunlop.....1 5-8-inch Dunlop or Hartford single tube	
Handle-bar.No. 20, Adjustable.		Wheels.....28-inch, with striped rims.	

To Get this Wheel absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

Let your boy earn one. This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

The Busy Man's Magazine,
10 Front Street East,
Toronto, Canada.

Gentlemen:— I would like to win one of the Imperial Bicycles you offer for 32 new, paid-in-advance subscriptions to Busy Man's. Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Fill out this
Coupon and Mail
it to us To-day.

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Store Equipment and Business Methods of Grocers

Importance Attached to Up-to-Date Store Fixtures—Good Use of Store Mottoes In London Grocery—Educating Customers to Mid-Week Half-Holiday by Kitchen Signs — Watching the Dead-Beats and Collecting Accounts.

Fernie, B.C., July 19.—Those merchants who recognize the necessity of catering to the aesthetic desires of customers, who appreciate the beautiful, as well as catering to them from the standpoint of service, have the better chance in the retail arena.

There are certain customers who regard cleanliness and attractiveness in the grocery above service and prices. When they enter a store for goods for use in the home, they want to see surroundings in keeping with the character and order of their homes. Where service and attractiveness are combined, that

kept clean. That these are valuable assets to any retail store cannot be denied.

BUNGALOW STORE FRONT.

Marmora, Ont., July 21.—Reconstructed on modern principles, since the fire, more than a year ago, the general store of Gladney, McDonnell & Co., has been launched out on a new career. The reopening took place a few months ago, the men at the helm being J. A. McDonnell and E. M. Gladney. The former conducted the business alone for 6 years prior to the fire, having bought out the

silent salesman, tables and cabinets. Of course, the stock being comparatively new adds further to the handsome appearance of the interior. The office is at the rear and forms a landing at top of the first flight of stairs, yet it is low enough to give a commanding view of the store below.

Another new feature and the first introduction of it in Marmora is the cash carrier system. There are four stations which make it convenient for the whole staff of clerks.

The second floor is also well lighted. It is used for clothing, wall paper, carpets and general surplus stock. For lighting an acetylene plant has been installed. Mr. McDonnell is one of the men of Marmora who has always taken an important part in the general welfare of the town, and his public-spirit has won him many friends.



An Interior View of the Grocery Store of W. J. Blundell, Fernie, B.C.

store has something more than a fighting chance. W. E. Gladney with whom he was a partner.

These are among the sentiments of W. J. Blundell, of Fernie. He looks well to cleanliness, equipment and beauty in the interior of his grocery.

The casual observer cannot fail to be impressed with these conditions and the Blundell store has reason to appreciate them. The bin-fixtures are of modern type; the shelving is finished in handsome style; show-cases are used for displaying bottled goods; china, crockery and glassware are shown in wall racks and the store is well lighted, and always

The store front presents a fine appearance. The plate glass windows are wide and low, in bungalow style. The door is set far back, giving the windows ample depth. The interior is finished in white, which forms a fine background for window display. Above the plate windows, running full across the store, are deep prism lights, which light the whole store splendidly even on darkest days. The main floor, besides being ample in size, is fitted out in convenient style, with low, deep shelving, sanitary counters,

A LONDON BUSINESS GETTER.

London, Ont., July 20.—Among the younger generation of grocers in the Forest City is Harry Ranahan. He is also one of the progressive members of the trade, and gets business because he gets after it. Besides being treasurer of the Retail Grocers' Association, he is a valued member when there is other work to be done.

The Ranahan store as may be seen by the accompanying cut, is carried on systematically. Among the features are store mottoes that hang on either side. On these may be seen in attractive lettering: "Promptness of Delivery Guaranteed"; "Your Phone Orders have our Constant Care"; "You will Always Find Something Worth Considering in This Store." "If you Don't See What You Want, Ask for it." etc.

The interior equipment includes clean and attractive counters and show-cases while the comfort of customers is looked after by the provision of several chairs.

A great deal of business is done by telephone, and these orders are given the best attention.

PARTICULAR ABOUT TRADE.

St. Catharines, July 21.—"One might better do a smaller business than sell to people who are indifferent about paying," was a statement made to The Grocer by H. E. Cudney, manager of Andrew Foster's grocery store.

"We stick as closely to cash as possible," he said, "and we look carefully after those who pay the first, second and third times and then ask for credit."

By close attention to this phase of the business, the Foster store has lost little in the last six years on account

of poor pays. Farm trade is catered to and a large portion of the business is done with farmers.

The ordinary order book is used in this store, the items being transferred onto the account slip with the balance carried over as well, so that the exact amount owing by any customer can be obtained in a moment. A duplicate is sent out at the proper time—weekly or monthly as the case may be—and when the account is paid the original is discarded.

SIGNS IN CUSTOMERS' KITCHENS.

St. Catharines, July 21. — Strict on closing and early closing at that, is a method of F. Wilson, one of the leading grocers of this city. The key turns in the door during the week at six o'clock sharp; on Saturday night at nine o'clock, and on Wednesday afternoons the store is closed.

"Have I any trouble with my customers? No; I got out a small card, cut out of card-board, and had the sign,



Store Mottoes Among the Features in Harry Ranahan's Store, London, Ont.

"Remember early closing Wednesday afternoon." This I arranged to have tacked up in the kitchen of every customer so that they know exactly where they are at," explained Mr. Wilson. "No, we haven't had a bit of trouble on that account."

A new feature in the Wilson store, not noticed very often in a grocery is the presence of electric fans. These are placed there, not exactly for keeping things cool, but to circulate the air. They are kept going winter and summer.

Mr. Wilson does not believe in canvassing for orders.

A THING OF BEAUTY.

Palmerston, Ont., July 19.—As an example of decorative art in the grocery store, the establishment of George Nahrgang, Palmerston stands in the front rank. It is only a few months ago

since it was over-hauled and remodelled into one of the finest grocery stores in the province.

A newspaper enthusiast in describing this store wrote the following words:— There is a charm and beauty to the whole establishment which captivates and beguiles the heart. Like the graceful desert mirage the vision breaks with the greatest pleasure upon the mind and heart of the beholder, but unlike the mirage it proves an actual living reality—"a thing of beauty and a joy forever." This store conclusively proves what a clever, capable business head can accomplish and sets the pace for the mercantile interests of the town.

While this in the "early stages" may be somewhat overdone, it has a truthful vein all the way through. The relief work on the cove, moulding and frieze finished in gold, gives the metallic ceiling a fine appearance. The graining throughout the store adds greatly to its attractiveness. Elaborate furnishings—of solid oak—including shelving, glass front display bins glass bisuit cases, combina-

tion silent salesmen and display bins, spice cases, with bevelled plate mirrors, are among the features. Meat counters, cash register, computing scales, cheese cutters are also to be found in this store.

Practical experience, fair methods combined with such splendid facilities for doing business is attracting to the Nahrgang store its share of the trade.

THIS GROCER SPREADS OUT.

St. Catharines, July 20.—Among the aggressive business men in this city is Geo. B. Darker. He has a splendid bright grocery on the main street and on the 4th of June last, took over the business formerly carried on by E. Gander, in another part of the business section. He is the only grocer with two stores here, and his progress will be followed with interest. He is also a recruit so far as the grocery business

in St. Catharines is concerned, as he has only occupied the former store a few months.

Mr. Darker supervises both businesses, and of course does the buying for both.

WHY NOT FLETCHERIZE.

Once a man with poor digestion
 Ate some cork and carpet tacks,
 Ate two lobsters without question,
 Ate some tripe and sealing wax;
 Ate of pickles by the quart, sir;
 Ate of crabs an even score,
 And when all supplies ran short, sir,
 Still was clamorous for more.
 Did it hurt him? No, it eured him;
 You may do as he did, too;
 Mr. Fletcher had assured him
 Of the virtue in a chew.
 Chew the oysters, chew the chowder,
 Chew the fish and chew the meat.
 Chew the smallest crumb to powder,
 Chew up everything you eat;
 Chew boiled rice and chew the curry,
 Chew the pudding, chew the sauce,
 Chew them slowly, never hurry;
 Chew, for time is only dross.
 Chewing's good for what may ail you;
 Cures rheumatics, cures the gout;
 Chew, and health will never fail you
 While your jaws and teeth hold out.

—Philadelphia Ledger.

BRINGS BACK PLEASANT MEMORIES.

The Toronto office of The Grocer is in receipt of a letter from an old friend, who a few years ago made his headquarters in the Ontario capital and who was one of the merry army of knights of the grip accustomed to "take to the country" every Monday morning. He encloses a card addressed to the Editor of The Canadian Grocer which he has carried for nearly three years—a luck-card we believe it was—all of which he explains in the following letter written when in a reminescent mood:

"Looking through my grip I found the enclosed card which I have carried since leaving Toronto, over two years ago, and which set me thinking. I was then with Red Rose Tea but have since traveled through Maine for Union Blend Tea. I have also a number of copies of The Grocer with my children's photos at home. Maine has been good to me but it has not smothered up some memories of Toronto which I hope to see again and take another run out on the 7.30 Monday morning.

Success to The Grocer and staff.
 W. T. CHAPMAN."
 Bangor, Maine

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Disadvantages of Carrying Poor Assortments

Western Canada Minister Compelled To Send To Mail Order House Because Home Merchants Could Not Fill His Order—Not Enough Specializing Done—Prospects For Crops Bright In Prairie Provinces.

By John McDowell.

The country surrounding Dauphin, Gilbert Plains and Grandview is one of the best in the Great West. Its industries are a nice combination. Lots of the richest and most productive farm land under the sun, and the timber of this district is famous all over the Dominion. The farmyard and the saw mill are the twin institutions of this locality.

Your correspondent has been making firsthand investigations for The Canadian Grocer as to crop prospects for 1909. Everything looks better than it did a year ago, and yet it still hangs in the balance whether there is going to be a good harvest or not. Prospects may continue bright for weeks and months and all at once—in a night all the fair outlook may be overcast.

Experience teaches, and one of the results of this uncertainty is the growing inclination of farmers right along this line, to turn to barley and oats instead of or as well as wheat, these being safer cereals as a rule. The prices for oats has been an additional encouragement for them. Prospects? Well they are splendid and if the frost keeps away long enough we will have one of the best seasons that ever smiled on the West.

Cultivating Strawberries.

I am not a prophet but I will venture one prediction and that is that in 10 years there will be a new industry in this locality fighting for the first place ahead of lumbering and a head of farming—I refer to fruit growing. The writer gathered some beautiful wild strawberries and on making inquiries as to why the domesticated variety could not be grown, was informed by Boniface that they are grown in increasing quantities. He said he was buying them in painfurs from one of his neighbors.

We saw gooseberries and currants—magnificent crops in a number of places round here in sheltered gardens.

While there are risks connected with fruit growing in a climate like this yet when we think of the market for it in these growing prairie towns and the prices obtainable for it surely we may expect that in ten years we will be shipping strawberries to Winnipeg.

In these country towns there are few business houses confined to trading in one line of goods. They are mostly general stores where a little of everything is carried and not a big stock of anything. Calico and marmalade, shoes and maple syrup, nails and coffee in promiscuous variety are found under one roof and within the narrow compass of a store 30 x 12. It has its advantages

in a village just beginning to have a big range of different items but as towns grow the dealers ought to specialize. In conversation with the minister of one of the churches in a town in the northwest he said: "There are four stores in this town selling boots and not one of them could fit my little boy with a pair of shoes; they have so many different lines of merchandise that they cannot afford to carry a full line of anything. I must send to Eaton's for the shoes."

If there is one thing more than another that is noticeable in hundreds of our general stores in the west it is the way little bunches of crockery in odd lots and sets are stowed away in a corner not easily discovered by the intending purchaser and seldom dusted by the goal keeper clerk. One is not surprised to hear the remark "Oh I'm going out of the china business, it does not pay." No wonder! would any other line pay if treated in the same way?

Now for an illustration showing the more excellent way. R. Burns, of Grandview, took over recently the business formerly carried on by Swain and Clark. He is a progressive man, is Burns, and is running as fine an up-to-date store as you will see anywhere. He has set apart one side of his upstairs flat for his china business, where he has a well assorted stock of dinner and toilet ware and fancy china. He has it well displayed and it is removed from the dust of the store and street where it does not need so much cleaning. Mr. Burns knows and says that it pays as well as nine out of every ten lines he carries.

Then there is a neighbor of his, Brownridge, who has a beautiful set of bin and shelf fixtures, and they certainly enhance the appearance of his grocery section, which is a model of neatness and cleanliness.

If storekeepers were to grasp this department store idea correctly, keep their different classes of goods tidy and clean, we would not hear so much of the ravages of the mail order "bug". Still one would like to see the grocery business a separate and distinct one from the others, but we do not see it except in a few in the cities. Stores like Dowling's in Brandon are few and far between.

Canadian Trade Changes of Recent Occurrence

Grocers Who Have Given up Business and New Beginners—Deaths in the Trade—Assignments and Sales.

Ontario.

Jule Brown, general merchant, Ahmic Harbor, Ont., sustained loss from fire recently.

Darwin Pelette, grocer, Chatham, Ont., has sold his business.

Magder & Shieff, general merchants Fort William West, have dissolved, J. Magder continuing.

P. W. Armstrong, general merchant, Jarvis, Ont., has advertised his business for sale.

The St. Thomas Match Co., St. Thomas has obtained a charter.

Assets of S. A. Boone, grocer, Englehart, Ont., are sold.

G. O. P. Clavet, president of the Marks-Clavet-Dobie Co., grocers and hardware merchants, Port Arthur, is dead.

Jas. A. Farewell, grocer, Toronto, died recently.

John Hicks, grocer and butcher, Toronto, sold by bailiff.

E. Paterson, grocer, Brantford, died recently.

Quebec.

Nadeau & Cie., grocers, Quebec, have registered.

Jas. Brunelle, grocer, St. Pie, Que., has assigned.

M. Bourdon, grocer, Boucherville, Que., has compromised at 20c on the dollar.

J. N. Boisseau, grocer, Quebec, has assigned.

Marsan & Frere, grocers, St. Johns, Que., have dissolved.

Maritime Provinces.

Wilson & Myre, groceries and meats, Halifax, have been closed out by E. & A. Thompson.

Western Canada.

J. E. McGregor, general merchant, Austin, Man., has sold to Geo. Mitchell.

J. C. Callander & Co., general merchant, Hartney, Man., are succeeded by B. S. McEathron.

Alex Zeigler, general merchant, Methven, Man., has sold to M. H. Shields.

Billington & Storey, grocers, Tofield, Alta., have sold to Morton & Adams.

R. H. Waddell, general merchant, Sperling, Man., has sold to T. C. Sparling.

Peturson & Veum, general merchants, Foam Lake, Sask., have sold their Leslie branch to Forster Bros.

D. G. Campbell, grocer, Vancouver, has sold to J. A. Brewis.

J. M. Porter, grocer, Vancouver, has sold to Macaulay Bros.

Daniel Stamper has opened a wholesale grocery, fruit and confectionery business in Moose Jaw.

An Education to Counteract Ordering by Mail

Arguments Merchants May Use To Protect Business In The Home Town—To The Interest Of Consumers To Purchase From Stores In Their Own Community.

By M. Moyer.

In defending the rights of the retail merchants against the encroachments of the unfair competition of the mail order houses, peddlers, etc. I take the ground that the only possible system to give the needed service to the people all over the world is through the wholesale houses and the retail stores. There is no other system that can give a service so satisfactory and so cheaply. If this is true people are not acting wisely and in their own interests if they support any institution which interferes with this system. That they are, however, doing otherwise to a large extent is only too true, and the question naturally arises "why do they do it?" The answer must be that either the merchants are not giving the desired service, or else the people are influenced and misled through unsound and false representation.

It cannot be admitted that the retail service generally is not adequate, because after all, the large majority of people are served to their satisfaction through the ordinary, regular and natural retail store system. The only reason for supporting these large stores is the belief that goods can be bought cheaper. While some things which are held out as baits, are frequently bought below their regular value, it is quite safe in making the statement, without fear of contradiction that no one, on the whole, has saved any money by supporting the mail-order houses instead of dealing at home. Even if they did buy certain articles a trifle cheaper that does not prove that they have saved anything. There are so many things that have to be considered, in order to arrive at a fair conclusion, and when this is done, and the circumstances are well understood the advantage of dealing away from home entirely disappears.

Proper education alone will save the situation. Honest representation of the facts counteract the incessant advertising of bargains, regardless of the principle of fair dealing between man and man. It is not all profit that appears so on the surface. For instance if a farmer sells a certain quantity of milk and receives \$1.00 for it, or he makes that same milk into butter for which he receives only 75c, that does not prove that he made 25c more by selling the milk. A part of the milk in making the butter was turned into pork and again back into the soil as plant food, so that on the whole all things being considered it paid the farmer better to make the butter.

Enhances Property Value.

Dealing at home works out the same way. Even if you did buy a little cheaper by sending your money away from

home, you would lose the value of that money from circulating among your people at home in the shape of improving your roads, schools and in increasing the value of your property. A good live town has much to do with the value of all kinds of property, and if the town is allowed to go down, because the people give the cream of their purchases to the large city stores, the property in the entire neighborhood will suffer.

This, however, is not all. Where is anybody to be found who would like to have the conveniences of the local stores taken away from them? Would it be possible for the department stores to give the people the service they need? Are they, in any way, an improvement on the regular retail methods? Certainly not. Is it, then, fair, is it honest, is it decent to expect the local stores to keep full lines of goods in stock for the convenience of the people if they do not give them the necessary support to keep them in a thriving condition? Where is the man or woman who would not feel a certain amount of guilt, and blush in shame to go into the local store for an article he or she needed but for which they would send to the city if they had time.

Would any lady, a resident in any town where her husband is earning her living, boast about doing her shopping

in the city if she understood proper and fair trade conditions.

Too Many Bargain Hunters.

The education of our people on trading has been all one sided and the drift of it is for supposed bargains, while the true spirit of trading is lost sight of. If we expect to see our country prosper we must keep our trading conditions in harmony with the best intents of our people. Bargain hunting became respectable and fashionable, but it will only remain so till the people understand the true system of trading. To send money away to mail order houses, to make millionaires and impoverish their own property and interests at home is "penny wise and pound foolish" and it is for the merchants all over the country to see that something is done to counteract the misleading influences, and inaugurate a campaign not only in the interests of the merchants and towns but for the entire community.

ITS ERIN-GO-SNACK.

Those in charge of the Drummers' Snack Club outing on July 30th and 31st, have practically completed their plans. The programmes are now in the hands of the printers and the comedians who are putting on the School-Day Skit are rehearsing regularly. The concert committee have secured the services of Bert Harvey, comedian and Jack Howard, banjoist. Erin is also preparing for the great day.

W. J. Parks, one of the Toronto travelers for Todhunter, Mitchell & Co., has gone with his wife and family to Windermere, Muskoka for a holiday.



S. T. Nishimura & Co., Montreal, recently renovated their offices and are now in possession of up-to-date quarters on St. Francois Xavier Street. The reproduction herewith of a photograph of one section of the office gives one an idea as to its convenience. At the left will be noticed the regulation revolving tea table, behind which are seen T. Kusanobu, Mr. Nishimura's manager, who is sam-

pling tea, and beside him W. H. Halford, who is watching, with a great deal of interest, the testing process. John A. Moir, one of best known brokers in eastern Canada, is sitting in a chair critically examining some Japan tea. A section of the shelves used for keeping samples is seen behind Mr. Moir. The bookkeeping and business section of the office is not shown.

ACREAGE UNDER CROP IN MANITOBA, ALBERTA AND SASKATCHEWAN				
	1908	1909	Increase	
Wheat	6,871,836 acres	7,137,500 acres	3.8	%
Oats	2,250,383 "	2,627,600 "	16.8	%
Barley	965,882 "	1,009,000 "	4.5	%
Flax	324,177 "	336,830 "	3.9	%

Look what this means to YOU!

These figures tell their own convincing story of the progress and expansion of the West. Do you not want to

SHARE IN THIS PROSPERITY?

The opportunity of doing business in the unrivalled West during the coming months was never as inviting and favorable as it is to-day.

WE WILL REPRESENT YOU, introduce, place and handle your goods in this great country. The field is not glutted and we have the experience, the insight, the facilities, the business ability and the connection.

—Consult us at once about your proposition.—

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary

Winnipeg

Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Royal Quality

Our polishes are what the name implies—of Royal Quality. You can safely recommend them to the housewife as absolutely the best Metal Polishes on the market.

Prices from

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glasco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

The Name

GUNNS

Stands for

QUALITY

in


PORK PRODUCTS COOKED MEATS BEEF

"EASIFIRST" SHORTENING
ETC.

Our business is being built up—away up—on

QUALITY

GUNNS PACKERS
LIMITED TORONTO

Every  Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

There is no Danger

in buying goods from us.

Every animal is inspected before we get it and all goods bear the mark of

GOVERNMENT INSPECTION

before we send them out.

F. W. Fearman Co.

LIMITED

Pork and Beef Packers,
HAMILTON, ONT.

Breakfast Bacon Skinned Backs Hams and Rolls Pure Lard

Finest Quality. Made from Selected Hogs.
Made under Government inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERGUS, - - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce

Hog
Comm
Colo

It was supposed in the price of months ago, but it has now risen up higher than it has now. It has live weight for Montreal market. Buyers are so they buy up the farmers not to the city ahead. It ago, that buyers to buy more of the female of time. This look unreasonable time it would situation. In will centre on Denmark will

The butter proved through have wonderful and, consequently

Since the demand for cheese, a great effect sales. The prices were to English market effect sales, which do, a slight decrease resulted. Cheese, is the age of that in eastern parts. This looks in direction, and the yellow color and not, as so richness of the know this better Toronto and where buyers cheese is made therefore, many admire in cheese

PROVISIONS selling very fast Demand from factory. Poor seller, despite made prices they usually compound, ha quantity during weeks.

Compound Lard—
Tiers, 375 lbs.
Parchment lined
Tubs, 50 lbs.
Wood pails, 20 lb
Tin pails, in case
Heavy short cut por
Selected heavy clear
Very heavy clear po
Plate beef, 100 lb
" 200 "
" 300 "

Pure lard—
Tiers, 375 lbs.
Boxes, 50 lbs., g
Tubs 50 lbs.
Pails, wood, 20 l
Tin pails, 20 lbs.
Cases, tins, 10 l
" 5
" 3
Breakfast bacon ...
Windsor bacon ...
Roll bacon ...
Prime hams ...
Hogs, live, per cwt.
dressed, per c

Produce and Provision Situation of the World

Hog Prices Still Climbing—Interest Centring on Report of Commission to Denmark—Butter Situation Improving—Less Coloring Being Used in Cheese.

It was supposed that the highest point in the price of hogs had been reached months ago, but lately it has been pushed up higher from week to week until now it has reached \$8.00 per 100 lb. live weight f.o.b. at country points. Montreal markets are still higher. Buyers are so keen to get hogs that they buy up everything in sight, giving the farmers no chance to get any quantity ahead. It was suggested not long ago, that buyers should not be allowed to buy more than a certain percentage of the female hogs for a certain length of time. This might at first glance look unreasonable, but at the same time it would greatly help the hog situation. In the meantime interest will centre on what the commission to Denmark will bring forth.

The butter situation has much improved through the recent rains, which have wonderfully helped the pasture, and, consequently, the production of butter.

Since the decline of $\frac{1}{4}$ to $\frac{1}{2}$ cent on cheese, a great many factories have effected sales. Buyers felt all along that prices were too high compared with the English market, to take chances. To effect sales, which some factories had to do, a slight drop took place and business resulted. A noticeable feature in cheese, is the fact that a large percentage of that product, especially in the eastern parts, is made without coloring. This looks like a move in the right direction, and people may learn that the yellow color in cheese is artificial and not, as so many think, the natural richness of the cheese. They evidently know this better in the east than in Toronto and western Ontario generally, where buyers still think that white cheese is made from skim milk and, therefore, minus that rich flavor they admire in cheese.

MONTREAL.

PROVISIONS—Bacon and hams are selling very freely at unchanged prices. Demand from all sections is very satisfactory. Pork continues to be a good seller, despite recent advances which have made prices a good deal higher than they usually rule. Lard, both pure and compound, has not been selling in any quantity during the past couple of weeks.

Compound Lard—	
Tierces, 375 lbs.	0 09 $\frac{1}{2}$
Parchment lined boxes, 50 lbs.	0 09 $\frac{1}{2}$
Tubs, 50 lbs.	0 10
Wood pails, 20 lbs. net.	0 10 $\frac{1}{2}$
Tin pails, in cases.	0 09 $\frac{1}{2}$
Heavy short cut pork, in bbls.	28 00
Selected heavy clear fat back pork.	29 00
Very heavy clear pork.	28 00
Plate beef, 100 lb bbls.	7 25
" 200 "	15 00
" 300 "	22 00
Pure lard—	
Tierces, 375 lbs.	0 14 $\frac{1}{2}$
Boxes, 50 lbs., grained.	0 15 $\frac{1}{2}$
Tubs 50 lbs.	0 15
Pails, wood, 20 lbs., parchment lined.	0 15 $\frac{1}{2}$
Tin pails, 20 lbs., gross.	0 15
Cases, tins, 10 lbs. each.	0 15 $\frac{1}{2}$
" 5 "	0 15 $\frac{1}{2}$
" 3 "	0 15 $\frac{1}{2}$
Breakfast bacon	0 16 $\frac{1}{2}$
Windsor bacon	0 18
Roll bacon	0 15
Prime hams	0 15 $\frac{1}{2}$
Hogs, live, per cwt.	8 75
dressed, per cwt.	9 00
	12 50

BUTTER—Prices in the country last Saturday were quite stiff, one or two buyers desiring butter and forcing the price, so that other purchasers had to come up or do without. As a result, quotations this week, while not any higher locally, are very firm. As much as 22c and 22 $\frac{1}{4}$ c was asked in the country, while it was generally felt that purchases should have been made under 22c. Receipts of butter last week amounted to 17,763 packages, against 23,772 packages same week 1908. Receipts so far this season amount to 158,218 packages, against 172,212 packages same period last year. Exports last week were 326 packages, bringing the total exports for the season up to 1,690 packages, against 37,284 packages shipped during the same time last year. These figures illustrate the export situation very aptly. Prices have ruled altogether too high to permit of any export trade to speak of.

Creamery, solids, lb.	0 23
Creamery prints	0 23 $\frac{1}{2}$
Dairy, tubs, lb.	0 17 0 18

CHEESE—No change worth mentioning has occurred in the cheese market. Prices continue to rule steady. Receipts last week were 91,110 boxes, against 102,034 boxes same week a year ago. Total receipts amount to 674,540 boxes, as against 678,030 boxes same period 1908. Exports last week were 100,257 boxes, against 73,362 boxes same week last year. Total exports amount to 543,563 boxes, against 533,533 boxes same period 1908.

Cheese, large	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
" twins	0 12 $\frac{1}{2}$	0 13
" small, 20 lbs.	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Old cheese, large	0 15	0 16

EGGS—Hot weather is affecting the quality and quantity of fresh eggs, and, as a result higher prices rule, in the country and in the city. In the country 17 $\frac{1}{2}$ c and 18c have been the ruling figures. Selects and No. 1 have advanced 1c since last week. Receipts of eggs last week amounted to 4,884 cases, against 4,041 cases same week last year. This makes total receipts 110,295 cases, against 114,923 cases for the same period 1908.

Selects, dozen	0 24
No. 1, dozen	0 21 0 22
No. 2, dozen	0 15 0 16

HONEY—Prospects this week are that the crop of clover honey will be fairly large. No change in prices has been made.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins.	0 10 0 11

TORONTO.

PROVISIONS—Slowly but surely prices are climbing higher and higher, with a quarter of a cent here and a half a cent there almost unnoticed, yet it means much to the entire consuming public in the year's expense of living. It

will be noticed that again this week a number of lines are put a trifle higher. This is owing to the fact that hogs are again about 25c per 100 lbs. higher.

Long clear bacon, per lb.	0 13 $\frac{1}{2}$	0 14
Smoked breakfast bacon, per lb.	0 16	0 17
Roll bacon, per lb.	0 13	
Light hams, per lb.	0 15 $\frac{1}{2}$	0 16
Medium hams, per lb.	0 15	0 15 $\frac{1}{2}$
Large hams, per lb.	0 13 $\frac{1}{2}$	0 14
Shoulder hams, per lb.	0 12	0 12 $\frac{1}{2}$
Backs, plain, per lb.	0 17	0 17 $\frac{1}{2}$
" pea meal.	0 17 $\frac{1}{2}$	0 18
Heavy mess pork, per bbl.	23 00	23 50
Short cut, per bbl.	25 00	
Lard, tierces, per lb.	0 14 $\frac{1}{2}$	
" tubs	0 14 $\frac{1}{2}$	
" pails	0 14 $\frac{1}{2}$	
" compounds, per lb.	0 10	0 11 $\frac{1}{2}$
Live hogs, f.o.b.	8 00	

BUTTER—The recent rains relieved the anxiety and saved the situation of the butter market. The drought was becoming serious, which threatened the production of butter, and caused some feeling of anxiety to lay in stock, as a supply for the "lean" days, but the improved pasture has removed that, and the feeling is settled and the market has lost its keenness. Creamery in quantities can be bought a little cheaper, and about 2c to 3c lower than last year at this time.

Fresh creamery print	Per lb.
" " "	0 23 0 24
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE—Old cheese is nearly all sold, and what is left is held firmly at the highest point. This does not, however, come in competition with the new cheese, as some customers always will have old cheese at an price. New cheese, on the whole, is from $\frac{1}{4}$ c to $\frac{1}{2}$ c lower, and a considerable quantity has changed hands.

Cheese, large, prime, old	0 14 $\frac{1}{2}$
" twins	0 14 $\frac{1}{2}$
" new	0 12 $\frac{1}{2}$ 0 12 $\frac{1}{2}$

EGGS—Eggs are scarce, with hardly enough coming in to supply the everyday wants. This, however, is a usual thing at this time of the year, and the reason is that a good many farmers pen up their hens to keep them from destroying the grains around the buildings. After harvest they will again have the freedom they demand in order to do their best work.

Fresh eggs	0 22
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POULTRY—The poultry trade is quiet, and somewhat between seasons. Spring chickens and ducks are coming in, but the class of people who are able to buy them are largely away from the city. Only the best hotels and the high-class customers buy them.

Early spring chicken, alive, per lb.	0 20
Young chicken, dressed, per lb.	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 17

HONEY—New honey begins to move, but there is no settled price arrived at yet. The yield this year is supposed to be above the average. The quality also is said to be good. The price will likely be from 9c to 10c for lots.

A cheese has recently been shipped from Utica, N.Y., to Chicago, weighing 1,950 pounds and it is supposed to be the largest ever made. It took about 10 tons of milk to produce it.

Evolution of Present Indian Trading Methods

Merchant of Hartford, Ont., Tells of Past and Present Systems of Buying By The Taciturn Race—Ready Spenders of Their Money—Use Better Quality of Foods Than Formerly—Trading Used To Be Done In Wood, Barrels and Baskets.

By R. J. Thomas.

The first question from an outsider is, "You don't trust them do you?" Well that depends a lot on the Indian; some of them are good for ten dollars, and some we make the limit ten cents. Sometimes it depends on how you feel yourself. Often times we have them come in and ask for credit, and when we refuse, they pull out the money and go on trading. Now and then we find one that makes a business of getting credit, and then refusing to pay. But here nearly all that receive credit are hard up and are not working, because they can't get the work.

As customers they are a good people near whom to have a store. With us they give a big half of the turnover, and we cater to their trade as much as we do the whites.

When our store was first opened about 50 years ago, money was scarce with them, and their trading was done with stove wood, cord wood, staves for barrels, baskets of all kinds, corn mats, straw hats, etc. Some of them made maple syrup too and it was the old fashioned kind, with the woody flavor.

Since then the timber has nearly all been cleared off and for the baskets that are made now, logs have to be procured from the whites. The straw hats has been superseded by the factory hat, of which they are large buyers.

Are Rapid Spenders.

In the early days the men were in good demand from the whites to cut wood, and in the summer to work in the harvest. This gave them some ready money, of which they were ready spenders.

The wood cutting they get now is generally from a distance, sometimes as far as 50 or 60 miles away. They also go away for a long time during the summer to work at berry picking and later on in the canning factories.

These trips one would think would have its effect on our business, but they are great people to come home often, and of course they bring some money. Often the men go away working and send the money home to the family, and as this is their post office, we have the paying of the postal notes, etc., and we generally get a share of the money before they leave.

When trading at the store, they are never in a hurry, and we can wait on two or three at once. They like to sit down and visit with one another, and talk over the prospect of the big money (Grand River Navigation Co.) coming as well as the chances of doing away with the chiefs and putting in an elective council.

There are also good farmers among them now, and to take a drive through the reserve, you would find just as nice farms and buildings as there are on the land of the whites. They have good schools and in all the families there are some who can read. We are now sending our advertising to about 200 families who are our customers.

In years past the dry-goods trade with them was mostly in blankets, high colors in dress goods, shawls and cheap "wineys". In groceries, it was tobacco, pork and flour. The clerks had to have a smattering of their languages to deal with them, and that meant to know a little of Mohawk, Tuscarora and Cayuga. Now it is doubtful if one can find an Indian who cannot talk or understand English.

They are being educated in other ways as well as in learning. The going away to other towns, working in the canning factories, and observing the dress and customs of people help them in their education. We can notice this very much when they come back. It is also making a difference in the stock we carry, and we have to watch the trend of dress and keep up with the changes.

They are frequent buyers of groceries, as they cannot buy a large amount at a time as they have no place to keep it. But even this is being overcome, as they are building new houses with cellar equipments.

Goods They are Buying.

The land they occupy consists of 49,696 acres and the population is 5,060 according to their pay list.

The groceries they buy largely are flour and pork. They are not very fond of beef, but at the high prices that prevail for pork at present they are using beef more than usual. Canned goods is one of the articles that is a good seller, as well as jams, salmon. Patent medicines come in too for a big share of the trade. There is a great deal of sickness among them and this makes the demand.

Our shoe trade is one of our good departments, as they are very particular about their feet in some ways. Like the Chinese they want them to look small.

They draw their annuities or interest money twice a year—in April and in October—and this is a special "draw" for us as well. We always make special arrangements for this time and try and have the stock as full as possible. It comes in the right time too as then we are getting the seasonable things on.

In earlier times the call was all for cheap goods, the cheaper the better. Now the Indians want as good as any-

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof
Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

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.

Choice Haricot White Beans

f.o.b. Marseilles, France.

at very attractive prices for direct shipment.

W. H. ESCOTT
BROKER
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season.
Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

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

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Royal Yeast Cakes.



Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry
Hop Yeast.



Highest Honors
at all Expositions.

ESTABLISHED 1852.

Beans Have Doubled in Price

during the past few years, as every dealer knows.

This has made the slight increase in cost of

CLARK'S Pork and Beans

necessary. Farmers and others understand this and the sale of these goods will go on just as freely as ever.

ONLY EXPLAIN TO THE CUSTOMER who does not understand WHY the price has been increased.

William Clark

MONTREAL



Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

How to achieve a permanent success in the grocery business!

Study the best interests of YOUR customers—study their convenience as well. *That* makes for lasting success. Every time you sell a woman a dozen

SCHRAM AUTOMATIC SEALERS

you are clinching her trade for keeps and creating a favorable impression among her friends. Women *will* talk. They *do* talk about the perfection of "Schram" fruit and vegetable jars. The "Schram" is the only perfect fruit jar on the market. The scientific construction of the "Schram" cap creates a vacuum in the top of the jar, thereby eliminating the possibility of spoiled preserves.

 Sell the jar that stays sealed. 

Schram Automatic Sealer Company

Waterloo, Canada

body, and are willing to pay the price. In a way it has been done by ourselves in educating them to buy better goods, and partly due to the high prices that have been prevailing for a while back.

We have the post office and where a few years ago one box for the papers and one for the letters was sufficient, now we have a general delivery for the letters and two large ones for the papers, as well as quite a number of private boxes.

It is hard to wait on them in showing goods in some ways, as all you can do is to lay out the goods and let them take

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, \$1,500,000

Offices Throughout the Civilized World

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

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

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

CALGARY, ALTA.
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OTTAWA, ONT.
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QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. C. IRVING, General Manager
Western Canada, Toronto

TO WHOLESALE TRADE:—

Buy your

Whole Spices,
Coffees,
Sardines, etc.,

from

H. COLLINGS & Co.

16 Philpot Lane, E.C.
LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right. Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
KINGSTON, Mr. C. de Carteret.
TORONTO, Mr. James Haywood.
HAMILTON, Messrs. John W. Bickle
& Greening.
LONDON, Mr. Geo. H. Gillespie.
WINNIPEG, Mr. W. H. Escott.

Established 1856

their pick. It is a splendid place to teach a new clerk patience, and we have turned out a number of good ones.

FRAUDS IN THE GROCERY TRADE.

Beneath the term "trade customs" there lie frauds which appear to be growing at a rate which has drifted into a condition of absolute dishonesty in the grocery business. Starting in a mild way these customs have grown until there seems to be no limit as to where they will end and they have been used to such an extent as to completely demoralize the business in more ways than one.

Calling a spade a spade may be somewhat unpleasant to some folks, but they need to have the truth told them to bring them to a realization of their misdeeds.

Billing a package of mackerel as containing a certain number of fish and then putting in 20 p.c. less and laying it to "trade custom" and saying "nobody expects full count" is bad business and leads to temptation to increase the shortage, soothing the conscience by telling yourself that it is just what the others do.

Such practices cover a great many articles in the grocery trade and are

directly responsible for the demand on the part of those interested in pure food laws that the net contents be labeled on the package.—New York Journal of Commerce.

ANNUAL COMPLIMENTARY PICNIC.

Prospect Park, Oshawa, Ont., was the stamping ground for the employees and their families of E. W. Gillette Co., Limited, Toronto, on Friday of last week. The Grand Trunk ran a special which consisted of some five coaches, and from Oshawa Junction the picnickers were carried out to the park by electric cars. Wm. Dobie, president of the company, was present and kept an eye on the various movements of the crowd. He presented the prizes to the winners in the baseball match and in the sports. The Office and Factory turned out the opposing teams in the ball game and with the former winners by the score of 6 to 5. The victory on the banner of the Office nine was due principally to the brilliancy of George Hepburn, the captain, who held down third sack. Dinner and supper were served in the pavillion by an Oshawa caterer and a Toronto orchestra supplied music during the day.

It was the annual complimentary excursion from company to employees and it was among the best.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain
House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal
Agents.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited

SALT
MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

KEEP POSTED ON SUGAR

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

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

EPPS'S

GRATEFUL AND
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

NUTRITIOUS AND
ECONOMICAL

COCOA

Some Grocers have decided that it is not good business to import Fancy Biscuits

They do not question the quality of Fancy European lines---before shipment. But, they know that a long sea voyage depreciates the flavor of any food stuffs. Besides, it ties up cash in considerable quantities placing long orders months ahead. That's how they argue the point. They stock

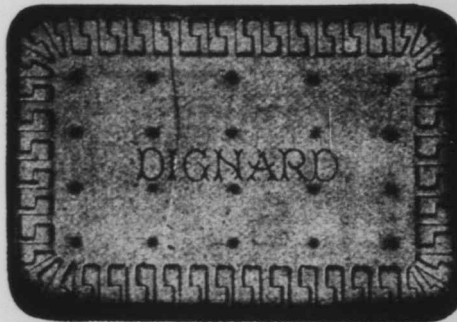
CHRISTIE FANCY BISCUITS

because Christie's are immensely superior in *Quality, Purity, Nutriment* and lasting *Goodness* to any fancy lines baked on this continent. Our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, et cetera, are equal in every quality that makes for biscuit perfection to the best fancy lines in the old lands. Then our fancy goods have the merit of freshness. You can get them when you want them.

N.B.—Our latest fancy lines "Madeira Mixed" and "Cherry Rings" are the delight of biscuit connoisseurs.

Christie, Brown & Co., Limited, Toronto

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURER
MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—50. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

Haven't you dozens of customers, now making their own cake icing, whom you could easily induce to try

Cowan's

Cake Icings



Once they find out how easy these icings are to use, and how thoroughly satisfactory, you will get plenty of repeat orders from them.

The Cowan Co., Ltd.
Toronto

Carveth & Company

Manufacturers' Agents
and Importers
Sole Agents for Canada for

The Swiss Frey Chocolate Company, Limited

MILK AND NUT CHOCOLATE SPECIALTIES


ALSO

Sultan Brand

Genuine

Turkish Delight

600 LINDSAY BUILDING, MONTREAL

By Royal  Letters Patent

NELSON'S

POWDERED GEATLINE

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

NELSON'S


Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

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

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:
J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
Arthur M. Loucks Ottawa R. G. Bedlington Calgary

Flour,

With the
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others.
Winter wheat p
straight rollers.
Extra, 100.
Royal Household
Genora, 100.
Manitoba spring
strong
Five Roses, 100.
Harvest Queen,
FEED—
is slow.
Ontario bran, 10
Manitoba shorts
bran,
Manitoba, mill
straight
Feed flour, 98.0

FLOUR—
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The busin
Millers, as
little as p
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Flour, Cereals and Confectionery Department

Millers Awaiting More Definite Information On Crops Before Making Their Calculations—Cereal Market Easier With Decline In Montreal—Confectionery Selling Well.

With the present high price of wheat, with the prospects of a great crop in sight and with the anticipations of lower prices, millers are all working down their stocks as low as possible, which almost approaches a standstill. If nothing happens to the crop, wheat will be in abundance and prices will likely drop and perhaps the bakers will again let us have our pies and pastry at the old prices.

Ontario fall wheat is said to be an exceptionally heavy crop, which is so far advanced, that it is almost assured. It is the general opinion, that farmers will rush their wheat on the market as soon as they have it ready which all has something to do with millers making their calculations in reducing their stocks. Oats also are about 5 cents lower and the market is generally easier in cereals.

Reports indicate that the trade is doing an exceptionally good business in confectionery, due to the improved system of handling it. The show-case has done considerable to bring this about.

MONTREAL.

FLOUR—A fair business is being done at old prices. The general feeling of dullness which characterizes business is making itself felt in this line as in others.

Winter wheat patents, bbl.	6 80	6 85
Straight rollers, bbl.	6 50	6 60
Extra, bbl.	6 00	6 10
Royal Household, bbl.	6 30	
Glenn, bbl.	5 80	
Manitoba spring wheat patents, bbl.	6 30	
" strong bakers, bbl.	5 80	
Two Roses, bbl.	6 30	
Harvest Queen, bbl.	5 80	

FEED—Old prices still rule. Business is slow.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	23 00
Monthly, milled, per ton	28 00
" straight grained, per ton	29 00
Feed flour, 98-lb. bag	1 55

ROLLED OATS—An easier feeling in oats has resulted in a decline in the manufactured, 10c on bags, and 20c on barrels. Little business is being done.

Fine oatmeal, bags	3 15
Standard oatmeal, bags	3 15
Granulated "	3 15
Gold dust cornmeal, 98-lb. bags	2 10
Blended cornmeal, 100-bags	1 85
White cornmeal	2 05
Roller oats, bags	2 80
" barrels	5 85

TORONTO.

FLOUR—The flour market is inactive. While there is a much easier feeling, prices however, have not changed. The business is from hand to mouth. Millers, as a rule, are trying to do as little as possible until they can base their calculation with greater certainty

on the new crop. In the meantime, grocers, for their own interests, should buy lightly and carry small stocks in their stores.

Manitoba Wheat.	
1st Patent	6 20 6 40
2nd Patent	5 90 6 10
Strong bakers	5 70 5 90
Winter Wheat.	
Straight roller	6 20
Patents	6 40
Blended	6 00

CEREALS—There is still nothing of any consequence to report in this line. Markets are steady and dealers are cautious.

Roller wheat, car load	3 50
" oats	2 75
Oatmeal, car load	3 00
Roller wheat in barrels, 100-lbs	3 70
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	3 20

TOOK A DAY OFF.

The annual outing of the Quaker Oats Co.'s employes, Peterboro, Ont., was held at South Beach Park, Clear Lake, on Saturday, July 10. In spite of rain the day was enjoyably spent and included a lengthy programme of sports on land and water. About 450 were in attendance, and few smiles were worn off.

Courtesy is invaluable as part of your stock-in-trade. Customers appreciate it and will call again where they get it.

THE TRUE SERVICE.

By Elbert Hubbard.

If you work for a man, in heaven's name work for him. If he pays wages that supply you your bread and butter, work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents. I think if I worked for a man I would work for him. I would not work for him a part of his time, but all of his time. I would give an undivided service or none. If put to the pinch, an ounce of loyalty is worth a pound of cleverness. If you must vilify, condemn and eternally disparage why, resign your position, and when you are outside, damn to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution—not that—but when you disparage the concern of which you are a part, you disparage yourself. And don't forget—"I forgot" won't do in business.



Uniformity
Quality
Purity
3 in 1

That is what you get in every box of the goods you see represented at the top of this column. There is never the slightest variation in them. We exercise the utmost care and precision in baking and use only the best ingredients.

Are you carrying these Goods?

The Mooney
Biscuit & Candy Co.
STRATFORD, ONT.



COX'S
GELATINE

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

Canadian Agents
C. E. Colson & Son, Montreal
D. Mason & Co., "
A.P. Tippet & Co., "
J. & G. Cox, Ltd.
Gorgie Mills
EDMONTON.

It stands to Reason

that a chocolate which has been on the market for 25 years continuously must be a winner. That's why we are so sure our famous

"BORDO"

(REGISTERED)

Chocolate

will pay you if you stock it and make it the leader in your confectionery department.

Consistent quality and a large profit to the Grocer are the two chief reasons for the continued success of our "Bordo" Chocolate.

We cannot

make a claim for our product so strong that the goods won't back it up.

You cannot

know the true meaning of quality until you have tried them.

SHARE OUR SUCCESS

The Montreal Biscuit

Company, "The Originators"

MONTREAL

Some Facts About Milk that Grocers Should Know

Lecturer On The Meat Industry In The Agricultural College, Edinburgh, Points Out Effects Of Pasteurization And What It Means—Percentage Of That Produced In United Kingdom Used For Butter And Cheese.

Edinburg, Scotland, July 17.—A lecture on the subject of the milk supply was delivered at Catlin's Arcadia, Scarborough, by London M. Douglas, of Edinburg.

The lecture was illustrated by means of a large number of lantern slides, illustrating various aspects of the question and an interesting demonstration was also given of the contents of the milk, each constituent being shown in a separate bottle, which is a graphic way of demonstrating how the lactic fluid is built up.

The lecturer pointed out how important the milk supply was as a factor in the health of the nation and how the intimate study of the question had only begun within the last quarter of a century. During that period, however, a large literature had grown up in connection with the subject in all civilized countries and many difficult problems had presented themselves in connection with the original researches which had been made. Although at the present day, we know a good deal about milk, there were yet many things which were unexplained. The article which was spoken of in connection with the milk supply was cows milk and it was estimated that 1,723 million gallons were produced in the United Kingdom, of which 620 million gallons were consumed as milk, the remainder being utilized for butter and cheese. The consumption worked out to 15 gallons per head of the population, which however, was behind the United States of America, where 25½ gallons per head of the population were consumed. In order to get this quantity, we required a stock of a little over 4½ million cows and these were valued at £40,000,000 sterling, showing how gigantic an industry dairying was in the United Kingdom.

The lecturer proceeded to describe the physical properties of milk and mentioned that one single drop contained many millions of the fine fatty globules which constituted cream and those globules were so finely divided that it was stated that if a person attempted to count them, it would take him ten years, provided he counted 100 per minute and worked for six days in every week.

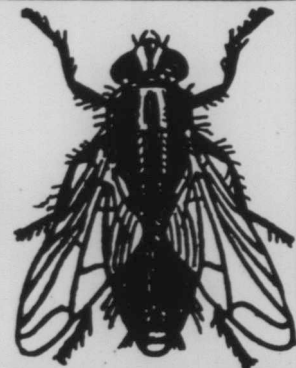
The various breeds of cows were touched upon and it was shown that the Dutch breed had so far excelled all others in producing, a cow which gave for one year a total of 2,743 gallons, which is rather more than six times the quantity given by the average cow in the United Kingdom. The sensitiveness of milk to odors and germs of disease, was then touched upon and the necessity for cleanliness and hygienic conditions was urged. Cleanly conditions were absolutely necessary to a wholesome milk supply. Tuberculosis was the principal disease which had to be dreaded in milk, and it was shown how this micro-organism could be injected into the system in a very simple way, through the milk supply, and it was one of the principal objects of the Milk and Dairies Bill, which had been recently issued, to try and prevent the spread of disease from tuberculosis. All diseases which could be milk-borne could, however, be controlled by means of heat and this was called pasteurization. It meant the total destruction of pathogenic or disease producing germs in the milk. The average temperature used in pasteurization or heating the milk, was 176 degrees F. at which figure tuberculous germs were totally destroyed, and all of the ordinary disease germs also.

The apparatus in connection with the application of pasteurization was extremely ingenious and was fully illustrated and described. It had now become universal throughout the dairying industry, and it was therefore a splendid thing for the milk consumers, that they could rely upon the milk which they took, being thus rendered wholesome and free from any hidden danger. It had been said that the pasteurizing process was disadvantageous, as it produced carelessness on the farm and also that it affected the digestive properties in the milk, but these objections were only of a minor character. The only real objection was that the pasteurizing process increased the cost.

WILSON'S FLY PADS

Annual sale many times larger than all other Fly Poisons combined.

RETAILERS' PROFIT VERY LARGE.



COMPETITION AND COMPARISON

Price competition, you say?

Why, the *good* salesman courts *that* sort of competition, because it means comparison before the sale---*contrast*.

Knowing FIVE ROSES as *you* can know it—if *you want*, you can show up prominently the *exclusive* selling features of good flour in sharp contrast with the “other fellow’s” goods milled on a price basis alone.

Competition means comparison, and *nothing is truly valuable except by comparison*.

Then it is that *your* customer sees the vital difference and wants FIVE ROSES more than she wants the money which the price represents; no longer sees *price* alone—but beyond price, *results*.

Having in her mind’s eye the golden dome of crisp, well-piled loaves, the FIVE ROSES aroma from the oven, the hungry faces around the board, the palatable pastries unailing,—which gets *her* order, cheap flour or FIVE ROSES? Draw your own conclusion—we have ours.

Lay it down as a maxim that in flour milling, as elsewhere, quality varies in the same ratio as price—*the lower the price the lower the quality*.

The FIVE ROSES customers are *good* customers—you are selling so as to sell again, to please her and attract her friends.

You gain trebly: the Immediate Profit—the Future Profit—the better strength for to-morrow.

You are building a FIVE ROSES quality market, a *cumulative* market which no salesman can take away from *you* when he goes into business for himself or is lured away by the “store across the street.”

Remember, it is *necessary* above all other things that the excellency of *your* goods be at least equal to that of *your competitor’s*, and if you wish to corner the good trade, *do not let* competition defeat you in the race for supremacy by handling the *successful* article while *you* struggle along with the disappointing makeshift.

Business is going to be awfully poor—if *you make it so*. You are the public’s buyer. Serve them well and they will increase *your* earnings by increased business. FIVE ROSES means *right* service—why not FIVE ROSES?

Lake of the Woods Milling Co., Limited

MONTREAL, TORONTO, OTTAWA, LONDON, ST. JOHN, KEEWATIN, WINNIPEG, VANCOUVER.

WHAT OTHERS ARE DOING.

Nearly all the grocers in England belong to grocers' associations and as they meet regularly a wide range of subjects are handled.

The Newport Grocers' Association at its last meeting took up the question of curtailment of credits. In reporting the meeting the Grocers' Journal of London says: A communication was read from the Bristol Provision Traders' Association, and the South Wales and Cardiff Provisions Traders' Association, suggesting that a circular should be issued by the wholesale firms to the retailers with a view to the curtailment of credit, should, unfortunately, the coal strike in South Wales become a reality. The members of these associations were anxious to have the views of retailers on the point.—Mr. T. Cordey was of opinion that the circular would assist the smaller men in the trade, as they would be able to show it to their customers, and it would be an excuse for them not to give credit. He saw no reason why they, as retailers' associations, should not support the movement.—The chairman, however, questioned whether the association would be justified in shortening the credit of members of that association, as, while the coal strike would affect grocers in the dock district, it would not affect to such a great extent those traders who lived in other parts of the town.—Mr. Joseph Watkins did not see why they, as retailers, should suggest anything which would be in the character of a whip for their own backs. The wholesale merchants, it seemed to him, were endeavoring to evade their own responsibility by putting the risk on the shoulders of the retailers. If they supported the project they would only be playing into the hands of the co-operative stores, and would thus be putting another nail into the coffin of the private trader.—Mr. Cordey said the object of the wholesale firms was to protect those who were not in a position to help themselves. It would prove a great help to hundreds of small grocers in South Wales and Monmouthshire to be able to show the circular to their customers. It would, however, not affect men in a larger way of business. With regard to himself, he should adopt exactly the same plan as he did on the occasion of the last coal strike, as he found it to work satisfactorily. But the circular would prevent small grocers giving away earnings of perhaps ten or fifteen years, as the result of giving credit during a strike.—Mr. A. Jenkins disagreed with the last speaker. If the suggestion was adopted the only effect would be to crush scores of small traders in the event of a strike, because the terms of credit made all the difference to them.—Mr. Watkins remarked that he did not know there was any sentiment about wholesalers, who were quite capable of looking after their own interests. There was a desire to reduce the terms of credit from two months to 14 days.—Mr. E. Matthews thought the circular might help smaller traders in the giving of credit. The chairman pointed out that

the association must be careful in a matter of that kind. They could not very well tie the hands of absent members.—Mr. Cordey said it would be quite optional for individual traders, even if they supported the wholesalers.—Eventually, a proposition that the association allow the communication to lie on the table was carried by seven votes to two, in favor of an amendment that the movement be supported.

The Ashton-Under-Lyne and District Grocers' Association, England, evidently has trouble with millers selling to others than the retail trade. At a session held recently the secretary reported that at the last meeting some complaints were lodged regarding a certain firm of millers, whom he had since written, and had received a reply to the effect that the statement, which was made with regard to their supplying one sack and half-sacks of flour was entirely untrue, as they only supplied shopkeepers.—The president pointed out that the firm did not deny the statement that they supplied the very small shopkeepers. That was the point in dispute, and therefore the letter did not alter the facts of the case.

The Nottingham Grocers' Association, England, has a benevolent fund to which it gives considerable attention. At the last meeting it resolved to bring the claims of the fund to the notice of the trade with more urgency and frequency than in the past. The president remarked that he thought the association ought, and could, do a great deal more for the benevolent fund, and he hoped that such would be the case.

Fixing the market price of butter and eggs was a problem before the Willingborough and District Grocers' Association. A lengthy discussion took place and eventually it was decided that the emergency committee should confer each week on the evening preceding the market as to the prices of eggs and butter.—On the motion, it was carried that the

retail of best fresh butter should be 2d. per lb. over the market price.

**Tell Your Customers
That :**

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

*When cut never dries up or
becomes hard. The leaves
are so firmly packed that the
plug remains fresh and moist*

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

**Every Progressive Grocer handles
PICHET TEA BISCUITS**

as well as every First Class Hotel and Leading
Tobacconist handles the Famous Imported

**Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.**

No equal value on the market for the money.

**JOS. COTE, Importer, Sole Agent,
186-188 St. Paul St. Branch—179 St. Joseph St.
QUEBEC**

Tel. Up 2076

Tel. East 5964

**YOUNG'S PATENT PIPE
in Seven Shapes**

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



"Canada's Best" New white soap

Enterprising dealers are finding that "Canada's Best"—the **New white** bar—sells far easier than **yellow** laundry soap and are sending in good orders.

"Canada's Best" washes clothes cleaner and whiter. Unequaled for engineers', printers' and factory employees' use. With astonishing ease it removes grease, oil, printers' ink, black lead, all kinds of factory dirt and dust.

Grocers tell us they never knew of a soap to cause such a "stir" as the **New white** bar is doing. Sales records being broken every day. Just you write for further particulars and prices.



United Soap Co.

BRANTFORD, CANADA

"7-20-4"

Easy to remember for 2 reasons

The **NAME**—quickly thought of
The **QUALITY**—always lingers

Our Guarantee

"S. C. Co."

Stamped on
every cigar.

You cannot go astray
with this line.

THE

Sherbrooke Cigar Co.

Sherbrooke : : : Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Canadian Fruit, Vegetable and Fish Markets

Cherries and Raspberries The Important Fresh Fruits This Week—Good Crops and Quality is Good—New Potatoes Coming Freely on the Market—Fish Market Keeping Up to the Front.

RASPBERRIES

are now on the market. Next week should see quantities arriving.

STRAWBERRIES will soon be over.

CHERRIES continue in large supply.

CANADIAN CUCUMBERS, TOMATOES and **BEANS** now arriving.

GOOSEBERRIES, RED CURRANTS.

Place your orders with the largest receivers

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Full Lines California Fruits
ORANGES, LEMONS, WATERMELONS,
CANTELOUPE

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

No Doubt

St. Nicholas
Home Guard

VERDELLIS
are the best on the market
to-day.

AGENT:
J. J. McCabe
32 CHURCH ST.
TORONTO

MONTREAL.

GREEN FRUITS—An easier feeling is noticeable in oranges this week, prices being lower for California navels. Mexican and Messina. Sales are very satisfactory, although a spell of cool weather did not increase demand for this line, nor for lemons. The price of the latter has not changed, the market being firm, but steady. Florida pineapples are selling at higher figures. Pears are more plentiful and are lower than they were a week ago. Californian fruits still claim the greatest amount of attention. All varieties are now beginning to arrive in quantity. Blueberries and raspberries are on the market, supplies being larger every day. A few gooseberries are seen this week, too. The latter two lines are not generally quoted, being too high as yet, owing to scant supplies, to interest the trade very much.

Apricots, California, per crate	1 75
Apples, Spies, XXX, bbl	7 00
Ben Davis, XXX, bbl	6 50
Bananas crated, bunch	1 25
Blueberries, 6-qt. box	1 10
Cherries, California, black, per box	2 00
" " white, " "	2 00
Cantaloupes, Georgia, crate	4 50
California, crate of 45	5 00
Cranberries, per crate	5 00
Cocanuts, bag	4 00
Grape fruit, per box	4 00
Lemons, box	2 75
Limes, per box	1 00
Oranges, California navels	3 00
" " bloods	4 25
" " late Valencias	3 75
" " Valencias	4 50
" " Mexican	2 50
" " Sorrento	2 50
" " Messina Ovals, half boxes	1 50
Peaches, California, box	1 25
" " Georgia, per crate	4 00
Pineapples, Florida, crate	4 25
Plums, California, per crate	1 50
Pears, California, (Bartlett) per box	3 00
Strawberries, Canadian, per basket	0 05
Watermelons, each	0 40

VEGETABLES—New potatoes are beginning to come in freely now, and lower prices are being quoted every day or two. Good, large bunches of beets are on sale this week, being of much better size than has previously been offered. American beans are done, Canadian now holding the interest of the trade. Prices are reasonable. No more cabbage is received from the south, local being plentiful. Hot-house tomatoes are offered to grocers having a select trade, at 20c a lb. No other dealers are able to touch them at such a price. Jersey tomatoes are obtainable at \$2.25 a crate. Montreal tomatoes are expected within ten days. Prices will drop when they make their appearance.

Beets, old, bag	1 25
" new, dozen bunches	1 50
Carrots, new, dozen bunches	1 50
" old, bag	2 00
Cabbage, dozen	1 25
Celery, dozen	3 50
Cauliflowers, dozen	2 00
Cucumbers, dozen	0 30
Green peppers, crate	3 00
Horse radish, lb	0 15
Lettuce, dozen	0 15
Leeks, dozen	1 50
Mushrooms, lb	0 50
Onions, large, lb	0 02
" Egyptian, 112-lb. bag, lb	0 03
Potatoes, new, American, bbl	3 50
" Montreal, bbl	3 00
" New Brunswick, bag	1 15
" P.E.I., bag	1 10

Parsley, dozen	0 50
Peas, Canadian, 20 lb. bag	0 75
Parsnips, bag	1 25
Sage, dozen	0 60
Savory, dozen	0 75
Spinach, Canadian, box	0 40
String beans, bag	0 75
Shallots, dozen bunches	0 05
Tomatoes, Illinois, small flats	1 00
" hot-house, lb	0 20
" Jersey, crate	2 25
Turnips, bag	0 60
" new, bunch	0 15
Watercress, dozen	0 25

FISH—Bluefish is quoted this week, dealers asking 12c lb. for the line. Mackerel is becoming more and more scarce, and another advance has occurred. Grass pike, too, is higher. Salmon is in small supply receipts showing a falling off almost daily. Lake trout are in good demand at old figures, while considerable trade is passing in whitefish. Sales of halibut are frequent. Frozen stock is obtainable in place of several lines of fresh fish which are scarce. Other lines than fresh and frozen fish are dull.

FRESH

Haddock, shore, per lb	0 04
Steak cod, per lb	0 05
Grass pike, per lb	0 08
Halibut, per lb	0 09
Dore, per lb	0 12
Mackerel, per lb	0 10
Sea trout, per lb	0 10
Lake trout, per lb	0 10
Whitefish, per lb	0 09
Gaspé Salmon, per lb	0 16
Brook trout, per lb	0 22
Bluefish, per lb	0 12
Flounders, per lb	0 10

SMOKED

Haddies, 15 lb. box, per lb	0 08
Kipperd herring, per box	1 10
Smoked herring, small boxes, per box	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL-FISH

Choice bulk oysters, per gal	1 50
" Scalshipt oysters, per gal	1 90

FROZEN

Steak cod, per lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 10
Qualla salmon, per lb	0 09
Fall salmon, per lb	0 08
Dore, round, winter caught, per lb	0 10
Large whitefish, per lb	0 08
Small	0 06

SALTED AND PICKLED

Labrador herring, half barrel	2 80
B.C. salmon, half bbls	9 00
No. 1 mackerel, pail	2 00
No. 1 " " half bbls	8 00
Labrador sea trout, bbls	12 50
" " half bbls	6 50
Skinless cod, 100 lb. case	5 25
Salt sardines, 20 lb. pail	1 00
Boneless cod, in blocks, 5, 6, 8, 9 and 10 cents per lb.	

TORONTO.

GREEN FRUITS—Still a few strawberries are seen here and there, and in a few days more, they will be a thing of the past for this year. Raspberries and cherries are at their best and the market is loaded with them. All fruit is exceptionally good, especially the cherries. Not for many years has the quality been so excellent, as almost every cherry is perfect. The cool weather with frequent rains has also had a good effect on

the raspberries
lot of blueberries
on the green

Apples, Spies, Cal. Val.
Oranges, Cal. Val.
Lemons, Verdell
California
Bananas, per half
Cherries, Canadian
strawberries, per
Raspberries, Cal.
Peaches, Cal.
Apricots, Cal.
Plums, Cal.
Pears, Cal.
gooseberries, per
blueberries, per

VEGETABLES

some new
make their
any excuse
of the market
cabbage and
hold fight
to the establish
gain preference
quantities of
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\$3.00. Imp
a barrel, a
them at 5
\$1.00 for a
dian farmer
successful
earlier from
tainly up to

Potatoes, Ontario
" Tenne
" Canad
Onions, Canada
" Bermud
" Egyptian
Tomatoes, Dela
" Cana
Carrots, per bag
" new, pe
Cabbage, Canad
Turnips, per do
Radishes, per doz
Lettuce, per doz
Green peppers, p
Cucumbers, per
Asparagus, per l
Green onions, pe
Rhubarb, per
Beans, green, per
" wax, per

RASPBERRIES

This
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Red
Can

Wire,
Stev
Ship
H

the raspberries, which are fine. The first lot of blueberries arrived, but they are on the green side.

Apples, Spies	8 00
Oranges, Cal. Valencia	3 25 3 50
Cal. navels	3 00 3 50
Lemons, Verdelli	5 50
California	6 00 7 00
Bananas	1 75 2 25
Cherries, Canadian, per basket	0 60 0 85
per half basket	0 50
Carrots, red, can.	0 40 0 60
Strawberries	0 04 0 07
Raspberries	0 11 0 13
Peaches, Cal.	1 50 1 75
Apricots, Cal.	1 25 1 50
Plums, Cal.	1 50 2 00
Pears, Cal.	3 00 3 25
Blueberries, per basket	0 75
per basket	1 25

VEGETABLES—Week after week some new lines of Canadian vegetables make their appearance, which without any excuse crowd the imported goods out of the market. New potatoes, tomatoes, cabbage and cucumbers are making a bold fight but they have to settle down to the established prices before they will gain preference with the buyers. Large quantities of Delaware tomatoes in bushel boxes are on the market which bring \$3.00. Imported new potatoes are \$3.35 a barrel, and Canadians are close after them at 50c a basket which is about \$4.00 for an "American" barrel. Canadian farmers deserve credit, for their successful efforts in producing vegetables earlier from year to year. They are certainly up to date.

Potatoes, Ontario, per bag	0 90 1 00
Tennessee, per barrel	3 50
Canadian, per basket	0 50
Onions, Canadian, dried, per basket	0 50 0 60
Bermuda, per case	1 00
Egyptian, per sack of 112 lbs.	3 50 3 75
Tomatoes, Delaware, per bushel	3 00 3 50
Canadian, per basket	1 00 1 25
Carrots, per bag	1 00
new, per bunch	0 30 0 35
Cabbage, Canadian, per crate	2 00
Turnips	0 50 0 60
Radishes, per dozen	0 20 0 25
Lettuce, per dozen	0 20 0 30
Green peppers, per basket	0 25 0 40
Cucumbers, per basket	0 75
Asparagus, per basket	1 25 1 50
Green onions, per basket	0 50
Rhubarb	0 25 0 30
Beans, green	0 30 0 40
wax	0 40 0 50

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.

Fancy Lemons and Oranges.

Full Lines for the Hot Weather Trade.

WHITE & CO., Limited

TORONTO and HAMILTON



RESOLVED

that there can be no shadow without substance; no effect without cause. To see the pleased countenance and hear the jingle of profit-money is to see the pronounced superiority of the quality-pack of my lemons.

ORDER ONLY

"BUSTER BROWN"

FOLLINA BROS., Packers

W. B. STRINGER, Agent

BUY YOUR RASPBERRIES

This week at their best
Short Crop

CHERRIES

Montmorency Sour
Black English Murillo

CURRENTS

Red and Black

Canadian Vegetables

NOW
READY

TOMATOES
CUCUMBERS
CABBAGE
BEANS
NEW POTATOES

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.
HAMILTON, ONTARIO
Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON

GUELPH, ONTARIO

Peas, per basket	0 40	0 50
Corn, per dozen	0 16	
Cress, per basket	0 75	
Water melons	0 35	0 40
Cantaloupes, per case	5 50	
Egg plant, per basket	2 00	

FISH—The fish market is steady, with a fair demand, and prices are unchanged. White fish are more plentiful but on the whole the supply is all required.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught	0 11	
Trout, fresh caught	0 10	
Cod, fresh caught	0 08	
Haddock, fresh caught	0 10	
Pike	0 07	
Perch	0 06	
Carp	0 07	
Yellow pickerel	0 09	
Sea salmon	0 17	
Mackerel, each	0 20	
Eels, per lb.	0 08	
Finnan haddock	0 08	

FACE FACTIONAL FIGHT.

"Manufacturing" and "Legitimate" Jobbers Have Numerous Points of Difference.

New York, July 19.—The fact that there is friction between the manufacturing jobber and the "legitimate" jobber is one of the issues that the new presiding officer of the National Wholesale Grocers' Association has taken over and there are some members, outside the pale of official activity who believe a split between the manufacturing jobbers and the jobbers who do not manufacture

goods is inevitable. It was pointed out at a conference here that one of the factors outside are association anxious to see the wholesalers' organization out from under the domination of the manufacturing jobber, is the membership in the American Specialty Manufacturing Association. There have been evidences that the New York manufacturing jobbers have found the yoke that has bound them to the policy of the legitimate jobber with reference to the manufacturing producer a bit irksome. In fact, it is said that one of the manufacturing jobbers, not a 100 miles from Duane Street, has been in open revolt. There are those in the western sections who have predicted a split between the manufacturing jobbers and the legitimate jobbers. The latter section of the association's membership comprises fully 85 per cent.

It looks as if Ottawa grocers are all morality inspectors. They have submitted a proposition to the authorities asking them to demand that fowl which is not dressed be not admitted to the market.

VALUE OF DISPLAYS.

With the manufacturers offering attractive and costly displays without charge there is no excuse nowadays for a grocer not having his windows neatly dressed.

Attractive windows certainly increase sales. They bring in a class that have been trading at the other store. There is a druggist in an Illinois town who put in a very attractive window display of a line of hot-water bags and fountain syringes, using little cards on which he told of their health-giving value. He sold more in one week than he had in the previous year. And no doubt it pays big in other lines of trade.—Tea and Coffee Trade Journal.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.

THE DAWSON COMMISSION CO., TORONTO

"Ice Castle" Brand Lobsters

and the Packer's Guarantee

Lots of people will sell you a gold-brick. They wrap it up in tissue paper, but they do not leave their name in a conspicuous place.

The best way to judge a manufacturer or packer for his sincerity is to request of him a guarantee of his goods when he sells you a bill. If he is willing to stand behind his line, take it. It's all to the good.

We have always stood behind ICE CASTLE BRAND LOBSTERS, the brand that has been for years regarded as the standard by which all other lobsters have been judged. We will back you when you tell your particular customer that the ICE CASTLE BRAND stands for the highest quality, one time, twice, thrice and all the time. The firm, whole, delicious meat; white, tempting—always the same.

Not the least risk do you run in stocking this reliable old brand.

THE SOLE PACKER IS

J. W. WINDSOR : Montreal

1/4
3/4
K
H
F
C
M
D
CC
AGE
Bro., M
Calgary

T

Co
Wa

Messrs. M
Messrs. W
Messrs. G
Mr. Kenn
Mr. L. A.

$\frac{1}{4}$ Oil Sardines
 $\frac{3}{4}$ Mustard "
 Kippered Herring
 Herring in Tomato Sauce
 Finnan Haddies (both
 oval and round tins)
 Clams Scallops

Brunswick Brand

You get in them the finest products of the sounding sea. They stand for excellence and merit and have a selling reputation behind them. Any grocer will tell you about the flavor and relish of our



NEW PACK SARDINES

They come in sanitary cans of $\frac{1}{4}$ Oil—100 tins in the case. They are of first quality and a prime favorite with all. Our facilities are the best and our goods are representative and reputable in every respect.

Do you want Quality?

Then sell Brunswick Brand

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

The Point in a Nutshell



Contractors to the
War Office and Admiralty

☐ The difference between the vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always rewarded with success, but—

☐ Since 1849 we have been renowned for the excellence of our plant and the perfection of our product.

☐ During that time our trade has developed and extended to all parts of the world.

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg
Messrs. C. Stanway & Co., Toronto.
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

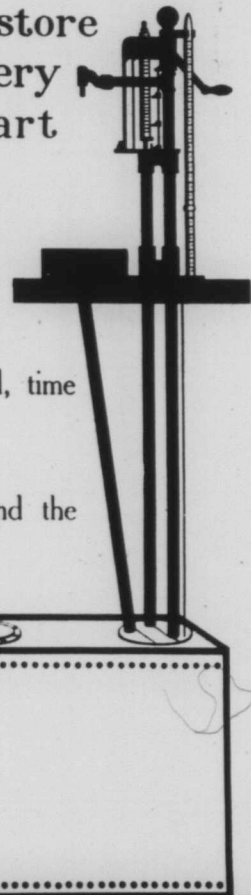
White Cottell & Co.
Camberwell, S.E., LONDON, ENG.

MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the



BOWSER SELF MEASURING OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5054

It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue:
"Modern Grocery Fixtures"



The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of
Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE ALLISON COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.
Order them from your Jobber



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Solt Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR. for manking, \$1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Gout, Wens, Strains, Bruises, stops Pain and Inflammation.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYNANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

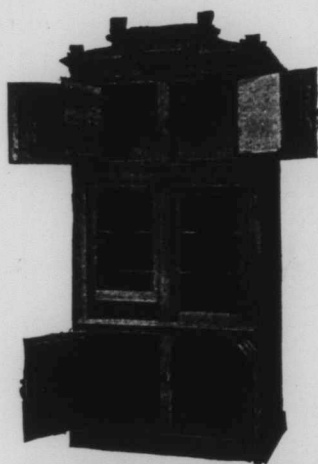
I. C. STEWART, Halifax

Fish



Winnipeg (an) VANCOUVER HAMILTON TORONTO LONDON-ST. JOHN.

Wood



Our Guarantee
Means Something

It means that we have attained much perfection in the construction of refrigerators which give a constant cold air circulation—that

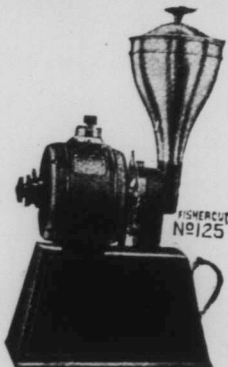
ARCTIC REFRIGERATORS

will do everything we claim for them. We warrant all workmanship and materials, and for one year from date of delivery we agree to make good any post or posts shown to have been defective when shipped, and to supply duplicates at our own cost.

Our Illustrated Catalog is worth writing for

JOHN HILLOCK & CO., Limited
154 George St., Toronto

Fisher Electric Coffee Mills



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

Manufactured by
The A. D. Fisher Co.
Toronto Limited

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

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

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



Ornamental as Well as Useful

McGREGOR'S

Patent Bag Holder

It saves time, temper, trouble and turmoil.

Let us send you Prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

GET HIS OPINION

See what your wholesaler, jobber, tea or coffee merchant says of the



Elgin National Coffee Mill

40 SIZES AND STYLES

This mill is popular everywhere. Its strong features are: Fastest and cheapest grinder on the market, simplest in construction, force feed and steel cutting burrs, symmetrical, attractive and well finished.

Ask any of the following Jobbers for our Catalogue.

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

A LIBERAL AND PROGRESSIVE COMMISSION OFFER FOR PUSHFUL PEOPLE

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor*.

That's the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man's Magazine and The Financial Post. For those who will push there's *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal*. Moreover, they are *progressive*; i.e., the more subscriptions secured the higher the rate of commission paid.

Hadn't you better get the facts of our plan? Just sit down and write us for full particulars.

THE MacLEAN PUBLISHING CO., Ltd.

Circulation Department

10 FRONT ST. EAST, - TORONTO, ONT.

THE CANADIAN GROCER

THOS. UPTON,
PRESIDENT AND GENERAL MANAGER

W. J. BRIGGER,
SECRETARY-TREASURER

THE T. UPTON CO., LIMITED

MANUFACTURERS OF

FACTORY, 19 TO 37 DELAWARE AVENUE.

JAMS, JELLIES, MARMALADES, ETC:

TELEPHONE No. 495.

HAMILTON, ONT., May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the wholesale or retail grocer of Canada.

Yours truly,

The T. Upton Co., Limited

per *W. J. Brigger*

Diamond
1-lb. tins, 2 doz.
1-lb. tins, 3
1-lb. tins, 6
Cases.
4-doz.
2-doz.
1-doz.
3-doz.
4-doz.



CANADIAN
Wholesale price
Glass Jars. 1
per
Strawberries...
Peaches...
White cherries...
Red raspberries...
Black raspberries...
Lawtonberries...
Red cherries...
Black cherries...
Less 12 1/2 p.c. tr
days. Delivered.
SIMCOE
(Packed
12 oz. Simcoe Pur
15
Less 15 p.c. f.o.
WHITE SWAN BRAND
White Swan Baking
1-lb. tins, 3-doz.
1-lb. "
1-lb. "



Cook's Fr
No. 1, 1-lb., 4 doz.
" 2, 5-oz., 6 doz.
" 3, 2 1/2-oz., 4 doz.
No. 14, 12-oz., 4 doz.
No. 2, 4-oz., 6 doz.
No. 13, 1-lb., 2 doz.
" 4, 8-oz., 3 "
" 15, 4-oz., 6 "
" 16, 2 1/2 lb.
" 17, 5 lbs.



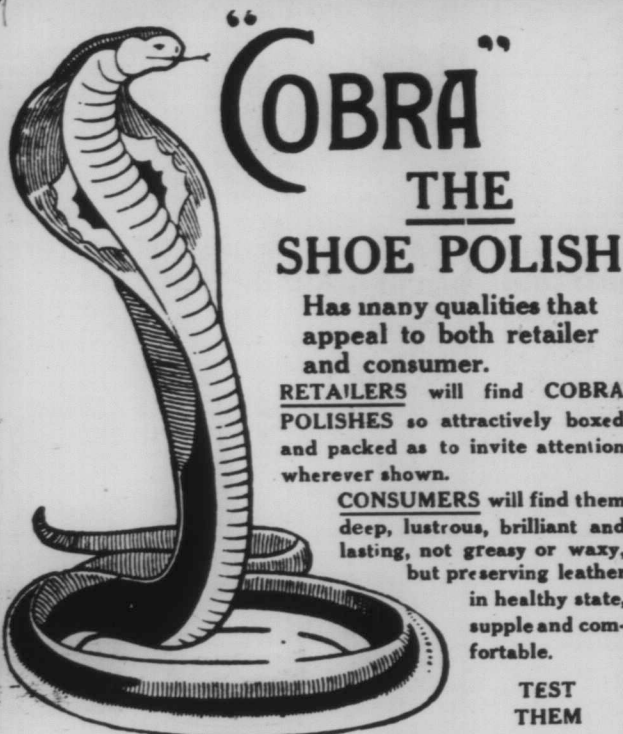
White Swan White
White Swan Fish
White Swan Fish
Keen's Oxford, p



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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



**“COBRA”
THE
SHOE POLISH**

Has many qualities that appeal to both retailer and consumer.

RETAILERS will find COBRA POLISHES so attractively boxed and packed as to invite attention wherever shown.

CONSUMERS will find them deep, lustrous, brilliant and lasting, not greasy or waxy, but preserving leather in healthy state, supple and comfortable.

TEST THEM

COBRA POLISHES, Black or Brown, in tins.
COBRA CREAMS, Large and small, in bottles.

Stocked by **C. PARSONS & SON,**
79 FRONT STREET EAST, TORONTO



Sell Snap

The Only Hand Cleaner

Do not let some exponent of other goods persuade you that he has something equal to or even a little bit better than Snap. He has not.

Snap is the only genuine original antiseptic hand cleaner on the market. It is delightful to use, refreshing and pleasing in every respect.

Its use satisfies customers

Its sale satisfies the grocer

BUY FROM YOUR JOBBER

THE SNAP CO., Limited
MONTREAL CANADA

A BRILLIANT SHINE LASTING WATERPROOF PLEASING



2-in-1

Is the Polish of Preference

It will not soil the clothes, injure the leather or clog the brush. It is free from all injurious substances and contains no turpentine or acid.

Hold fast to the polish that has given you perfect satisfaction by its sales and your customers perfect satisfaction by its use.

The F. F. Dalley Co., Limited
HAMILTON, CANADA BUFFALO, N.Y.

3-lb. wood pulp...
Pure assorted jam,
doz. in case...

Jelly
IMPERIAL



Assorted for
MacLaren Imper



Assorted Case,
Assorted Case,
Lemon (Straight)
Orange (Straight)
Raspberry (Straight)
Strawberry (Straight)
Chocolate (Straight)
Cherry (Straight)
Peach (Straight)
Weight, 8 lbs. to case

The GENUINE.



Prices—Only
less than 5 cases...
5 cases, or more

GOODWILLIE'S FRUITS in GLASS HOME INDUSTRY BRAND

Packed fresh from the vines and trees. There is no delay. The factory is located on the farm, not in a town or city. Therein lies the secret of the superiority of GOODWILLIE'S over all others.

Place your order with your jobber. ACCEPT NO SUBSTITUTES.

ROSE & LAFLAMME Limited
Canadian Selling Agents.

MONTREAL

TORONTO

3-lb. wood pails..... Per lb. 0 062
Pure assorted jam, 1-lb. glass jars, 2 doz. in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight, 8 lbs. to case. Freight rate, 3rd class

Soap
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 5 00
5 cases, or more..... 4 95



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



List price
'Shirriff's' (all
flavors), per doz. 0
Discounts on ap-
plication.

Lard.

H. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces.... \$0 10 1/2
Tubs..... 0 11
Tubs, 60 lbs. 0 11
30-lb. Pails. 2 28
30-lb. tins.. 3 15
Cases 5-lb. 0 11 1/2
" 5-lb. 0 10 1/2
" 10-lb. 0 10 1/2

F.O.B. Montreal.



GUNNS
"EASI-FIRST"
LARD
COMPOUND.

Tierces.... 0 10 1/2
Tubs..... 0 10 1/2
30-lb. pails. 0 11
30-lb. tins. 0 10 1/2
10-lb. " 0 11 1/2
5-lb. " 0 11 1/2
3-lb. " 0 11 1/2

List price

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. 60 60
Fancy boxes (25 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 60 60
" Acme " pellets, 5-lb. cans... per can 2 00
" " (fancy boxes 60) per box 1 50
Tar Licorice and Tolu wafers, 5-lb.
cans... per can 2 00

Licorice lozenges, -lb. glass jars... 1 75
" " 30 5-lb. cans..... 1 50
" Parity " Licorice 10 sticks..... 1 65
" " 100 sticks..... 0 75
Dale large cent sticks, 100 in box....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case
1 case of 4 dozen..... \$3 60
2 cases of 4 dozen..... 3 50
5 cases or more..... 3 40

Marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per
dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
3-lb. " " 3 20
4-lb. tins, " 4 85
7-lb. " " 7 25
"Bredded"—
1-lb. glass, doz.... 1 90
3-lb. " " 3 10
7-lb. tins, " 8 25



SPRATT'S PRICE LIST

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

Mince Meat

Wethy's condensed, per gross net.. \$12 00
" " per case of 5 doz. net.. 7 00



ST. CHARLES CON-
DENSING CO.

PRICES:
St. Charles Cream-
family size, per case
Ditto, hotel. 4.90
Silver Cow Milk 5.00
Purity Milk..... 4.70
Good Luck..... 4.60

Mustard

COOLMAN'S OR KEEN'S
D.S.F., 1-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... 2 50
" 1-lb. tins..... 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... 0 25
F.D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 1 1/2's..... \$ 5 75
" pta. 2 1/2's..... 5 50
" 1-pts. 3 1/2's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and
Toronto
1-pint bottles, 3 & 6 doz., per doz..... 0 90
pint " 3 doz..... 1 75

Soda

COW BRAND

Case of 1-lb. contain-
ing 60 packages, per
box, \$3 00
Case of 1-lb. con-
taining 120 pkgs. per
box, \$3 00
Case of 1-lb and 1/2-lb.
containing 30 1-lb.
and 60 1/2-lb. pkgs. per
box \$3 00
Case of 50 pkgs. containing 60 pkgs. per
box, \$3 00
MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " "..... 2 75
No. 3, " 60 1-lb. " "..... 2 75
No. 4, " 60 1-lb. " "..... 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs
1 case..... 2 85
5 cases..... 2 75

Tell your Doggy Customers that you Stock
Spratt's ^{MEAT} **Dog Cakes**
 "FIBRINE"

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch, 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,

Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, Ontario

WARNING!



SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

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 HALIFAX

OAKEY'S 'WELLINGTON' KNIFE POLISH

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

JOHN OAKEY & SONS, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
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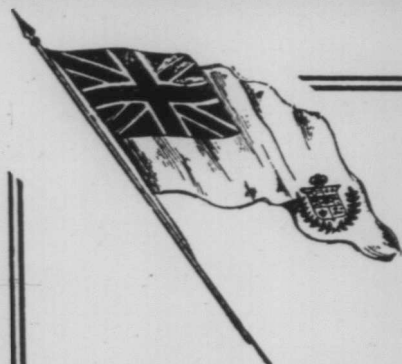
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