

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, AUGUST 2, 1907.

NO. 31.



Don't experiment

when you know that what you sell is **The Best**. Take the verdict of
your customers. In laundry work

Keen's Oxford Blue

in their judgment, the world over, is without an equal.

For sale by all jobbers

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

Your best customers prefer

Benson's "Prepared" Corn

There are other preparations of corn on the
market with more or less merit, principally
less, but the best results are obtained by
using Benson's "Prepared" Corn---It is
the Pure Food.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Worce,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

ARE YOU AWARE

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

CROSSE & BLACKWELL,

ETD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.



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Genuine



Pleasant Vacation!

The grocer who goes away on his vacation with a comfortable bank account has a pleasant time—and restful. One reason why he makes money is because he keeps his stock of goods *seasonable*. He carries what people want at just the time when they want to buy it. There are no dull times for him.

Take a vacation, gentlemen, but take it "feeling fit." Keep seasonable goods in stock and make some money by selling them. Three hints follow for your vacation trade.

Hints for Your Vacation Trade:

"Thistle" Canned Haddie

Caught, cured and canned right at the water's edge. No bone, dirt or slime in the "Thistle" Brand. Open a can yourself for the most convincing proof—they are all right at all times.
Genuine Haddie only.

Stower's Lime Juice Cordial

Nothing but pure, freshly-squeezed Lime Juice and refined loaf sugar. No vegetable mucus or albumin substances or impurities in it. A delicious, cooling drink, all ready to serve with the addition of water.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality.

Always the same.

All BEST Houses Sell These.

Arthur P. Tippet & Co.,
GENERAL AGENTS
Montreal and Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

TORONTO.

**SELECTED
VALENCIA RAISINS**

BEST BRANDS
Now in Stock.

Anderson, Powis & Co.
15 Wellington St. E., Toronto

HAMILTON.

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

TORONTO.

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

VANCOUVER.

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

MONTREAL

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

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

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

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

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

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

REGINA.

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

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

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

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

Import Currants
PACKER
C. CERONI,
Patras, Greece
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

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

(Continued on page 4.)

**FOR
HOT
WEATHER**

the best seller and the most profitable line on the market.

TWO SIZES

Fancy glass decanter bottles to retail at **15 and 25c.**

Now that the hot weather is here, you will make more money selling **Summer Drinks** than any other line you handle.

As there is lots more hot weather coming you will make no mistake in stocking up with

“ROWAT’S”

**RASPBERRY VINEGAR,
LIME JUICE,
LIME JUICE CORDIAL,
LEMON SQUASH.**

Special Quotations On 5 Case Orders.

THE EBY, BLAIN CO., LIMITED

**WHOLESALE GROCERS,
TORONTO.**



FOR GROCERS.



1 Blue Ribbon Tea is the “quick-sale” Tea.



2 Blue Ribbon Tea delights your customers.



3 Blue Ribbon Tea is blended by experts in a new, up-to-date factory.



4 Blue Ribbon Tea has no equal.



5 Blue Ribbon Tea shows a handsome profit.



6 No grocer can be up-to-date without Blue Ribbon Tea. The TEA of to-day.

Manufacturers' Agents—Continued.

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

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

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

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

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

A Good Investment
PEANUT ROASTERS and CORN POPPERS.
Great Variety, \$8.50 to \$250.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.



This is the season when Chinese Starch proves itself the Best of all laundry starches.

Write for particulars.
Big profit to you.

OCEAN MILLS, MONTREAL

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

This space \$15 per year

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

HUSTLING RESIDENT AGENT

(In touch with every Toronto Retailer)

CAN HANDLE ANOTHER LINE

From REPUTABLE and LIVE CONCERN

Special Attention to Advertising

JNO. J. WATT

Manufacturers' Agent

High References TORONTO, ONT.

BUSINESS CHANCES

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

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

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

Write for prices.

How is your stock of **AYLMER BONED POULTRY?**

Are you keeping this article **to the front?** It will sell freely with a little pushing, as it is an **ideal summer food.**

AYLMER BONED POULTRY has no competitors. It is superior to anything else of its kind on the market.

It is absolutely **pure poultry.**

It has been prepared under **perfect sanitary conditions.**

A tin of **AYLMER BONED POULTRY** contains **more tender flesh** than an ordinary fowl prepared at home.

No worry. No work. No tough meat. Ready to serve.

Benefit yourself and your customers by selling **AYLMER POULTRY.**

A pleased customer is your best advertisement.

Reputation

That word means more to the grocer than to any other merchant on earth. People may buy inferior boots and shoes, they will buy shoddy clothes; but when it comes to groceries they demand

Purity

Wholesomeness

Quality

These words have controlled our business, because we were just as anxious about our reputation as any grocer could be. While this goes far towards explaining the popular demand for

OLD HOMESTEAD BRAND

there are other reasons for the superiority of **the popular brand** which some merchants may overlook. Details, which other canners consider of no consequence, receive careful attention, and fruit and vegetables canned in our factory are never clear of the scrutiny of an expert until they are sealed up in the air-tight cans. Perhaps we do take extraordinary precautions, but the fame of

OLD HOMESTEAD BRAND

and its popularity demand that much—no more, no less. Mr. Grocer! You know the women of Canada would not be so united in their insistence for **Old Homestead Brand** of canned goods if it were only a good brand. The demand for **Old Homestead** goods goes on increasing because **the brand** is incomparable.

Have you mailed your test order?

The Old Homestead Canning Co.

PICTON, ONTARIO

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C. A

14 Place
SOLE

DURING THE LAST THREE WEEKS

“SALADA” ’s

INCREASE IN CANADA ALONE, over the corresponding three weeks of 1906,

AMOUNTED TO 48,835-lbs.

During every week of this year, with the exception of two, we have had in Canada and the United States enormous increases over the same weeks of 1906.

This shows conclusively the results of serving the ‘public WELL. You serve them best if you always hand out “SALADA” when tea is asked for.

“SALADA” Toronto, Montreal, New York, Chicago, Etc.

GROCCERS!

You are wide-awake, open to opportunities and anxious to obtain your fair share of profits.

Washing Powder is a profit-bearing line if it is good, satisfying to customers, a trade-winner, in short if it is

PHENIX WASHING POWDER

We have been handling Phenix for some time, and will answer for its quality. The greatest seller imaginable. Profits are very reasonable.

Write us

C. A. CHOUILLOU & CO.

14 Place Royale, MONTREAL
SOLE CANADIAN SELLING AGENTS



There's a strong demand for

STERLING Brand PICKLES

throughout the summer. They're always on call by outing and pic-nic parties. Keep your stocks well assorted.

Made in Canada by

The T. A. LYTLE CO.

Limited
TORONTO, CANADA



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

**ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.**

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

National Licorice Co.

Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

When Buying Your

Valencia Raisins

*Ask your Wholesaler
for these Reliable Brands*

MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

*4 Cr. Layers
Selected
Fine Off Stalk*

They Will Please You

AGENTS—

**ROSE & LAFLAMME, MONTREAL
TORONTO**

**When Buying Californian
Prunes,**

**Evaporated Fruits,
Seeded Raisins**

Loose Muscatels

Etc.

Specify

"Pansy" and "Daphne"

Brand

Brand

Always of the Highest Quality

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

Agents:

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

**QUAKER
CANNED
GOODS**

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

Travellers' Holidays

Our travellers will be holidaying. During above time we will appreciate your orders.
Write, wire or 'phone at our expense for prompt shipments.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

Are best value at a given figure to-day, and in spite of an exceptionally high market this year, numerous import orders are being placed with me for second and third crop Teas. Recent cable advices say the crop is estimated considerably below normal season with upward tendency. I shall be glad to quote buyers on third crop standards.

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

Tartan
BRAND

SIGN OF PURITY

**Special Sale in Every Line
When the Boys are Away.**

Phones 596, 1996, 1997, 1804, 1807

All free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

No article on the market to-day has sprung more rapidly into favor than our

**Six-for-a-Quarter
Jelly Powder**

The demand has been phenomenal. Nearly every grocer who knows a good thing when he sees it, now has it in stock. To those who haven't we will be glad to send samples and prices

BEE JELLY POWDER

Six good sized cartons in a handsome special box. Six flavors—**Raspberry, Strawberry, Lemon, Cherry, Pineapple** and **Nutto**, or put up in any flavor required.

THE WHOLE RETAILS FOR 25 CENTS

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

**Lots of Ladies
Come to your Store**

for their Laundry Soap. Why don't you sell them Toilet Soap as well? You can, when you have

"ROYAL CROWN"

**Witch-Hazel
Toilet Soap**

It is a perfect skin soap—keeps hands and face soft and smooth. You can build up a splendid trade with it. Write for prices.

The **ROYAL CROWN** Limited,
Winnipeg, Man.

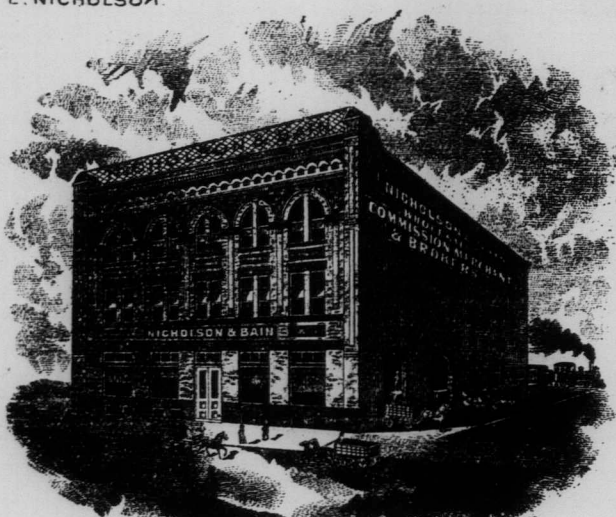
W. H. Millman & Sons, 27 Front St. E., Toronto,
Ontario Agents.

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

E. NICHOLSON.

CABLE ADDRESS: D H BAIN
NICHOLSON, WINNIPEG.

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



BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.



Winnipeg July 30th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

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

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

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

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

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

Very truly yours,

NICHOLSON & BAIN,

CALGARY

WINNIPEG

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AGENTS:
Ross Ave.,
Kyle & Ho

A Matter of Common Sense

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



E. D. S. Brand JAMS and JELLIES

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

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

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Kops **Ale and Stout** (NON-ALCOHOLIC)

The Best for
Business Men,
Workingmen,
Sportsmen, Etc.

Pure English Brewed Ale and Stout made from finest Kentish Hops and Malt, containing all the tonic properties of alcoholic beers and without the undesirable after-effects.

A special Analytical Commission appointed by "The Lancet" reports:

"KOPS ALE" has nothing that is injurious, but is, on the contrary, a palatable beverage possessing distinct tonic and invigorating properties."

Refreshing and Stimulating
Perfect Table Beers

KOPS BREWERIES, LONDON,
S.W. ENGLAND

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

DRIED FRUITS

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

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

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

ALL RELIABLE SHIPPERS

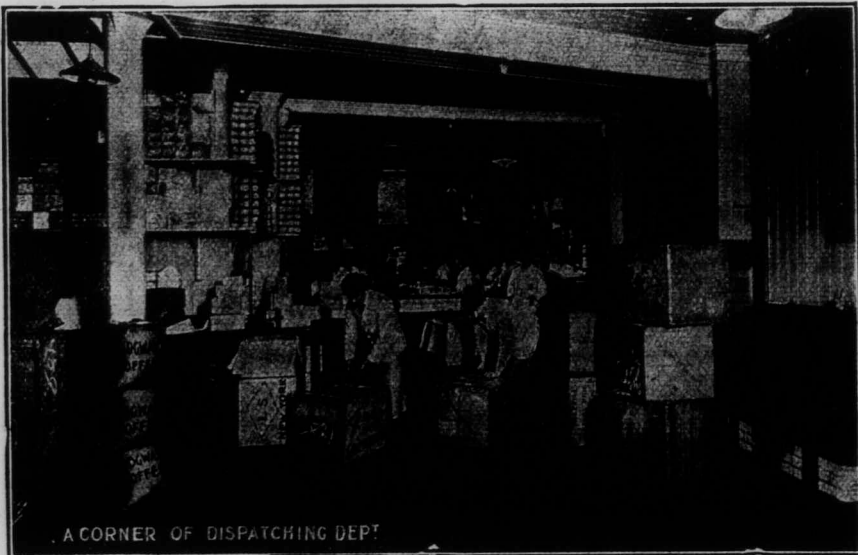
VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRENTS,
etc., etc.

THOS. BELL, SONS & CO., Montreal



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

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



Ridgway's Celebrated Teas

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

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

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

To **John Robertson & Son, Ltd.**

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

The Genuine
HOLBROOK'S
 WORCESTERSHIRE
SAUCE



Holbrooks Limited

Canadian Branch:

26 FRONT ST., E. TORONTO

Canadian Manager, - H. GILBERT NOBBS

GREIG'S WHITE SWAN RENNET TABLETS

The Most Delicious Hot Weather Dish

Each Tablet makes one pint of Junket.
24 Tablets in a bottle. To retail at 10c.

3 doz. in a counter display tray.

THE ROBERT GREIG CO., Limited
TORONTO

FOR THE PICNIC SEASON!

BRANSON'S

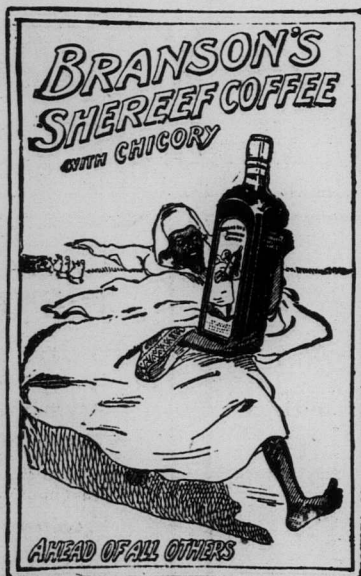
CONCENTRATED
COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.



CONCENTRATED
COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best".

Large Bottles.

Canadian Agents, GREEN & CO., 23 Scott St., TORONTO

We have just received a large shipment of
FORMOSA OOLONGS
 and have also to arrive shortly
BLACK and GREEN CEYLON and INDIANS
 For the wholesale trade only

S. H. EWING & SONS

96-104 KING ST., MONTREAL
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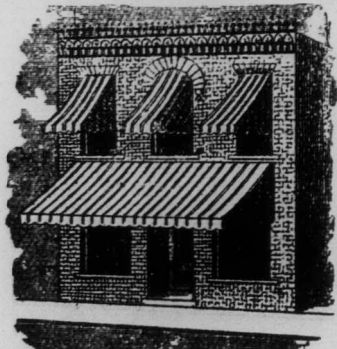
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does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

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

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

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

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**Do You Want
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**or other canned goods to carry you
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We have a small supply left, but they are
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Will be glad to submit prices on application.

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That's all success in any business amounts to,
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JAMS and JELLIES

because they have proven them
to be the best and most whole-
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The same applies to our

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It has won an extensive market because of
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Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

GOLDENETTE

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

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

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Our Matches

Write for price list and see how much more money you can make by selling our matches.

Drop us a postal card.

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BOOST YOUR BUSINESS

The best and only way to give your business the permanent boost is to satisfy your customers—always.

For doing this, there is nothing like

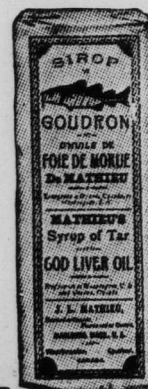
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because a headache cured is a permanent customer sure. (18 powders in every 25c. package.)

Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the summer. A word to the wise is sufficient.

J. L. MATHIEU CO.,

Proprietors, **SHERBROOKE, P.Q.**



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There is no secret about such an assertion because every commercial success serves to prove the truth of it. Particular people demand

Purnell's Sauces—Pickles—Vinegar

because they are so much superior to the next best brand that there is no comparison.

Can You Supply the Particular Trade?

PURNELL WEBB & CO., Ltd.
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We still quote our Condor Japan Teas at old prices. Quality beyond question, and well known by all good buyers.

Condor XX.....	18½c.	Condor IV.....	28½c.
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Ex. Steamer "Aki Maru," "Empress of India" and "Tartar":

- 54 H/c Condor IV., 28½c. 93 H/c Condor V., 25c. 50 H/c Condor XXXX., 22½c.
- 25 H/c choicest and choice, 1st crop, fancy new season "Kintuck" and "Ning Chow" English Breakfast Congou, at.....45c., 35c. and 30c.
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FREIGHT PAID ON 50 lb. TRIAL ORDERS.

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27 Front Street East

TO

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Toronto, August 1, 1907

WE ARE HAVING



OF

Old Homestead Canned Goods

Is your order in yet for this
season's pack? If not it should
be to secure best attention. We
handle this brand exclusively.

EVERYTHING IN

Summer Outing Groceries

FOR IMMEDIATE SHIPMENT

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58 McGill Street, Montreal

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We solicit

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The Best RIVER BRA

Reasons For



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**MATHEWSON'S
RED
VICEROY SALMON**

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

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Do not damage the effectiveness of shrewd buying and enterprise by stocking any old kind of starch. Feature

IVORINE

and it will talk strong and to the point for you because it saves her ladyship considerable trouble. Of course, she'll trade at your store if you handle the right starch—**IVORINE**.

ST. LAWRENCE STARCH CO.

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The Lakeside Canning Co.
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Because---
While there may be a land better adapted for growing the best Fruits and Vegetables, that land has not been discovered.

Because---Our Factory is the most sanitary and up-to-date in the Dominion of Canada.

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RIVERDALE BRAND

retains all the succulent and appetizing goodness of ripe juicy fruit and fresh vegetables.

Can you meet the demand?

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**Diamond Brand
Maple Syrup**

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Pure Maple Sugar**

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

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There is Danger Ahead

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The Experienced Man Knows

that his tea trade will not stand experimenting with.

We are Tea Experts

and would like to show you our **NEW JAPANS JUST ARRIVING.** Write us at once for samples.

MINTO BROS. TORONTO
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Better than Good!

You may have got along well without "CAMP" Coffee but you will get along better with it. "CAMP" sells readily—is in constant demand—and yields a handsome profit to the distributor. Your customers know "CAMP" to be a thoroughly reliable and simply delicious coffee. Quickly made—taking but a moment, and economical in use, involving absolutely no waste. Test these statements by placing a trial order with

ROSE & LAFLAMME MONTREAL

Agents for
R. Paterson & Sons
"Camp" Coffee
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is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for

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and just why the wise grocer stocks the incomparable polish.

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

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

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

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

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

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We can assist you to convert these into **Working Capital**.

Intelligent and up-to-date attention given to all claims entrusted to us.

Let us assist you.

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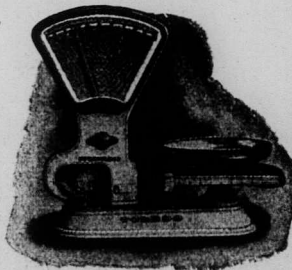
Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

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

THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.



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

OUR PURE MALT VINEGAR

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

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

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

Drummers' Snack on Annual Frolic

Alton Welcomes Travelers on Their 6th Jamboree—An Immortal Outing and a Record-breaking Snack—A Mammoth Concert, An All-night Serenade, a Costume Procession and an Afternoon of Sports Were the Features—Mass Meeting of Drummers' Snack Club Held and New Officers Elected.

Laugh, and the world laughs with you;
Weep, and you weep alone,
For the dear old earth, must borrow its mirth,
It has trouble enough of its own.

Now this is a true saying, and worthy of all acceptance, for in it lies the full, perfect and sufficient reason for the existence of the Drummers' Snack.

"To be great, one must have a history," says Monmouth sagaciously; "to have a history, one must have lived," he concludes a trifle obviously; and thus it is with the Drummers' Snack. They are great, for they have a history (not necessarily that it follows); they have a history because they have lived.

obscurity it has attained to the recognition that it enjoys to-day.

Seventeen years ago the Algie family, then in the general store and woolen mills business at Alton, Ont., made a practice of annually entertaining, at a two days outing held in the vicinity of the town, all the travelers who passed through Alton during the year. The boys had nothing to do but come. The Algie family did the rest. As the years went by, and more travelers were added to the list the function became too large and unwieldy for the Algie's to handle, generous and open-homed as they were. The outing had by this

of men who yearly since that date have been selected to watch over and direct its affairs. After Billy Colville came Jas. Cooper, Col. E. E. W. Moore, Bob Keys, Charlie Smith, and Jack Charles, and this year Mike Mal—but of that hereafter.

A Trainload of Smiles.

The sixth annual outing went to Alton on July 26. It returned 36 hours later. There is the bare statement. Here are the details.

On Friday evening the C.P.R. took on a trainload of assorted smiles at Toronto, picked up small quantities of simi-



Drummers' Snack—The baseball teams and some of their admirers:

Individually they have seen the world, and human nature has become to them as an open book. Collectively they are united, knit together in a bond of fellowship that shall endure with the sun. Of history they have no lack. The founding of their club was a performance unattended by civic authorities, destitute of hackneyed and stereotyped speeches, unnoticed by the world, lacking even the conventional corner-stone laid by a worshipful hand. But in the very modesty of its inception lies its present strength. Through its initial

time become an event to which a large proportion of the traveling world eagerly looked forward, and its popularity was proved by the clamour that arose at the first hint of abandonment. A club was formed and officers appointed to take charge of the outing, and the Drummer's Snack was fairly launched upon its career. To Billy Colville fell the honor of being its first president, and should one seek a reason for the club's phenomenal growth and prestige since the election of its first chief officer, it is but necessary to glance at the stamp

lar freight at wayside stations dotted along the track, and three hours later disgorged the lot onto the Alton platform.

The noise began at once. There was no waiting; Sol Walters' voice was heard raised in hysterical enquiry for a short cut to the cyclone cellar. He was suppressed, and persuaded under pressure to fall in line with the procession. The Alton citizen's band, presided over by Cap. Albertson and Dr. Algie, headed by a profusely flagged and be-ribboned carriage, wherein Harry Coffen and

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THE CANADIAN GROCER

Reeve Willoughby sat in state, and followed by a bevy of little girls, costumed in white dresses slashed with broad red ribbons, broke into a burst of melody and swung up the road. What



Drummers' Snack—Will J. White and the Occasional Offender.

does it matter what tune they played? Every man in the procession sang a different version of it, whatever it was. The net result, if not musically perfect, was at least harmoniously discordant. All Alton was at its doors, every ear was attuned to intercept those dulcet strains; every eye was levelled at the procession. The latter, proudly conscious of an exalted position, redoubled its efforts to give them something worth listening to. In this manner came the Drummer's Snack to Alton.

The Concert.

Long before eight o'clock, the hour set for the big concert, the mammoth



Drummers' Snack—Mike Malone, the new president.

tent was stretching itself to accommodate the audience. The tent itself is important enough to deserve a passing mention. Just an ordinary tent with

no conceit about it at all, made of canvas and built with an eye to solidity rather than beauty. Many tender memories are associated with it by the members of the Drummers' Snack. Here is the home of the club, herein have the concerts been held from the beginning; herein not infrequently have slumbered many dozens of the elect. Staunchly it has withstood the elements for many years, and more exacting test than this has successfully weathered the sonorous snores of Mr. Walters and Jack Charles.

For once the expected came to pass. A general idea appeared to have circulated among the audience that something out of the ordinary was going to happen. But was anybody gifted with imagination sufficient to foresee the net result? If so, they were unfortunate in cheating themselves of the delights of anticipation. This is the programme presented by the Drummers' Snack for the critical appreciation of an audience prepared to be satisfied with anything:



Drummers' Snack—John W. Charles, retiring president.

1. Song, "The Wanderer."—Ford.
Chas. Leslie.
 2. Contralto Solo, "'Twas the Rose."
—DeKoven.
Miss Olive Belyea.
 3. Baritone Solo, "In the Days of Old."
—Nevin.
Donald C. McGregor.
 4. Soprano Solo, "Sing, Sweet Bird."
Shafera.
Miss Bertha Crawford.
 5. Humorous Song, "Insanity."—
Will J. White.
 6. Duet, "Good-Night, Beloved."—
Pensuti.
Miss Belyea and Donald C. McGregor.
- Intermission, Selections by Alton Band.

The Piece de Resistance.

Followed the chief event of the evening. This was the production by the Hamilton branch of the Snack, of a pathetically-humorous plantation sketch, called "The Darkey's Dream," written especially for the club by their old and well-tried friend John B. Nelligan, and produced in Canada for the first time.

The four principal parts were taken by Bay Hill, Court Thompson, Col.

John Stoneman, and Hy. Eckstien, but though they were conspicuously prominent, they didn't make an ounce more noise than the following promising bunch of amateur mummies:—Charley



Drummers' Snack—The vice-president in kilts.

Smith, Vernon Smith, George Smye, Neil Pufford, Peter Smith, Bob Smith, Jas. Smith, Jack Smye, John Hooper, Ed. Zimmerman. To attempt to make any distinction among these last ten would be an abortive task, similar to splitting hairs. Let them be classed, as they would themselves desire—equally—neither with flattery nor derogatory remarks; only this must be said, they worked hard, they never wearied, they did their best, and it was a good best.

The Artists.

Bay Hill, the Hamilton Dockstader, Court Thompson, a disciple of Munion, by the great horn spoon, Col. John Stoneman, a master of the histrionic art, and Hy. Eckstien, who like Napo-



Drummers' Snack—Will J. White and Billy Colville.

leon, does things without talking, earned individually in the highest degree the thunders of applause that again and again swept like a wave over the audi-

ence. John Nelligan must have been a proud man as he watched and listened to the way his work was produced, and heard the manner in which the audience received it. Songs, cake-walks and dances were liberally interspersed throughout the performance, and it is a safe bet that most of the actors surprised themselves as much as they

such. The irrepressible Mr. Walters, gathering around him a choice band of dime novel desperadoes, and arming his little company with torches and instruments of music, descended upon Alton, as a young typhoon descends upon the luckless mariner. Barred doors and closed windows greeted them on every side. The inhabitants, having ascertain-

were promptly resuscitated by Mr. Walters, who displayed a truly Napoleonic fortitude in the face of many discomfitures and rebuffs. About four a.m. the party attacked Bill Algie's house and announced their intention of remaining there for the night. Mr. Algie politely showed them into the kitchen, where about a score of their less energetic comrades-in-arms were already slumbering in peace.

The Snack in Session.

At 10 o'clock on Saturday a mass meeting of the club was held in the tent. Considering that it was the morning after the night before the attendance was very creditable. President John W. Charles occupied the chair, on his right and left hand, respectively, being F. C. Hunt, the Toronto secretary, and Robert Algie, of Alton, the home secretary.

M. P. Malone, the Hamilton secretary, read the minutes of the last meeting of the Snack, held several weeks ago in Hamilton to make arrangements for the present outing. They were confirmed. The president then informed the meeting that under ordinary circumstances the next item would be the treasurer's report, but the present circumstances being far from ordinary, owing to the absence of the treasurer, Bill Irwin, and his presence by proxy in the shape of a mass of incomprehensible figures, he found himself somewhat at a loss for the correct method of procedure. Having spent the whole morning trying to decipher them, he was now prepared to take the figures for granted coincident upon the accession of the meeting. The meeting was graciously pleased to access.

Followed a pause, which Mike Malone filled in a very timely manner by



Drummers' Snack—A bunch of baseball humorists,

leased the audience. The production of this play places us in a position flatly to contradict the rumour that the stage is going to the dogs.

Of the other artists who took part in the concert, special mention is almost impossible, everyone of them was vociferously encored, some more than once. The professional talent, represented by Miss Olive Belyea, Miss Bertha Crawford, Miss Hazel Bell, accompanist, Donald McGregor and Will J. White, gave their services for the evening freely and unconditionally. Will White, who was billed for only one song, gave nearly half-a-dozen. Charles Bodley was to have acted as accompanist, but upon his non-appearance, Miss Bell, who is herself a soprano of high note (top c, anyway) offered to officiate in his stead. The duet by Donald McGregor and Miss Belyea seemed somehow to catch the hearts of the audience, and a burst of clapping and cheering broke out as the last note died away. "God Save the King" was sung in unison by the whole audience standing before the gathering broke up, and the old canvas roof fairly crackled with the strains.

The Night's Work.

All the articles attaching to their persons that could be conveniently got rid of, such as wives, sweethearts, sisters, children, friends and other impediments, were now escorted by the members to Orangeville, whence they re-appeared next day in time for the games, sports and other frivolities that characterized the passing of that Jewish sabbath.

But Friday night will not soon be forgotten in the annuals of the Snack Club. The man into whose mind entered even a thought of slumber was a traitor to the cause, and branded as

ed by annual and bitter experience approximately what they might expect by attempting to parley with the enemy, have become at last wise in their generation, and upon such occasions as this, retire silently and with what dignity they can command at ten o'clock sharp. Sol, his faithful little band at his heels, took a brief review of the situation and



Drummers' Snack—Part of the costume parade.

commenced operations with a comprehensive serenade of the entire town. No quarter was given, though in some cases as much as fifty cents was offered to anyone who would remove the midnight Lotharios. The architecture of Alton was thoroughly analyzed, overhauled and replaced as nearly as possible in the same position. One or two of the band becoming hilariously hysterical

a short recitative descriptive of the way in which the expression "Sure Mike" had first been brought to his notice. It was a good story, but Mr. Malone made a mistake in trying to throw it at the meeting from the floor of the house. The house wouldn't stand for it and Mike had to take the platform.

Robert Algie, duction of this preserved a gra with his custom with some hesita ing of a partial thematical mess



Drummers' Sn. Melagam

character and p clared himself w scribe.

"As far as I Algie, "the final is on a very sal is a handsome ba our concert rece been considerabl F. C. Hunt, confi a statement of t at the concert, opportunity to ri bers that the sp to have a good t profits financiall

A Vot

"While I'm t Charles, "I wan to pay tribute to Will White, and and lady artists, We owe a big de that illustrious and his enthusia formance was ur dacing in enterpr to all these mem name of John B. ed, seconded and while the canvas "They are jolly Donald McGre Hill, Bill Algie, Stoneman all rep appreciation acc temperaments. some modestly, so humorously, but all characteristic an air of great s er miss a dog-fl you couldn't brib

Robert Algie, who during the introduction of this extraneous matter had preserved a gravity, but ill according with his customary smile, now rose, and, with some hesitation informed the meeting of a partial victory over the mathematical mess of Bill Irwin, whose



Drummers' Snack—The winner of the Melagama tea race.

character and probable future, he declared himself willing, but unable to describe.

"As far as I can learn," said Mr. Algie, "the financial status of the club is on a very satisfactory basis. There is a handsome balance on the right side, our concert receipts last night having been considerable." Toronto secretary, F. C. Hunt, confirmed this estimate with a statement of the exact amount taken at the concert, giving the president an opportunity to rise and remind the members that the spirit of the Snack was to have a good time not to amass large profits financially.

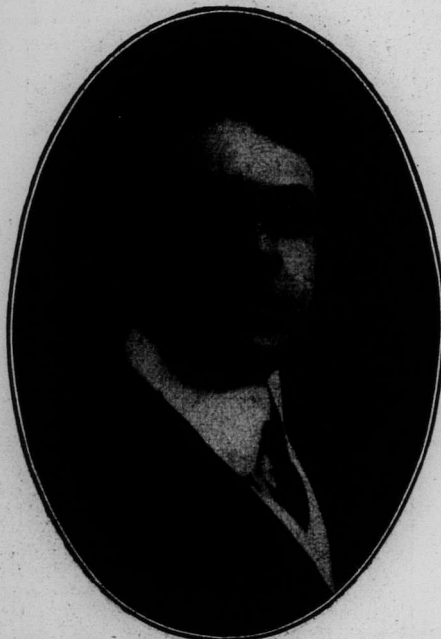
A Vote of Thanks.

"While I'm talking," said President Charles, "I want to ask everyone here to pay tribute to Donald McGregor and Will White, and all the Hamilton men and lady artists, and to Charlie Leslie. We owe a big debt of gratitude also to that illustrious Dockstader, Bay Hill, and his enthusiastic helpers. His performance was unique in character and daring in enterprise." A vote of thanks to all these members, coupled with the name of John B. Nelligan, was proposed, seconded and unanimously adopted, while the canvas shook to the tune of "They are jolly good fellows."

Donald McGregor, Will White, Bay Hill, Bill Algie, John Nelligan and Col. Stoneman all replied to this evidence of appreciation according to their several temperaments. Some replied wittily, some modestly, some seriously and some humorously, but all enthusiastically and all characteristically. Will White with an air of great sacrifice, said he'd sooner miss a dog-fight than a Snack; that you couldn't bribe him to stay away, and

that he'd be there next year as usual, ready to help in any way he could.

Bay Hill, who doesn't relish speech-making, said that his feelings coincided in a remarkable manner with those of Mr. White and if it pleased the chair he would like to let it go at that. It didn't please the chair, so Bay added that the feature of the whole Snack which had appealed to him most was the harmonious and frictionless manner in which Hamilton and Toronto had worked together for a common interest, that it had been a great pleasure for him personally to do what he had done, and that he attributed the unique success of this entertainment to the members all having a definite object to work towards. Here he quoted some remarks of Bill Algie, who was promptly called upon to confirm or deny them. Mr. Algie started to speak of himself in a deprecatory manner, but was called to order with great sternness by the chair. Being driven to land on this



Drummers' Snack—F. C. Hunt, vice-president.

tack, Mr. Algie put out on another one and referred with the deepest sympathy and respect to the memory of their old comrade and brother, Samuel E. Ryan, who was a prominent member of the Drummers' Snack Club and a favorite with everybody. Mr. Algie displayed to the members a handsome memorial bound in black morocco and engrossed in gold lettering, "Condolence of the Drummers' Snack Club," whose preparation had been in the hands of Bob Algie. The memorial read as follows:

MRS. RYAN.

The members of the Drummers' Snack Club desire to place a tiny forget-me-not on the grave of your late husband and to express to you their united sympathy in your bereavement.

Our comrade and brother, Samuel E. Ryan, was a loved and loving husband,

an affectionate father, a good citizen, and an honest man.

No nobler or grander epitaph can be inscribed on the greatest monument.

A life well lived ends well at any time. Your husband lived, he loved, he was loved. This fills the vase of joy. The longest life contains no more.

His old comrades in our social club will sadly miss his presence, which was always cordially welcomed, either as an officer, tried and trusted, or as a social companion, on the road, in the holiday camp, or at the festive board.

The gentle, loving hand of time will partly heal the wounds made by the grim sergeant, and we realize that "words are but empty barren sounds" which are utterly inadequate to express sympathy when death calls a dear one.

In the windowless Palace of rest all must in time sleep, and we who are daily traveling towards the end of life's journey extend our best wishes to you and yours.

Signed on behalf of the Club
JNO. W. CHARLES,
 President.
ROBERT ALGIE,
 Secretary.

A vote of thanks to those responsible for this memorial was proposed and carried. Mr. Algie's concluding remarks were characteristic of the man's great heart and generosity. "I thank you all for coming to see us once again in the old place," he said, "and you all know that as long as there is a square foot of ground in my house, or a crust of bread in the larder, no one of you will ever have to go hungry. (Cheers). In concluding I must confess that this morning I stole a ham from the cyclone cellar to feed my 30 or 40 guests with. Having no defence I throw myself unreservedly upon the mercy of the court." Discharged.



Drummers' Snack—Sol Walters and the Comfort Soap Race second prize winner.

A Few Remarks.

Jno. Nelligan, who was next called upon, spoke feelingly of the spirit of universal kindness, which was the key-note

of the Snack. "The air of Alton is full of kindness," he said. "I'll try and write you something even better than 'The Darkey's Dream' next year, and I think I can do it, because the objects for which I write will be an inspiration in themselves."

Col. Stoneman, M. P. Malone and Hy. Eckstein each said a few

generously, and as enthusiastically as you did for the Snack of 1907. Another thing, I'm following a hard man—a popular man, a man who made last year the most enthusiastic president we ever had. I refer to Jack Charles, and I don't expect to beat him. But with your help we'll give the Snack of 1908 as little cause as possible to blush with

Home secretary (elected by acclamation)—Bob Algie. Mr. Algie also assumes the duties of treasurer. He does the work anyway and might as well get the title.

Auditors—Peter Smith, Hamilton, and Will Meen, Toronto.

Hamilton executive—George Smye, Hy. Eckstein, Bob Smith, Court Thompson, Col. John Stoneman, Jas. Hooper and Chas. Smith.

Toronto executive—J. Wildfong, W. Meen, Sol. Walters, D. McGregor, W. J. White, N. Oakley, Jno. W. Charles, G. Campbell, T. Gloster, F. C. Hunt, Robt. Keys.

The following were created honorary members—Jno. B. Nelligan, Ben Arthur, Chas. Leslie, B. McIntosh, of the Central Business College, Toronto; Alex. Earle, of Creemore, and Donald McGregor.

Amos Mason and Ross MacKenzie were made assistants to the secretary. Before the meeting closed, Bob Asher was presented with Bill Colville's prize for having sold the most buttons. Bob sold 32, and said it was pie. Snack buttons cost \$1 each and entitle the owner to full membership in the club.

As the final wind-up to the meeting, William Algie recited a poem by Robt. W. Service, author of "Songs of a Sour Dough." The poem, which was called "The Cremation of Sam M'Ghee," was of a humorous persuasion, and made a great hit.

The Procession.

Lunch was served to all who had appetites, by the ladies of the Presbyterian



Drummers' Snack—The Baby Show—The winner is in the go-cart.

words, and Court Thompson was called out. Court proceeded in a dignified manner to the rostrum where he assumed the old Dr. Munion attitude. His listeners knew that one of the great truths of Dr. Munion was imminent, but there was no time for escape. "I've heard some of you people talking of shake-downs in Dr. Algie's house," he drawled, "Well," he continued with stern impressiveness, "I stayed out all night, and Dr. Munion says there is no punishment too great for those who neglect the afflicted."

The president called on the members for any criticisms or suggestions. A few were offered—tentatively—and accepted—gracefully. A photograph was then taken of the meeting in session. The election of officers was next taken up, previous to which President Charles, in the course of a short address, spoke highly of the help rendered him by the members of the executive. "If I'd had an executive made to order," he said, "it couldn't have been improved upon."

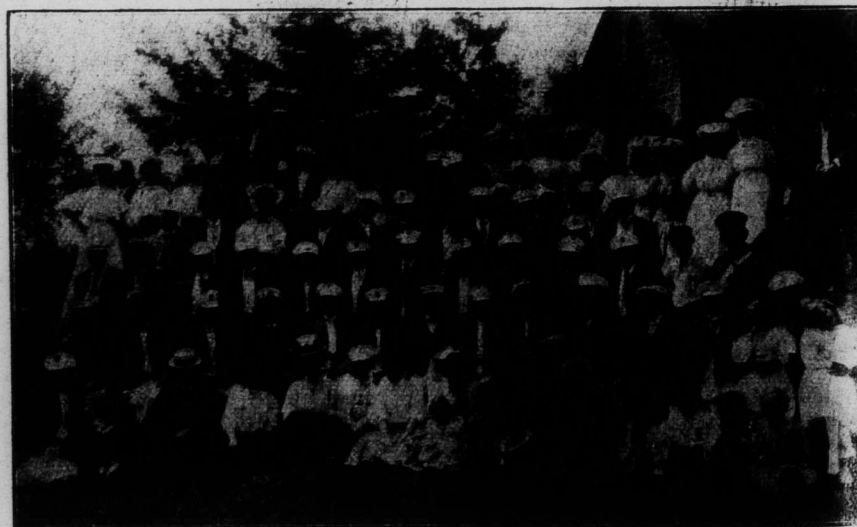
The New President.

Col. Stoneman proposed M. P. Malone for the new president. Bob Keys seconded it and there being no dissenting voice, Mike was duly boosted to the platform. In his address of thanks, or welcome, or whatever it was, he remarked candidly:

"It is no cinch to be president of the Snack Club. It means hard work and lots of it. But I think that to be president of such a bunch as I see below me is well worth a little trouble. I know you all. If I didn't I wouldn't take the office. But you'll all turn out and work for the Snack of 1908 as unselfishly, as

shame by comparison with that of this year. Gentlemen, I thank you for the honor you have done me."

On the proposal of Bill Colville, an enthusiastic vote of thanks was tendered J. W. Charles for having made the



Drummers' Snack—Members and friends in Wm. Algie's grounds.

Snack of 1907 the greatest in the history of the club.

For Next Year's Snack.

The following officers were then elected:

Vice-president (an office created for the first time after some discussion)—F. C. Hunt, Toronto.

Hamilton secretary—Bay Hill.
Toronto secretary—Robert Asher.

ian Church, in the Science Hall. One paid 25 cents and ate all one could. The fare was extraprdinarily good value for the money, but this may have been on account of the ladies relying on the well-known generosity of all travelers to come forward at a slightly advanced price over the one asked. Their expectations, if they entertained any, were gratified many-fold. The boys dived into their pockets and wouldn't take any change.

After lunch, the writer, for ed. From the of sad music, a swung a proce composition, that one regret lish language tion. Most of happily reporte many of the glance at the will give the faint, vague, a reality. Observ Walters, cons means the m outrageous co may train you a dim way wi grapher, is tak business. To h he flinched not but with clen tenance expose back to the cy When the kil the sport's fi

Drummers' The Sn

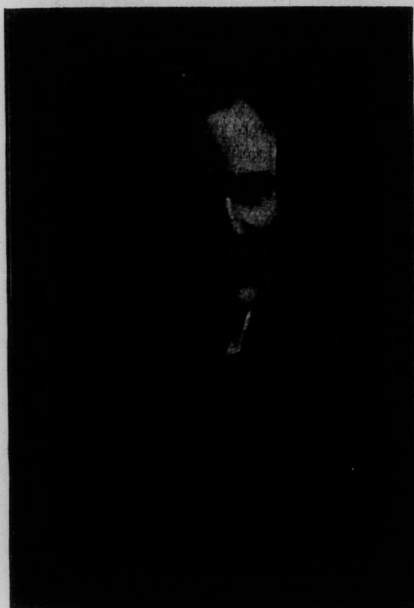
immediately a team from Tor lasted most of sidering the which Col. S handed out the ably devoid of by lashing out in the last inn victory for the was 13 to 11. of Old Abe cig captain, a tin gany stand. T the referees ha an able manner

The teams w Toronto :—J Asher, F. C. Jack Wildfong, A. R. Fraser,

Hamilton :— Smye, Hy. Eck Gufford, Cour Slim Arthurs,

After lunch, came an event from which the writer, for one, has barely recovered. From the hill-top floated the strains of sad music, and down the street there swung a procession, so marvellous in composition, so unique in character, that one regrets the paucity of the English language as a medium of description. Most of the spectators are now happily reported to be convalescent, but many of them suffered severely. A glance at the accompanying photograph will give the unprivileged outsider a faint, vague, and shadowy idea of the reality. Observe the illustrious Mr. Sol Walters, consider that he was by no means the most picturesque of that outrageous company, and in time you may train your mind to comprehend in a dim way why Galbraith, the photographer, is taking a forced holiday from business. To his credit be it said that he flinched not from the call of duty, but with clenched teeth and ashy countenance exposed his plate and staggered back to the cyclone cellar.

When the kilted processionists reached the sport's field, a baseball game was



Drummers' Snack—William Algie—The Snack Club's friend.

immediately arranged between a picked team from Toronto and Hamilton. It lasted most of the afternoon, and considering the strict impartiality with which Col. Stoneman and Bay Hill handed out their decisions, was remarkably devoid of friction. Jack Charles, by lashing out a magnificent home-run in the last inning, secured the fruits of victory for the Toronto IX. The score was 13 to 11. Each member got a box of Old Abe cigars and Jack Charles, as captain, a tiny silver cup on a mahogany stand. The winners declared that the referees had conducted the game in an able manner.

The teams were as follows:—

Toronto:—Jack Charles, captain, Bob Asher, F. C. Hunt, Tommy Gloster, Jack Wildfong, Bill Meen, Pud Oakley, A. R. Fraser.

Hamilton:—Bob Smith, captain, Geo. Smye, Hy. Eckstien, Billy Miles, Fat Gufford, Court Thompson, Bill Wark, Slim Arthurs, Ed. Nally.

Meanwhile the games and sports were in full progress. The Sport's Committee consisted of Wm. Colville, chairman; Col. Stoneman, referee; R. Asher and P. Smith, entry clerks. The committee were as follows:—William Irwin, Court Thompson, William Meen, E. F. Clarke, Bob Keys, Guy Long and Sol Walters.

The Sports.

All the sports and competitions were pulled off in fine style, and reflect great credit on the management. The following list of the various events with their winners, wherever it was possible to ascertain who were the winners, fairly represents the large scale upon which the whole programme was conducted. Competitors in most of the events were almost too numerous to admit of perfect handling. Sol Walters, smitten with the idea that he would like to help the committee, being one of them himself, succeeded in making himself recognized to the extent of being on nine separate occasions forcibly removed from the grounds. But nothing could daunt that indomitable spirit, and Sol was never far away from the centre of action. When last seen he was making for Orangeville, in his wake an infuriated mob of fellow-competitors, who with arms raised to heaven were calling the very firmaments to witness that through the strategical ingenuity (only they didn't put it like that) of the man they were pursuing, they had been wrongfully defrauded of their just rights.

It appears that Sol had stolen a march on them in one of the races, by rushing out of the crowd into the course when the judges were looking at other people's sisters and finishing a yard or two ahead of the legitimate winner. So let us leave him, with best wishes for his success if he was captured, and condolences for his pursuers if he escaped.

Baby show—1st prize-winner may be seen in the go-cart in the photograph; 2nd prize, Clara Graey; 3rd prize, Wm. Edward Algie; 4th, Dorothy Cockerene; 5th, Baby Stevens.

Past Presidents' race—1st, Robert Keys; 2nd, Wm. Colville.

Tug of war—Winning team, Jack Burnett, R. L. McKenzie, William Algie, Joe, Dodds, John McLaughlin and Wm. Alexander.

Ladies' Comfort Soap race—2nd, Miss Hall; 3rd, Miss Smith; 4th, Miss Alexander; 5th, Miss Ada Saunders; 6th, Miss Oakley; 7th, Mrs. Smith; 9th, Miss Saunders; 10th, Miss Neeley; 11th, Miss Rodwi.

Artists' race—1st, Hy. Eckstein; 2nd, Ed. Nally; 3rd, F. C. Hunt.

Musical race—1st, Wm. Collins; 2nd, R. A. Scott; 3rd, Jim. Algie.

Ladies' Blue Ribbon hockey broom match—Winning team, Miss Saunders, Miss Eddie Saunders, Mrs. Wilson, the Misses Mason and Miss Campbell.

Needle race—1st, B. McIntosh; 2nd, J. H. Thurston; 3rd, F. C. Hunt.

Three-headed race—1st, J. H. Thurston, A. R. Fraser and R. M. Thurston; 2nd, Walter Scott and company; 3rd, Bob Smith, Fred. C. Hunt and Jack Wildfong.

Early-call race—1st, Ed. Nally; 2nd, F. C. Hunt; 3rd, R. M. Thurston.

Frog race—1st, Ed. Nally; 2nd, A. R. Fraser.

Smoking race—1st, Billy Mill; 2nd, Sol. Walters; 3rd, F. C. Hunt.

Sack race—1st, A. R. Fraser; 2nd, Bob Smith; 3rd, Walter Scott.

Fat man's race—1st, Billy Mill; 2nd, Jack Charles; 3rd, Jack Wildfong.

Kicking the football—1st, Billy Meen; 2nd, B. McIntosh.

Married men's race—1st, Walter Scott; 2nd, Billy Meen; 3rd, O. E. Wallace.

Unmarried men's race—1st, B. McIntosh; 2nd, A. R. Fraser.

Consolation race—1st, F. J. White, of Melagama Tea; 2nd, F. Oakley; 3rd, Mel Tufford.

F. J. White had a Melagama Tea race for ladies. The names of the winners did not transpire, but a picture of the first lady home is shown elsewhere.

On the sports field a big tent was erected, wherein was dispensed ice cream fruit and cooling drinks. It was well patronized.

Prizes for the various events were the gifts of the following travelers and



Drummers' Snack—A fair spectator.

firms: Tug-of-war, J. W. Charles; baseball match, Havana Cigar Co., cigars and silver cup; ladies' Comfort Soap race, silver salver and other prizes donated by the Comfort Soap Co., Aprons and soap supplied free. Little maidens' Comfort Soap race—12 rings given by the Comfort Soap Co. Blue Ribbon Tea hockey broom race, one pound of one dollar tea to each member of the winning team, donated by George F. Campbell. Boys' Comfort Soap race, twelve prizes given by the Comfort Soap Co. Three-headed race (a new one), three case pipes given to the first team by W. H. Steele, tobacconist, Toronto. Smoking race, "Mary Ann" cigars, donated by Manners & Son, of London, through their representative, Ed. Bingham. Football kicking contest, Sol. Walters.

Envoie.

So let us take our leave of the Drummers' Snack. With a royal send-off that came straight from the hearts of the people of Alton, with a last cheer sent ringing back along the rails from the men and women in the vanishing train,

a memorable outing was at an end, and another frolic added to the credit of the Snack.

And if, as Stevenson asserted, it is the duty of all men to be happy, surely this organization is fulfilling that duty in the highest degree. A club of men formed in the interests of clean mirth, of honorable enjoyment and of mutual service to one another, cannot well fail of success, and if the future of the Drummers' Snack Club is to be measured even proportionately by its past and present work, in after years a great body of men is destined to arise, whose motto, "Laugh and grow fat," will echo through the trackless wastes of the Siberian desert, and tickle the risibilities of the humble Esquimaux in the bleak solitude of his frozen home.

Short Snacks.

The president wore kilts. He's Scotch anyway.

As usual the star feature of the games was Bill Colville's Comfort Soap race.

Fred Hunt, the vice-president, came in third in more races than anyone.

Jack Charles cannot be beaten as a chairman. He knows how to keep things moving.

Many of the boys were inquiring for Walter Armstrong, editor of The Canadian Grocer, who was away on his vacation.

What would a Snack be without Sol. He looked immense in kilts and used a broom for a sporan.

The Snack resembled one huge, happy family picnic. The verdict returned was "The best ever!" There will be no appeal.

Will White, former member of the executive, now living in Vermillion, Alberta, was wired the regrets of the club at his absence.

Jack Wildfong, of Gordon Mackay, a director of the Commercial Travelers' Association, was on hand early. It was Jack's first visit, but he says he'll never miss a snack again.

The bonfire and fireworks display which were held after the concert made a fit ending to a glorious night. As a home secretary, Bob Algie has them all skinned. He forgets nothing.

Some members of the defeated baseball team were unkind enough to say that the Colonel's knowledge of the game antedated the new rules. And yet his decisions were perfectly satisfactory to the winners. Incomprehensible!

A telegram was received by Bob Algie from George Nicholson, familiarly known as Big Nick. Nick was in Vancouver, B.C., and wrote "Sorry not with you. Success is my wishes to all."

Mr. and Mrs. F. J. White, of Melagama Tea, were interested spectators of the games. Bill Meen, who travels for Melagama, was very much to the fore in the races. He won several firsts.

Mike Malone, the new president, has his work cut out for him for next year's snack. This one was so good. But

The Blue Ribbon Tea hockey-broom match, under the able direction of George Campbell was an unqualified success. Many brooms were broken, but no skulls. The single ladies won fittingly by a single goal.

Col. E. E. W. Moore, whose kindly presence was so greatly missed at the snack, telegraphed to Jack Charles:



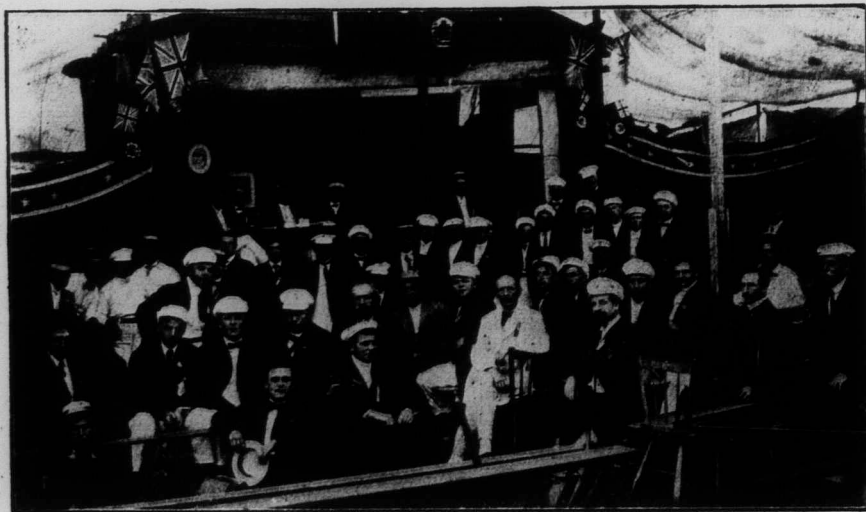
Drummers' Snack—Bay Hill, the Hamilton Dockstader.

"Sorry, cannot be with you. Best wishes for record snack." That his wish came true is now ancient history.

Bay Hill, the Hamilton Dockstader, was largely responsible for the success of the concert. Bay was made up as an old nigger, and acted, as well as looked, the part. With Bay Hill and Bob Asher as the Hamilton and Toronto secretaries, the success of the next snack is already assured. They are untireable.

CLEAN PRODUCTION.

"The English have many religions," a witty Frenchman once observed, "but only one sauce." If this gentleman had studied at all closely English manners and customs, he would have found that sauces were just as numerous and varied as the religions. Among the most popular of these various brands, however, Mason's O.K. Sauce occupies a strong place, its qualities of excellence being recognized wherever used. A peculiar fact in connection with its manufacture is that the ingredients used come from all parts of the world. The factory itself is a point of interest to the visitor, who is always welcome. The bottling pans, for instance, are all of white enamel and the scouring and thorough washing of the bottles by modern machines is also interesting. Indeed, the company's works at Chelsea might justly be termed an almost model factory. As a result of the purity and excellence thus secured and by a judicious advertising campaign, the sauce has secured an enviable reputation.



Drummers' Snack—The members in session.

Bill Colville, as a games starter and general sports director, holds the belt. He is energy personified.

John B. Nelligan surpassed himself in "The Darkey's Dream." But he says he can write something better for next year's snack.

everyone knows Mike, and when the time comes he'll deliver the goods.

Nowhere is there anybody just like Bert Menzies. During the Friday night serenade he kept the town alive and sleepless by pounding the kettle drum. He made up in energy what he lacked in artistic feeling.

GROC

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Business is in the present time commenced, and of the most success record. The struggle just over, has previous years is an undoubted fact that cannot be denied are not grown such quantities eastern portion recalls the time vicinity of the strawberries of obtained for a limited quantity would bring to disposed of, a fact that cannot be denied numerous and the supply. Theories of importation, and yet strawberries the lower figure than is quite possible portion of Ontario on the price. Probably the western Canada of supply and

Everybody is for the Old English 7, 8 and 9, and Galt who may heartily invite friends. Among eleven first-class vaudeville comedians baseball matches Buffalo, lacrosse parades, etc. fully decorated an active partments.

A local merchant your correspondent of the merchants' convention by The Grocer excellent reports benefit we derive gives us a veritable Retail Galt." The latterly to the a Green, secret

GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

GALT.

Business is brisk in grocery circles at the present time. The fruit season has commenced, and everything points to one of the most successful seasons on record. The strawberry season, which is just over, has been shorter than in previous years, and the price higher. It is an undoubted fact that strawberries are not grown in the western part in such quantities as are produced in the eastern portions. Your correspondent recalls the time when he resided in the vicinity of the Bay of Quinte, when strawberries of excellent quality could be obtained for four cents per box in unlimited quantities. The market days would bring thousands of crates to be disposed of, and this in spite of the fact that canning factories were very numerous and made a strong bid for the supply. There are no canning factories of importance in western Ontario, and yet the fact remains that strawberries this year never reached a lower figure than 7 cents per box. It is quite possible that the climate in this portion of Ontario may have some effect on the price, but this fact should not account for the great difference in price. Probably the main reason for the western Ontario prices is the law of supply and demand.

* * *

Everybody in Galt is getting ready for the Old Boys' Reunion on August 7, 8 and 9, and any former resident of Galt who may peruse this notice is heartily invited to come and bring his friends. Among the attractions will be eleven first-class bands, half a dozen vaudeville companies, an Eastern League baseball match between Toronto and Buffalo, lacrosse and football matches, parades, etc. The town will be beautifully decorated, the merchants taking an active part in the reunion arrangements.

* * *

A local merchant, in conversation with your correspondent to-day, made mention of the report of the Retail Merchants' convention in Hamilton given by The Grocer. "In addition to the excellent report," he said, "and the benefit we derived from reading it, it gives us a very clear idea of the value of a Retail Grocers' Association in Galt." The speaker referred particularly to the address given by John C. Green, secretary of the National Asso-

ciation of Retail Grocers in the United States. "I wish," he said, "that every grocer in Canada could read that address. It was full of sound practical advice, and would do more for the grocery trade in general than any amount of moralizing."

Allan Deans, of the firm of Deans & Walker, was asked to-day if Galt had ever been troubled with the trading stamp nuisance. "Yes," he said, "there was a time when this trade destroyer took possession of certain establishments in Galt, but luckily the parties saw their danger, and the scheme was dropped. It has been many years now since the trading stamp was in vogue in Galt, and I sincerely hope that it has been dealt a death blow."

* * *

In spite of the agitation that once promised speedy results, the clerks in Galt still work every day and all day long during the hot summer weather. It was owing to the action of a number of so-called public-spirited citizens that the scheme did not materialize. There are a certain class of merchants in Galt, and in every other town and city, too, who, rather than close their stores for half a day, would rather think of remaining open on Sundays. Such are the citizens who are not missed when the sword of fate swings in their direction.

* * *

Joseph Zuccaro, the genial Italian fruit vendor, still makes his weekly trips to the surrounding villages to supply the inhabitants with fresh fruit. Since his last escapade with a monster groundhog Joseph refuses to travel the unfrequented wilds without a companion.

The Galt Saturday market was largely attended and the buying was brisk. New potatoes made their first appearance and were sold at 45c. per bushel. New carrots, beets, etc., were also much in evidence. Eggs and butter were each 20c., while scattered quantities of strawberries could not be obtained at less than two boxes for 25c.

The grocers in Galt are much interested in the action of the Customs Department in ordering that all tea under 10 cents in value be admitted for analysis by the tea testing department. The local grocers feel that the action will result in cleansing the market of all impure brands.

HAMILTON.

The boom in this good town grows apace. New industries are cropping up all over the city and real estate is going higher all the time. Hamilton is reaching out for a hundred thousand population in a short time and I guess we will get there. Business in all lines is brisk. The old established firms in dry goods, boots and shoes, hardware, etc., are not meeting with any new competition, but in groceries it is different. Wherever a lot of new houses are built, a corner is left for a grocery, and it is usually taken up as soon as the building is finished, so that the competition in this line is keener than ever. A good deal of comment is made by the older grocers on the ease with which these new comers receive a line of credit from the wholesale houses, and the only remedy seems to be a better organization, that would be able to enter a protest against the setting up of new stores in districts where the business is already overdone. A man with two or three hundred dollars finds no trouble in securing a stock of from five hundred to a thousand dollars in a few months, and in rare cases only, does he ever succeed in getting from under the domination of the house that started him. This is one of the grave situations that the independent grocer has to meet, and it seems to me that nothing but united effort will stop the wholesaler from running supply stores.

Our genial grocery travelers are now taking their annual holidays, and the retail men miss them very much. We really do not appreciate these good fellows until the holiday season is on—and then we are lonely without them. They are all out now for a good time, "Jim-mie" Price the stalwart of the party has recovered from his recent illness and he is making the most of his leisure moments. Alex. Fraser is looking after the Red Mill, and in spare hours catching black bass at the beach. George Corley as usual is talking about his dogs, which are the pride of the west end. Gow and Stratton are away and Billie Orton is looking brighter than ever. Hamilton's grocery travelers are a lot of bright young fellows and are much liked by the trade.

Our market, the best in Canada, is now in for fruit in good earnest, hundred of crates of raspberries and currants being on sale. Early peaches, tomatoes, celery, and all the good things of the season are now coming in, but this year they are from 50 to 100 per cent. dearer than last, so the man with a small income finds it considerably harder this year to put up fruit than ever before. That old bugbear the cost of living too, is staring most of us in the face and making us wish for an increase in salary, and to the dealer a wonder if it would be possible to get a little more profit on the goods sold.

The big convention of the Brotherhood of Locomotive Engineers and Firemen will meet here early next month. 3,000 delegates are expected, and elaborate preparations are being made for their entertainment.

Hamilton grocers are very proud of the success of their picnic and very nice things are being said about the capable chairman, James Main, and the grocers think he is the best yet. It is proposed to ask the mayor to present him with

the freedom of the city. The returns of the outing are not all in as yet, but it is hoped that the affair was a financial success. Great credit is due the G.T.R. and the T.H. & B. Railway Co.'s for the able manner in which they handled the immense crowds.

LONDON.

Lind, Kerrigan & Co. are now moving into their new warehouse, the premises on Clarence Street just vacated by Gorman, Eckert & Co., and by Monday next expect to be fully settled there. It is just about six years since this firm started in business and in that time their trade has grown to such dimensions as to rank them among the leading wholesale grocers of Ontario. For some time they have been seriously handicapped through being obliged to operate three separate warehouses. This has now been overcome as in their new quarters they have the finest wholesale grocery warehouse in Western Ontario with a floor space of over 35,000 square feet and the best of shipping facilities. In addition the warehouse is located quite close to the G.T.R. passenger station, a convenience of no small importance to customers from outside places. The firm will have a thoroughly equipped spice mill and be thus enabled to grind and prepare their own spices. With improved facilities, Lind, Kerrigan & Co. may be expected to speedily push further in the front, for their enterprise is of a character that will not stand still.

Gorman, Eckert & Co. are now pretty well installed in their new premises in the east end of the city, extended reference to which was made some time ago. Here they have facilities that are up-to-date in every particular, and their increased success is assured.

Local retailers are discussing among themselves the advisability of holding a big picnic next summer in which all the grocers of Western Ontario might join. There is somewhat of a divergence of view on the subject. For instance, President Harry Ranahan, of the Retail Grocers' Association, is greatly struck with the idea and thinks such an outing would have excellent effect in bringing those in the trade to this part of the province together in a social way. On the other hand, Mr. Ed. Ryan, a prominent member of the association, is of opinion that a better plan would be to combine business and pleasure and make a convention of grocers the main feature of such an outing. By this means there could be an exchange of views on matters of interest to the trade and the presence of ladies would add to the social enjoyment, and this suggests the question whether or not affiliation with a provincial association would be of advantage to the grocers of London.

Grocery travelers are all off on their holidays, and will give the retailers a rest for two weeks. Meantime mail orders are coming in in fair numbers.

Discussing the sugar situation this morning a local grocery broker declared sugar to be a greater mystery than ever. "So much doubt is there as to

the tendency of prices" said he, "that no one can tell whether sugar will go up or down, and for that reason dealers are buying merely from hand to mouth, and in view of the poor supply and high prices of small fruits, their needs are by no means large for this time of year." Brokers' advices show an advance of 1c per lb. for low priced grades and fine are very firm. All seem to have an advancing tendency.

The local grocers spent a most enjoyable afternoon at Springbank on Wednesday last. The baseball match between the storekeepers and clerks resulted in a win for the former, the score being 12 to 11. The presentation of prizes to the handsomest grocer and clerk also took place. The last Wednesday in August will see the close of the mid-week half holiday and the grocers will mark the occasion with a grand field day at Springbank, where a programme of sports will be carried out.

Among the bowlers who attended the annual tournament of the Western Ontario Bowling Association the week before last were quite a number of grocermen, and to a grocery broker belong the distinction of winning premier honors. James S. McDougall, of this city, skipped the rink that won the Labatt trophy, the blue ribbon of Canadian bowling honors, which now becomes the property of the London Rowing and Bowling Club, they having won it the necessary three times. On two occasions Mr. McDougall acted as skip and was a member of the other winning London rink. No other bowler in America has such a record.

CHATHAM.

The scarcity of fruit, mention of which was made last week, still continues. Raspberries are scarce, such as do come in readily selling at 15 to 20 cents per box. Other fruits are just as scarce. As a result, sales of sugar are largely affected, that article being much slower this year than for many years past. It looks, also, as if grocers would have to carry over a good share of their stock of jars till next year.

St. Clair St. is to have yet another grocery. The latest aspirant is Chris. Farrell, who has purchased the building for some time past occupied as a meat shop by R. I. Weaver. Mr. Farrell intends to move the old building several blocks up, to face on Lowe St. He will make quite a few improvements to the building, put a brick foundation under it, and start a grocery. Farrell thinks that the advent of the Wolverine Brass Works to the vicinity and the opening up of the McKeough property into building lots will considerably widen the present St. Clair St. field. Mr. Weaver moved into his now premises on Monday.

On Monday last, W. M. Murdock, Gray St., disposed of his grocery business to A. L. Cummings. During his re-

sidence in this city, Mr. Murdock has made many friends, and has proven himself a shrewd and progressive business man. He leaves shortly for New Ontario, where he has considerable interests. The new purchaser formerly traveled in the interests of the I.O.F. and has resided in this city for a couple of years past.

Grading on the C.W. & L.E. extension to Lake Erie is progressing rapidly, and is now practically completed to Cedar Springs. Within the city, the Raleigh St. branch has been completed, and the first car crossed the G.T.R. tracks on Thursday night. The car will be used south of the track in connection with the construction work. The laying of the ties south of the G.T.R. is progressing rapidly.

The city has instructed City Solicitor Lewis to enter an appeal against the decision of Magistrate Houston regarding the transient trader case against Benjamin Brody. The magistrate, it will be remembered, dismissed Brody on the ground that the \$100 license fee was a prohibitory one. An appeal has now been entered, and the case will come up at the divisional court in Toronto some time in September. The outcome will be of widespread interest, as settling the question of what a "prohibitive" license fee is.

At the Baptist parsonage, Wallaceburg, on Thursday afternoon, Robt. J. Broad, formerly of Jos. E. Capman's butcher shop and now traveler for the Canadian Packing Co., of London, was united in marriage to Miss Eva Crombie of Chatham. On their return from a wedding trip up the lakes, Mr. and Mrs. Broad will take up their residence on Forest St., Chatham.

The residence of John O'Mullin, the Taylor Ave. grocer, was struck by lightning during a storm Wednesday afternoon. The bolt brought down considerable plaster, and Mrs. O'Mullin suffered somewhat from the shock.

R. O. Knight drove out through the country to Kent Bridge last week. He reports that crops in that vicinity are looking splendid, having been helped materially by recent showers.

"Beans," said the ex-grocer, "are not much of a crop, as they were put down and out by the recent frost. Wheat, wherever there is any, is only fair, and much of the crop is already being cut. Oats are now coming along very nicely, although it was feared they would be affected by the long drought. Corn and barley are both splendid crops. Everything considered, I think the farmers have every reason to feel satisfied at the prospect."

In reference to the fruit crop, Hugh Malcolmson, president of the Kent Canning Co. stated the other day that the

season for canning opening up, a ning to get b in which Mr. have about 4 for this year berry season canners can coming prett Malcolmson h however, wh and which wi factory yield.

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G. E. Smith fruit growers his life in a s Springs Satur engaged in loa struck either, l by the taut rop afterward wit ness. Mr. Sn of age.

season for canning fruit should just be opening up, and the canners just beginning to get busy. Instead, the factories in which Mr. Malcolmson is interested have about 40 per cent. of their work for this year already done. The strawberry season is already over, and the canners can see the end of the season coming pretty close this year. Mr. Malcolmson has 340 acres of field corn, however, which is looking the very best, and which will give a good and satisfactory yield.

Gaspar Tavata, the Italian fruit vendor, who left the city some months ago as a result of being mixed up in a scrap with a rival, Zakoor, returned last week. He has squared things with his lawyer and his securities, and has purchased a house and lot on Queen St. where he intends opening a fruit store.

The Wallaceburg sugar factory has closed down for a couple of months, until fall, when the beet campaign will open. The company will, during the summer, erect an immense warehouse for the storing of dried beet pulp, and will double the capacity of the pulp drying equipment, as this product is now in ready demand as a stock food.

A canning factory is to be erected on Pelee Island, the municipality giving the industry financial aid.

The warm weather of the past two weeks has put a different aspect upon the tobacco question in Kent. Most of the farmers are through with transplanting for this season's crop. Many have begun hoeing, some are through for the first hoeing, and a few have commenced to hoe a second time. It is no difficult matter to hear some of the farmers talking of tobacco that is six to eight inches high or better. But so far as my observation goes tobacco that stands, on an average, six inches high would be a very good average, and for the time the tobacco has been set I think that would show a good growth.

Reports from South Kent state that the crop outlook is 100 per cent. more encouraging than a month ago, the various crops promising much better than was expected.

Beans are coming along finely, and only depend upon the weather not being too dry to make this, the crop for which South Kent is famous, quite up to the usual mark. Vegetables are away behind previous years; and potatoes are half the usual crop.

G. E. Smith, one of the best known fruit growers on the Lake Shore, lost his life in a shocking accident at Cedar Springs Saturday afternoon. He was engaged in loading wheat when he was struck either by a disengaged pulley or by the taut rope. He died about an hour afterward without regaining consciousness. Mr. Smith was about 70 years of age.

After ten years of successful business in Dresden, Baxter & Son have disposed of their bakery to Nelson Perry & Sons, of Courtright. The new proprietors take possession Sept. 1st. "Ab" Baxter was a leading spirit in Dresden baseball circles, and will be greatly missed.

J. Elgie has purchased the butcher business at Dresden formerly conducted by W. P. Forshee.

Chas. Jeffrey, of Blenheim, whose grocery was recently visited by fire, is conducting a big "slaughter fire sale" with quite a few conspicuous bargains.

Mrs. Pauline Peck, carrying on business at Jeannette's Greek, near here, as a general merchant under the name of F. C. Peck & Co., made an assignment last week to G. W. Sulman of this city, for the benefit of her creditors. The creditors' meeting will be held at the offices of Wilson, Pike & Gundy, assignee's solicitors, on Aug. 9.

Geo. Irwin Mackenzie and John A. Mackenzie, who under the firm name of Mackenzie Bros., have been carrying on business here for a year or more as confectioners, on Tuesday morning made an assignment to bailiff C. J. Moore. There are some 20 claims against the firm. The assets are reported to be inconsiderable. The creditors' meeting will be held here on Aug. 12.

GUELPH.

The fall wheat harvest started around here in earnest this week. H. W. Ironsides, merchant at Schaw Station, states that he has his harvested and that it shocked up well.

Jos. Harris, the popular head clerk of the Noted Tea Store and China Palace, returned on Saturday after a week's well-earned rest.

The market Saturday was again slimly attended by the farmers. Butter and eggs again advancing in price. Eggs from 20 to 22 cents and butter quite firm at 20 to 23 cents. The fruit market also was poorly attended and the fruit being scarce, the prices were kept up. Cherries brought as high as \$1.50 a basket and raspberries 15 cents a box. The Hamilton men refusing to take orders for this week at anything less than 15 cents for raspberries.

The Salesmen and Clerks' Association report a balance in the wrong direction of \$25 on the excursion to Hamilton, and are going to give an afternoon and evening programme of sports, etc., in the Exhibition Park on the 15th of August, which is expected to put them in good shape again.

Tuesday's fruit market was again limited to two loads which were picked up quick. Cherries bringing \$1.30 and raspberries dropping 1/2 cent less than Saturday. Cucumbers were only 50 cents a basket for the first time this season.

The new postal delivery system in Guelph is still sleeping at this end of the line. The Government are ready, but our city council have not the streets numbered, or, in fact, named

properly in some cases. With such good grocers as Aldermen McCrea and Simpson, and several other merchants in the council who are noted for their business ability, we should expect a better showing.

A new idea is being tried by J. D. Moore, of Waterloo and Galt, of supplying the trade with butter, eggs and cheese, sending a waggon through once a week, on a Friday. But it is not likely to be a success here in the summer time, as far as butter and eggs are concerned, especially on a Friday, as the grocers are glad to have their stock low for Saturday. We never have what you would call a great scarcity of either with the telephones and trains so handy, also so many small towns to draw from in this neighborhood. We wish them success, however.

KINGSTON.

The Kingston Old Boys of Ottawa held an excursion to their old home so full of history last week. They enjoyed themselves and went home feeling happier for the visit.

The Kingston Old Boys' Club of Toronto sent fifteen coaches and filled up the old Limestone City. What hugging, kissing and handshaking of fathers, mother there was, of sisters, brothers, and sweethearts. No city, large or small, opens her arms wider or has a warmer heart to receive its children, even prodigals, than the dear old city of maples.

The Grocer of last week was a spicy edition and a vote of thanks and some fruit is due the staff for bringing Winnipeg's Pure Food Show before us. I am sure every merchant spent an hour looking at the fine cuts of exhibits and of some of the leading men of the day connected with the trade.

H. S. Putnam of North Dakota, is home on a visit. He first worked for the late Mr. Hawkins of Seely's Bay, afterwards with J. Gilbert, then with D. J. Laidlaw, dry goods merchant. He has prospered in the west and intends going back to Grand Forks, where he intends taking a divinity course.

Grant Pyke, the great strawberry man, has been on the sick list. He finds it difficult to get good help. He has had an enormous crop. D. B. Gage, grocer, of Montreal Road, is doing a good business. He owns a good horse and rubber-tired runabout, and employs it.

James Lawless, a new beginner in the grocery line, is a hustler. He is working up a good trade.

Larry Murphy, the cheese king, reports cheese steady. He expects higher prices as the prospects for hay are very poor.

"Can't get enough new potatoes to fill orders," is the cry of all the grocer here this week. "And the old boys coming, what will we do?" They are selling here for \$1 a bushel. All other fruits are plentiful. Beans, peas, carrots, beets, turnips, celery, etc. Kala-

mazoo celery comes in all heated and does not keep..

What a difference there is in the prices some firms charge on the same goods. I sent to Toronto and got a case of lemons, \$5.50 and freight, \$5.75, laid down. My clerk got a better quality of lemons from a local house for \$4.75. I felt like 9 cents.

PETERBORO.

E. F. Mason & Co. have started to advertise and each Tuesday will offer special prices on certain lines of goods. The first bargain day was last Tuesday and it was very successful.

The representative of the Retail Merchants' Association was in the city a few days ago collecting the annual membership fees. He called on all the members and the majority of them maintained their connection with this worthy organization. An effort was made by several officers of the local organization to have an executive meeting called for the purpose of having a local agent appointed, as it was felt that he could secure many new members and at the same time work up enthusiasm among the merchants to a greater extent than an outside man would do. The president of the local association, however, did not take this view and did not call a meeting. As a result the society is short in the annual revenue. There are a few merchants in the city who are interested in the work of the Retail Merchants' Association and would do and are doing all they can to advance its interests, but they are handicapped by a few non-enthusiasts in the organization who are content to stay in the old rut.

For some time the people of the city have been complaining about the high prices asked for butter and eggs on the Peterboro market. Last Saturday the market opened at 20c., but dropped to 19c., and a few to 18c. Even at these prices the people are paying too much, and are paying more than they are asked at the stores. For more than two weeks the ruling prices at the stores have been 17c. and 18c., and yet the citizens go to the market and encourage the farmers to keep the price on the local market as high or higher than it is on the Montreal or Toronto markets. The grocers in the city are doing the best they can to keep the prices down. They buy in the country in large quantities and sell them at a cent or two less than the farmers ask. But the farmers get so much on the market that they will not sell to the grocers at any less, thus keeping the price up all around. A fair price for eggs during the spring, summer and early fall would be 15c., but not more than that, and the people should refuse to pay any more. A well-known housewife said, when spoken to, "How do we know that the stores are selling fresh eggs at 17c. or 18c. I for one never see an advertisement in the paper from the grocers and I haven't time to

run from one store to the other until I find those selling at the lowest price. I read the papers and am always watching for advertisements, but when the grocers do not advertise eggs at 17c. or 18c., I naturally suppose they are charging the same as the farmers."

Your correspondent happened to walk into P. Connal & Son's store the other afternoon and found Jos. Connal busy turning out several batches of coffee. He was stocking up so he could get away to the lakes to spend a couple of weeks' holidays. Mr. Connal has been roasting and blending his own coffee for many years. He learned the business from his father and by good, hard study, and as a result he is to-day one of the best coffee men in the province. He not only knows how to roast and blend coffee, but he is well versed in green coffees and can buy to advantage. Then by his knowledge of this important branch of the grocery business he is in a position to give the public better coffee, a greater variety of coffees, and he saves considerable money, which, at the end of the year, amounts to a good sum.

In speaking of the grocers roasting their own coffee, Mr. Connal said he could not too strongly advocate it. He has made a success of it, and would not buy coffee from the wholesale men, as the great majority of retail men do, for anything. In the first place, he said, the man who does his own roasting,— saves at least five cents a pound. He knows what he is selling to his customers and he can cater to their individual tastes. For instance, one person likes one blend and another likes something else. One likes it strong with a dark color, and another likes a medium coffee with a nice amber color. Once a customer gets a coffee that is satisfactory, he can continue to give the same article. The grocer who buys coffee already roasted cannot depend upon getting the same thing a second time, and he is not in a position to make up a new blend, as he knows nothing about it.

Coffee is harder to handle than tea in many respects. There are so many grains that resemble each other in size and appearance that a cheap grain might very easily be bought for an expensive grain and the difference would not be detected until the goods were sold and the customers began to kick. The roasting is a difficult proposition, too, as it is hard to get a batch turned out just right. If a batch, which is usually about 40 pounds, is done a little too much it is lost. If it is under done it is also lost and at, say 50c. a pound, it means \$20. But when a man can turn his coffees out right every time he will make money.

Between Toronto and Montreal there are probably only three men roasting their own coffee, one in Kingston and two in Peterboro, Mr. Connal and Mr. Hamilton. Others have made enquiries about it, but the only way to learn the trade is to get with someone who understands it. Reading books and letters are no good. It requires practical know-

ledge, but' once it is accomplished it means money.

WOODSTOCK.

Wild raspberries are beginning to appear on the market. The season promises to be a good one for this fruit of which immense quantities are cultivated throughout this district. Haying is about finished. The crop on the whole was a good average one. Complaints are made that the oat crop is almost ruined, apparently by a blight. One explanation is that it has been attacked by a little green bug. Whatever it is, it has done an immense amount of damage. "I haven't seen a decent piece of wheat left in the whole district," said one man who has been traveling extensively.

Grocers generally report that the present season has been a very good one. Trade has been up to the average and times are good, so that they have not had to worry about collections more than usual. If they all adopted the cash system, they wouldn't need to worry at all. It is difficult in the hot summer months to keep a store looking clean and tidy, but for the sake of the statement of receipts at the end of the month it must be done. There is too much of a tendency to let things slide, to get along with as little work as possible, and the result is, if this inclination is yielded to, that the premises soon look dirty and the stock unappetizing. This soon has its effect with discriminating people, who will at once look for a new place at which to deal. A grocer who wishes to hold his trade must not relax his efforts during the hot summer months. That is just the time he must put forth unusual efforts to hold his trade. His efforts will be well rewarded. People appreciate what is done for their benefit, even if they do pay for it.

Another thing grocers may do to attract summer trade is to keep on hand a supply of fruits in season, fresh and palatable. These will attract custom just as surely as will live newspaper advertising.

(Additional correspondence on page 52.)

NOTES.

Halliday & Carlisle have bought out the dry goods and grocery business of J. E. Brooks & Son, Indian Head, Saskatchewan.

White & Co. have received three cars Texas, Elberta peaches in six-basket crates. Prices range from \$2.25 to \$2.75 per crate.

J. J. Pickup, for two years connected with Shaw T. Nishamura, Montreal, has joined J. L. Watt & Scott, Toronto, and will look after their Japan tea business.

Canadian trade with the Antipodes continues to expand. The Steele, Briggs Co., Toronto, shipped a large order of Scotch green peas to a firm in New Zealand last week.

The arrivals of California fruit the past week totalled five cars, all of which were handled by auction. All varieties are in keen demand, owing to the scarcity of local fruit. Pears sold \$3.25 to \$3.50; plums, \$1.60 to \$2.40; peaches \$1.40 to \$1.90.

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WESTERN POSTAL SERVICE.

Complaints of inadequate postal service are still heard from all parts of Western Canada and lately the Winnipeg Free Press devoted an entire page to the extracts from complaints from subscribers as to late delivery of their papers. Every other paper circulating in the west could tell a similar story and western businessmen are suffering serious losses through delays in the delivery of their correspondence.

At the recent convention of the Associated Boards of Trade of Western Canada this grievance came up for discussion and a strong resolution was passed calling the attention of the department to the serious state of affairs now existing. In the course of the discussion F. T. Fisher, ex-secretary of the Edmonton Board of Trade, told how the trouble had been dealt with in Edmonton and his remarks pointed out a remedy. One year ago Edmonton had probably the worst postal service of any town in the west and the businessmen were loud in their complaints. But complaints that are not specific seldom accomplish much and this is the reason why the west has been complaining so long and getting so little redress. The

Edmonton Board of Trade took the matter up in a businesslike way and soon accomplished results. The secretary requested the businessmen of the town to give him the envelopes of all delayed letters received. Soon he had a vast collection of envelopes, the post marks on which showed long and vexatious delays in delivery. These were forwarded to the department authorities and very soon an inspector was in Edmonton looking into the matter and investigating the causes of all these delays. Edmonton businessmen established conclusively the fact that they had a serious grievance and to a great extent that grievance has been redressed.

The Edmonton plan might, with advantage, be followed in every town in the west and specific complaints of this kind could not possibly be overlooked. If the readers of this paper would go to the secretaries of their local board of trade and induce them to collect evidence of inefficient postal service according to the simple, direct method followed by Mr. Fisher in Edmonton, there would soon be in the hands of the postal authorities a mass of evidence that would compel instant action.

ORGANIZATION.

Without organization the retail grocers cannot advance their position as purveyors of food stuffs to the people of the Dominion. Every year a larger percentage of the foods consumed are made in factories and must pass through the retail grocery store to the consumer. Organization would greatly increase the influence of the retailer with manufacturer, wholesaler and consumer and with Parliament in the making of food laws. It would also enable control of those retailers who disregard their responsibility as purveyors of food stuffs. Indeed, without organization the retail trade is practically a negative quantity.

This is viewing organization over a wide area; even more important is the local view, the reforms and improvements to be effected by the men in the single community getting together. The larger organization must be built upon the smaller. The local organization must be founded in the beginning upon the disinterestedness and farsightedness of one or two retailers.

LIGHT WEIGHT BREAD.

A large number of Toronto grocers were fined last week for selling light weight bread. It looks unfair on the face of it to make the grocer responsible for the sin of the baker, or rather bread manufacturer. This action is in line with the policy upon which the pure food law is based, holding the

vendor responsible for the goods he sells. In regard to bread the grocer's remedy is very simple—weigh the bread. The retailer stands next to the consumer and he should know the quality and in such things as bread the quantity of the goods that go over his counter. It is necessary to the dignity and standing of the retail trade that it should take this responsibility. It will raise the grocer in the opinion of the public, make him a larger factor with the manufacturer and greatly increase his influence, when organized, in shaping the food laws of the country.

COLD STORAGE MAKES ITS MARK.

The Canadian exhibition of fruit at the Dublin fair was greatly admired by the King and Queen. This is the best advertisement it could have had. The Queen at first thought the fruit must be artificial, it was so large and fine, and the astonishment of both of their majesties was great when they were informed by the Hon. Sydney Fisher that not only was the fruit real and eatable but that it had been preserved in its present perfect state in cold storage since last year.

Hon. Sydney Fisher, who, more than anyone else, is responsible for the inauguration of our cold storage system whereby we are enabled to transport cheese and butter in perfect condition over almost any distance, explained to their majesties that it was his intention to extend the system to fruit and fish, and in this way to keep a steady and constant supply of these commodities over the whole country at as uniform a price as possible.

The United States obtain a considerable portion of the Canadian fish trade at present, largely through the absence of any adequate system of cold storage transportation, and it is high time that this state of affairs was improved. The possibilities for development of our fruit and fish industries are tremendous and can be brought about by the adoption on a large scale of the cold storage system.

GROCERS' DEMONSTRATION.

Keep in mind the proposal for a joint grocers' picnic and demonstration in Ontario next year and send your views to The Canadian Grocer for publication. We want to express the sentiment of the trade in regard to this important matter. We believe such a gathering would be in the interest of the trade as a whole. What do you think? Send us your views in a line or a column. Remember that through The Grocer you are addressing its thousands of readers.

LEA'S

The Pickle with the
Home-made flavor.

A Canadian Pickle of quality.

PICKLES

LEA'S

Made from Mrs. Lea's
Home-made recipes.

Made in Canada from Canadian products.

PICKLES

THE CANADIAN GROCER

Table of nut prices including Pecans, Brazils, and selected Spanish nuts.

SPICES—Prices are unchanged. Business is very quiet.

Table of spice prices including Peppers, Ginger, Cassia, Nutmeg, Cloves, Cream of tartar, Allspice, Mace, Mixed pickling spices, and Cinnamon.

RICE AND TAPIOCA—A shipment of seed-pearl tapioca is now understood to be between New York and Toronto...

Table of rice and tapioca prices including Rice, stand. B., Rangoon, Patna, Japan, Java, Sago, and Tapioca.

BEANS—Prices are very firm, with a marked forward tendency. Stocks are small and quite insufficient to meet the demand.

Table of bean prices including Beans, hand picked, prime No. 1, and Lima.

HIDES AND WOOL—Business is about stationary with prices unchanged.

Table of hide and wool prices including Hides, inspected, cow and steers, Country hides, Calf skins, Lamb skins, Horse hides, Rendered tallow, Furred wools, and Horse hair.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Aug. 1, 1907.)

Business is rather quiet at present, this being the slow season of the year. Business men are disposed to mark time at present waiting for the crops to be harvested...

Values are steady in all lines. New prices have been announced on canned strawberries and other prices for new canned fruits and vegetables...

CANNED GOODS—The canners are filling only 45 per cent. of their orders for strawberries and the supplies of new strawberries will therefore not last very long.

FRUITS.

Table of fruit prices including Apples and Cherries.

Table of grocery items including Currants, Gooseberries, Lawton berries, Peaches, Pears, Plums, Raspberries, Pineapples, and Strawberries.

VEGETABLES.

Table of vegetable prices including Beans, Corn, Peas, Succotash, Beans, Spinach, Asparagus, and Tomatoes.

MEATS.

Table of meat prices including Fork and beans, Olark's 1 lb. plain, Soups, Canned chicken, Corned beef, Roast beef, Potted meats, Ham loaf, Chicken loaf, Lunch tongue, Sliced smoked beef, Chipped, Sliced bacon, and Corned beef.

SUGAR—Prices are unchanged. We quote:

Table of sugar prices including Montreal granulated, Wallaceburg, Berlin, Icing sugar, Powdered sugar, and Lump.

SYRUPS AND MOLLASSES—

Table of syrup and molasses prices including Syrup "Crown Brand" and Syrup.

Table of coffee and molasses prices including 10-lb tins, Beaver Brand, Barbados molasses, New Orleans molasses, and Blackstrap.

COFFEE—Rios have declined and new quotations will be noted below. We quote:

Table of coffee prices including Whole green Rio, Standard Java, Old Government Java, Imperial Java, Pure mocha, and Seal Brand.

MINCE MEAT—

Table of mince meat prices including Mince meat, 7 lb. pails and Mince meat, 12 oz. pkgs.

PICKLES—Local brands are quoted as follows:

Table of pickle prices including Sour and Chow in 1 gal. pails and 3, 5, and 20 oz. bottles.

FOREIGN DRIED FRUITS—Prunes have been advanced another 1/4 cent per pound. The new crop is undoubtedly a small one and high prices may therefore be expected this year.

Table of dried fruit prices including Australian raisins, Sultana raisins, Table raisins, Valencia raisins, and California raisins.

THE CANADIAN GROCER

Figs, cooking, in tannets, per lb.	0 65 $\frac{1}{2}$
" " " " " " " " "	0 06
" " " " " " " " "	0 10
" " " " " " " " "	0 11
" " " " " " " " "	0 13
" " " " " " " " "	0 09 $\frac{1}{2}$
" " " " " " " " "	0 08 $\frac{1}{2}$
" " " " " " " " "	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22 $\frac{1}{2}$
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 15
Peaches.	0 15 $\frac{1}{2}$
Pears, choice (halves), per lb.	0 13 $\frac{1}{2}$
" " " " " " " " "	0 13
Plums, choice (dark pitted) per lb.	0 14 $\frac{1}{2}$
Nectarines, choice.	0 16

EVAPORATED AND DRIED APPLES.—Quoted at 10 $\frac{1}{2}$ ¢ to 11¢ per lb.

HONEY—

Ontario honey, 5-lb. tins per case.	8 75
" " " " " " " " "	8 65
California honey 1-lb. glass jars, 2-do. case.	4 80
" " " " " " " " "	8 40
" " " " " " " " "	10 80
" " " " " " " " "	0 14

RICE TAPIOCA AND SAGO—
Tapioca is now quoted at 8 cents per pound.

Japan rice, per lb., cwt. lots.	0 04 $\frac{1}{2}$
" " " " " " " " "	0 04 $\frac{1}{2}$
Rangoon rice, per lb.	0 04
Patna	0 04 $\frac{1}{2}$
Tapioca, per cwt.	8 00
Sago, per lb.	0 04 $\frac{1}{2}$

NUTS—

Almonds, per lb.	0 16
" " " " " " " " "	0 33
" " " " " " " " "	0 11 $\frac{1}{2}$
" " " " " " " " "	0 11 $\frac{1}{2}$
Jumbo peanuts, roasted	0 17
" " " " " " " " "	0 14
Diamond peanuts, roasted	0 14
" " " " " " " " "	0 11
Walnuts, new, Grenobles, per lb.	0 1
" " " " " " " " "	0 30
" " " " " " " " "	0 15
Pecans, per lb.	0 16
Shelled walnuts, January delivery.	0 26
Brazils, per lb.	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 85
" " " " " " " " "	1 00
" " " " " " " " "	0 51 $\frac{1}{2}$
" " " " " " " " "	0 23 $\frac{1}{2}$
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

RED ROSE TEA RE-UNION.

The Toronto and Montreal traveling staff of T. H. Estabrooks leave their respective territories on Saturday, 3rd inst. for St. John, N.B. A general pow-wow will be held in the wigwam of the great tea chief. The western brave led by Red Rose join Big Ingin Gaden in Montreal. The pipe of peace will be passed around the council fires and plans adopted for the further conquest of the tea palates of the white men.

PRODUCE AND PROVISIONS.

BUTTER—The dairy butter market is weak as there is much poor butter offering. Produce houses are offering 15 cents f.o.b. country stations, for dairy butter off all qualities and "freshly gathered." Houses buying according to quality offer 18 cents for No. 1, and 14 to 16 cents for No. 2, delivered in Winnipeg. Ceramery butter is selling to the retail trade at 20 to 21 cents per pound.

EGGS—Owing to the hot weather, eggs are reported to be arriving in bad shape. Winnipeg houses are paying 16 cents f.o.b., Winnipeg, subject to candling.

CHEESE—Ontario cheese is selling at 13 $\frac{1}{2}$ cents f.o.b., Winnipeg.

A LOOKED-FOR EVENT.

Canada's Great Exhibition, of Special Interest to Grocers.

The Canadian National Exhibition, one of the biggest events of the year to Canadians generally, is on the tapis. Aug. 24 is opening day and already merchants and exhibitors are planning their exhibits and estimating what amount of trade they can corral during the rush occasioned by the Exhibition. The fair is of special interest to grocers and provision men because of the large exhibits of food products. Manufacturers and wholesalers realize that the exhibition is an excellent place to get their goods before the eyes of their customers and the most enterprising do not miss this opportunity. This year, says the secretary, applications for space from food and provision manufacturers are more numerous than ever before and it is probable that the display in these lines will much surpass that of last year. Indeed, the exhibition as a whole, promises to be bigger and better than ever.

\$400,000 has been spent in new buildings; \$45,000 is offered in premiums and \$40,000 is being spent in special attractions. This year, too, the United States railways are making large concessions in the way of excursion rates during the time of the exhibition. The Canadian lines, of course, are all offering their usual low rates. For these reasons the two weeks, from August 24th to September 9th, promise to be more than usually interesting at Canada's National Exhibition.

DEATH OF SENIOR PARTNER.

Mr. Blackwell, of Crosse and Blackwell, Passed Away in England.

The following clipping from the London Times issue of July 15th will be read with interest by hundreds of Canadian grocers:

"Thomas Francis Blackwell, who died yesterday, at the age of 69, was for 50 years connected with the firm of Crosse & Blackwell, becoming senior partner on the death of his father in 1880, and chairman of the board when the business was transferred, in 1892, to a limited liability company. He evinced keen interest in all that pertained to commercial life in London. He was elected chairman of the London Chamber of Commerce, and later (in 1905) succeeded Lord Brassey as president, holding office until April last. He was also a member of the Advisory Committee of the Board of Trade, an honor which he greatly appreciated. He was long connected with the Salters' Company, and twice officiated as Master. As J.P. for both London and Middlesex he was High Sheriff of the latter county in 1894. A man of very generous nature, he gave freely, and in some cases largely, to many charitable institutions, hospitals, schools, and benevolent institutions being the especial objects of his bounty. He was president of the Grocers and Tea Dealers' Benevolent Association, and also of the Commercial Travelers' Schools, Pinner, and was a governor of

Christ's Hospital. He was keenly interested in politics, and held strong Liberal and free trade views. He was greatly and affectionately respected by all with whom he had business dealings. He was beloved by his many friends for the kindness of his nature, and respected by all with whom he came in contact for the great worth of his daily life."



HIS MARK

High Grade Printing
from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—
NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—
NEW PRESSES—the latest products of the press makers—
NEW TYPE—the best faces selected from the stocks of leading foundries and a
NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
"printing that's
different"
let us hear from you

MACLEAN PUBLISHING CO LTD
John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG
PRINTING DEPT
Charles Edward Peabody
Manager



his mark

Travellers' Holidays

In some sections our travellers will be off the road yet another week and during that time we solicit your orders by anyway that you can get them to us, and we promise you that they will have our very best attention, and the prices charged will be if anything a little lower than our usual range.

Remember that you can talk to us over the phone free of charge at any time.

If you have not already one of our telephone cards, write for it now.

Salmon

Choice Red Cohoes Harlock Brand, 1-lb. flats, **\$1.35** per dozen

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

GROCERY TRADE NEWS AND
MARKETS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., July 29, 1907.

With the advance of the season the market prices are undergoing some change, and the new goods are coming in slowly. In the country market, peas, beans and cabbages of this year's crop are on sale, while the earlier products have dropped in price. In the fruit line, peaches, pears and plums are coming in, but as yet are pretty high. The crop of strawberries this year has been very good, the lowest wholesale quotation for firm stock was about 5½c. Blueberries are now commencing to come in quite plentifully. The sale of canned goods has dropped off somewhat, but otherwise business is very good. With the harvesting of the new crop so near and the prospects being bright for a heavy yield, hay has fallen rapidly, and is considerably lower than it was six weeks ago. Eggs are coming in fairly well, but are still quoted at 16c. to 20c. Butter continues firm at 18c. to 21c. Flour and sugar are practically unchanged.

The fishing season as pointed out in last week's report, has fallen considerably below the average, but fishermen have realized just about as much money as the prices have been higher. It is worthy of note that the consumption of fish for the months of May, June and July was considerably in excess of the same term last year, owing to the advance in the prices of beef and other meats.

The death occurred on Tuesday, July 23, of Charles Long, a well-known retail grocer of the north end. Mr. Long was in his 83rd year, and for forty years conducted a grocery business at the corner of Chapel and Acadia streets. He is survived by one sister, one daughter, eleven grand-children and four great grand-children. The funeral which was held on Wednesday was largely attended.

As the result of a communication received from the dominion chief analyst, the board of health has issued a warning to the public against using a prepared food labelled "Canserve de Tomote." So far as can be learned none of the grocers here carry this line of goods.

A. W. Donly, commercial agent, of the government of Canada in Mexico, was in St. John last week interviewing merchants with a view of interesting them in the export of goods to Mexico. Local business men are inclined to think, however, that they have about all they can handle for some time to supply the demands of the Canadian market. Mr. Donly left here on his way to tour through Western Canada.

Horace R. Nixon, and Keith & Plummer, of Hartland, who were burned out recently, have decided to rebuild at once. No new evidence leading to a solution of the fire mystery is forth-

coming, but the matter will be thoroughly investigated.

New Brunswick is going to have a record blueberry crop this year, and everyone remarks on the uncommon size of the fruit as compared with last season. The Sussex Packing Co. are planning to can large quantities, and the can shop is a busy place these days. They report the market good and sales made as far west as Alberta, ten cars in all. This quantity involves the use of over 130,000 and 120 tons of berries. Berries will be shipped from all over the province, as far west as St. George and north to Grand Ause.

Tenders are being asked by the I.C.R. for the erection of a flour shed and loading platform, to be built on the western side of Mill street, near the I.C.R. tracks. Tenders close Aug. 6.

A fire which caused about \$10,000 damage, broke out on Mill street, Friday morning, 26th inst. Ten families were burned out, and the stock in three stores occupied by N. S. Springer, grocer and feed dealer was destroyed. E. J. Carpenter's meat store also suffered. The loss is partially covered by insurance.

Percy Bremour, formerly with Walter M. Lowney, is in the city after a business trip to Boston, where he secured several commission lines.

SHORT TEA CROP.

Higher Prices May Rule For All Indian Tea.

The quantity of tea entered for export to the United Kingdom, taken from the Calcutta and Chittagong customs daily entries is wired for:

	Lbs.
First half of July	6,400,000
Same period last year	7,423,000
Total from 1st April, 1907, to 15th July, 1907	17,869,000
Total from 1st April, 1906, to 15th July, 1906	20,283,000
South India shipments to all places during the month of June, 1907, were 1,031,869 pounds, while for the same month in 1906 they were only 753,642 pounds.	

From these figures, it would look as if the India tea crop this year was going to be short. As India is the largest producer of tea, the natural inference is higher prices. This will be bad hearing for the packet tea men.

L. E. Geoffrion, of L. Chaput, Fils & Cie, Montreal, and one of Montreal's harbor commissioners, leaves for a trip to the Pacific coast and San Francisco on August 20th. Bon voyage!

Expert Bookkeeping

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

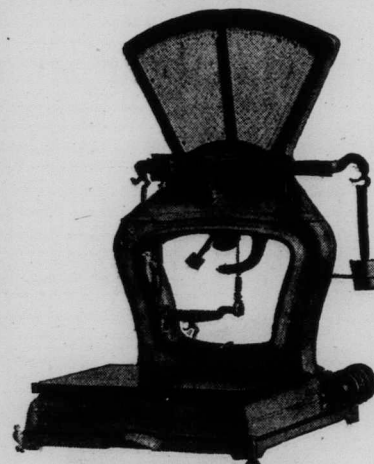
Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts



Scale No. 70

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

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

STIMPSON COMPUTING
SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

HERE'S A PROPOSITION

That Will Interest You

No matter whether your customers buy goods of high quality or low price, they will all be pleased with

Gold Standard Baking Powder

Because the quality could not be better (we guarantee that) and the price is within the reach of all. That's why the sales are universal, making a quick turnover of profits.

BUT HERE'S THE POINT: We are spending a lot of money advertising GOLD STANDARD BAKING POWDER and we want your co-operation.

Therefore we are making a special proposition that WILL PAY YOU BIG to push this article.

It will be worth your while to write for particulars to-day.

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

BARBADOES and
PORTO RICO **MOLASSES**

In Puncheons, Barrels, Half-Barrels and Cans

SUGAR CANE SYRUP

Ask for Quotations.

AGENTS

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we
can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.



Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont

It pays to have proper connections in **The West**

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

Consign your cars to us and please your customers.

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne
Avenue East

WINNIPEG, MAN.

The Superior Quality
of our
Mild Cured Hams
Boneless Breakfast Bacon
Skinned Smoked Backs

meets the most exacting require-
ments of your customers.

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

Breakfast Bacon

Buy The Best

MADE BY
FEARMAN
HAMILTON

The Staying Trade

Most grocers will admit that the only trade that
pays is the trade that stays. Shrewd men corner
the staying trade by stocking and recommending


Corona Brand

of Groceries and Provisions, because it is ad-
mittedly the best brand on the market.

If you don't know what **Corona Brand** can do
for you, it will pay you well to find out.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand of the famous
RYAN BRAND
of provisions may appear some day

Shrewd Grocers stock our
**Bacon, Ham and Eggs,
Cheese, Butter, Sausage,
Bologna and Lard**

because they are convinced that the Ryan
Brand is the best on the market to-day.

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

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The position in the cheese market is not present as satisfying to traders as it might be. Prices which are asked at country boards are in most cases a little too high to warrant a great deal of buying with a view to later sales to English houses. Dealers are waiting for prices to decline another cent, if they will, before doing business on a large scale. During the past week in many instances, quite a lot of cheese has been left on the boards, which is not usually the case. Inquiry from the Old Country has not been very good of late, only the usual quantities going forward for export. Export figures read: Last week, 109,098 boxes, as against 94,286 boxes the previous week; and 106,671 boxes for the same week in 1906. Total shipments since opening of navigation have been 818,486 boxes, compared with 966,221 boxes for the same period last year. It will be noticed that shipments are over 100,000 boxes behind last year.

Receipts also are still considerably behind last year. Last week 103,456 boxes were received as against 121,816 boxes in 1906. The total number of boxes received to date is 909,938, compared with 994,196 boxes in 1906 for

the same period. Prices asked to-day run from 10 $\frac{1}{4}$ to 10 $\frac{7}{8}$ cents, according to grade.

The butter situation seems to be improving, and demand from the other side is beginning to pick up somewhat. There is consequently a firmer feeling in the market and prices are slightly higher. Butter dealers are asking 21 $\frac{3}{4}$ to 22 cents for Townships; 21 $\frac{1}{4}$ to 21 $\frac{1}{2}$ cents for Quebec and 21 cents for Ontario creamery.

During the week ending Saturday last, 20,026 packages of butter arrived in Montreal, as against 34,875 packages for the same week in 1906, making the total receipts for the season 199,783 packages, which looks very small when compared to the receipts for the same period in 1906, when 306,019 packages were received.

Only 11,344 packages of butter were shipped from Montreal last week compared with 20,751 packages for the same week last year. This quantity is, however, a noticeable gain over the shipments of the previous week, which were only 4,032 packages. For the season, 26,713 packages were exported, as against 157,794 packages last year.

THE PROVISION SITUATION

Prices for live hogs are exactly on a parity with those ruling last week. \$6.65-\$6.75 f.o.b. country points is still being paid by the packers, and it is difficult to prophesy the future trend of prices. There is a firm undertone to the market, however. Packers all got heavy deliveries last week, totalling probably about 32,000. This week indications are that deliveries will be light. In the west Canadian houses are barely holding their own. Most western houses bought heavily for summer deliveries and there are no immediate purchases at the moment. The firmer tone to the American market may strengthen the home product with the western men to some extent. Danish deliveries for the week were about 34,000. The Old Country market remains steady under a good demand.

Provisions in the Chicago market were fairly active on Thursday of last week, irregular on Friday, lower on Saturday, irregular again on Monday and dull on Tuesday. Receipts at the latter part of last week were very light, 10,000 in fact less than a year ago. The general tone throughout the week has been quiet.

The Journal of Commerce, reviewing the situation for the week, says:

"The speculative trading in hog products for the week just ended has been rather small, but with the tendency of prices toward a higher level. The offer-

ings have been light as well as the movement of hogs and the live hog market has ruled strong and prices higher. The brokers early in the week were said to be buying for the packing interests. While the selling was scattered, and by outsiders, later in the week, prices gave away some on selling, mostly in the way of realizing by the packers, but the general undertone is firm and toward a higher range of values."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Packers report a very fair demand, along the shore particularly, for bacon, ham, barreled pork and lard. There is not a great deal of activity in the latter line, but there is no complaint coming. Prices hold steady and no immediate decline or advance is looked for.

Lard, pure, tierces	0 113	0 121
" " "	0 121	0 127
" " "	0 127	0 133
" " "	0 133	0 139
" " "	0 139	0 145
" " "	0 145	0 151
Lard, compound, tierces, per lb.	0 10	0 10
" " "	0 10	0 10
" " "	0 10	0 10
" " "	0 10	0 10
" " "	0 10	0 10
" " "	0 10	0 10
" " "	0 10	0 10
" " "	0 10	0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22	60
American short cut clear	24	00
American fat back	21	75
Breakfast bacon, per lb	0	16
Hams	0	15
Extra plate beef, per bbl.	0	18

BUTTER—Butter has been very firm lately and trade brisk. There has been considerable buying, so that there is no accumulation in the country. Demand in the city is excellent at the prices given below, but export demand is only fair.

New creamery, choice, boxes	0 22
" " " pound prints	0 22
Dairy, tubs	0 18 0 20

CHEESE—There has not been a great deal of business transacted in cheese lately and prices, as will be noticed, are lower. Buying in the country has been limited compared to previous weeks and cable inquiry has been anything but good.

Cheese, old	0 15	0 16
" " new, large	0 10	0 10
" " " twins	0 11	0 12

EGGS—Quite a fair demand exists for eggs at prices which are a little firmer than last week. Dealers are now asking 17 $\frac{1}{2}$ to 18 cents.

HONEY—Some new clover honey is arriving on the market and is being sold around 13 and 14 cents. The buckwheat will not arrive for another month or month and a half.

White clover comb honey	0 14
Buckwheat	0 08 0 08

TORONTO.

PROVISIONS—Quotations for street lot hogs have narrowed down somewhat, but no farmer-killed hogs are wanted at this time of the season by the larger buyers, and in consequence, very small deliveries are sufficient to turn the edge of the market. There is a good steady demand for smoked meats, backs and hams, but in other lines trade is quiet under the normal summer demand.

Long clear bacon, per lb.	0 11	0 11
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 11	0 11
Small hams, per lb.	0 15	0 16
Medium hams, per lb.	0 15	0 16
Large hams, per lb.	0 14	0 14
Shoulder hams, per lb.	0 14	0 11
Backs, plain, per lb.	0 17	0 17
" " pea meal	0 16	0 17
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 00	22 50
Lard, tierces, per lb.	0 11	0 11
" " "	0 11	0 11
" " "	0 11	0 11
" " "	0 09	0 10
" " "	0 09	0 10
Plate beef, per 200-lb. bbl.	12 50	13 01
Recf. hind quarters	9 00	10 50
" " front quarters	5 00	6 50
" " choice carcasses	7 50	8 50
" " common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 20	0 21
Hogs, street lots	9 25	9 50
Veal	0 08	0 09

BUTTER—Toronto dealers are still unable to commence winter stowing in any quantity. Considerably more stocks are being stored in Montreal than here. Prices are steady with a fair demand.

	Per lb.
Creamery prints	0 22 0 23
Creamery solids	0 20 0 21
Dairy prints, choice	0 19 0 20
" " ordinary	0 18 0 19
" " tubs, choice	0 17 0 18
" " tubs, ordinary	0 17 0 18
Baker's butter	0 17

CHEESE—The market is bare of old

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

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

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

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

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

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

cheese. Quotations for new stock are unchanged.

New " twins 0 11 1/2
 0 12 0 12 1/2

EGGS—Receipts for the last week show an increased percentage of shrinkage, but the demand for strictly fine stock continues heavy. Prices are mostly within half-cent either way of the quotation given below.

Eggs 0 13

HONEY—Business is about stationary at unchanged prices.

Honey, strained, 60 lb tins 0 11
 10 lb tins 0 12
 " " 5 lb tins 0 12
 " in the comb, per doz 2 00 2 50
 Buckwheat honey, per lb 0 5 0 06
 in comb, per doz 1 50

POULTRY—Last week's deliveries of spring stock did not measure up to the standard of the week before. Receipts, however, about equal to the demand. There are few inquiries for old stock, and prices for those lines remain unchanged.

Live Weight.
 Spring chickens, per lb 0 12
 Old fowl 0 09
 Ducks 0 08
 Spring ducks 0 10

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

A TIMELY HINT.

The MacLaren Imperial Cheese Co. are offering a limited quantity of fancy old September cheese of exceptional quality, which they quote at a very reasonable price.

NOTES.

L. Chaput, Fils & Cie. report having sold considerable quantities of canned turkey, chicken and soups as advertised ten days ago, but still have a small quantity in store which they are disposing of at record prices.

Buyers for McCormack Bros., fruit dealers, Montreal, left last Friday for the blueberry centre at Lake St. John. They report a large crop with everything satisfactory for a good season. Saguenay blueberries are expected on the market about the 4th or 6th of next month.

Leonard Bros., Montreal, report fish market quiet, although there is a fair movement in fresh lines. Other lines, including salted, smoked and prepared fish, are neglected. Demand for these lines will improve after the 15th of the month or as soon as the hot weather is over.

CORRESPONDENCE
BELLEVILLE.

"The grocery trade in this city and district is booming as it never did before," was the reply made by a leading grocer in the city to-day when called upon by your correspondent, "but," said he, "that does not mean that the grocers themselves are making as much money as they did in days gone by." This statement appearing rather strange the correspondent became inquisitive and wanted to know what he meant. "Quite easy to explain," said he. "You know it is only a short time ago when competition was not nearly so keen as at present, help did not cost nearly so much, margins of profit were a great deal larger, while rents have increased in some cases twenty-five per cent. There is no doubt but that every grocer is doing a much larger turnover in his business but I will wager they are not making as much money as they used to." He was asked why the grocers did not organize by themselves, that is, have a purely grocers' organization. To this he would not commit himself. He felt certain it would never succeed as he knew there were grocers who would never stick to any adopted scale of prices, just as they would not adopt a uniform hour of closing at night. An organization of grocers, in his opinion, would never prove a success as long as there were two or three who transgressed the rules and the buying public were not spending their money for sentiment, although he believed the general public would be much better pleased and better served. And the grocer who expressed the above sentiments has just about as big a city trade as any grocer in the city.

The question of fruit this year is a dominating factor in the mind of the busy and thrifty housewife. It has turned out, contrary to earlier predictions, a very poor season for berries of all kinds and as a consequence these delicacies will be conspicuous by their absence on many a table during the coming winter months. Strawberries, raspberries, blackberries and thimbleberries were a poor crop and there are just about sufficient offered to provide a few servings for current table use. The local canning factories and the Belleville Fruit and Vinegar Company did not get their full supply. Prices for raspberries ranged between 10c and 15c a box—never lower. Prices in former years, were about 5c a box. But the people of Belleville always have great faith in the good old saying that "the Lord will provide" and in this case they have good reason to put trust in the belief because what we lacked in an abundant supply of berries has been provided in a supply of cherries not exceeded in years. Every market day sees load after load arrive and the quality is of the very best. There are the big luscious dark ones and the bright red juicy ones that cannot help but tempt the most delicate appetite. These are being put up in large quantities and cherry pie will doubtless be a favorite dessert this winter.

Elsewhere in this issue E. D. Marceau Company, Montreal, offer for immediate delivery Condor Japan teas at old prices, despite the high market now ruling for Japans.



There is Only One
FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.

ARCHDALE WILSON, HAMILTON

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Time is
Picnic
Time



When picnic parties are the rage Clark's Canned Meats are in demand everywhere.

CLARK'S
LUNCH TONGUE, LUNCH VEAL LOAF,
LUNCH HAM LOAF, LUNCH BEEF LOAF,
. . . OX TONGUE . . .

are food necessities at every picnic, and the grocer is the man who supplies the demand.

The opportunity now lies before you.
Secure my comprehensive price list.

WM. CLARK - MONTREAL

O'Mara's Bacon

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

Toronto, July 19, '07

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

JOSEPH O'MARA

Pork Packer, Palmerston, Ont.

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

THE PREFERENCE EXTENDED

The
Grocers
of
Canada



Have
Extended
the prefer-
ence to

"HORSESHOE" Brand

of
HAMS AND BREAKFAST BACON

because of the proven superiority of the brand over the next best on the market.

The *Paying Trade* demands that you get in line. We beat the Dutch for cleanliness and there is no goodness about prime fresh pork which our process of curing does not retain.

JOHN DUFF & SON

Hamilton, Can.

CEREALS AND CONFECTIONERY

Good Prospects for Ontario Crops—Fluctuating Prices Rule in the Chicago Market—Confectionery as a Profitable Store Asset.

Ontario crops are looking well according to latest reports, and in the absence of any untoward circumstances a good yield now seems to be assured.

Fluctuating prices have been the keynote of the week on the Chicago wheat market. Reports of black rust throughout South Dakota and the Northwest made themselves felt at various times during the week, and these rumors were not without their effect on prices. The unfavorable reports from South Dakota however, were proportionately offset by the lower tendency exhibited in the Minneapolis market. Crop news was contradictory and the public kept out of the market. Towards the end of the week, prices turned bullish again and appeared to be settling to a steady rise, the market closing $\frac{3}{4}$ c. above the previous days final levels. On Friday, however, this advance was broken by favorable reports from Argentina and weaker cables, the forward movement was checked and prices dropped back again to their former level. Since then they have been see-sawing up and down with fine impartiality.

The flour trade is quiet, with little export enquiry, and cereals are in satisfactory consumption for the time of year.

Confectionery.

Here is a side-line that demands attention from the progressive retailer. It is practically no trouble to handle, pays for the cost of installation in a short time, sells itself and attracts new business to your store. If you are not handling confectionery you are passing up a money-making proposition. If you are, why not push the good work among your brother grocers?

MONTREAL.

FLOUR—There is a good steady trade in all grades of flour. No change in prices.

Winter wheat patents.....	5 00
Straight rollers.....	4 40
Extra.....	4 20
Straight rollers, bags, 90 per cent.....	1 75 2 40
Royal Household, bags.....	5 10
Glenora.....	4 70
Manitoba spring wheat patents.....	5 10 5 30
" strong bakers.....	4 40
Five Roses.....	5 10
Buckwheat flour.....	2 25 2 30

FEED—The feed market is very strong for the time of year. Export trade for bran has been fair throughout the week. Prices are ruling high. Manitoba gran was advanced \$1 per ton.

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

ROLLED OATS—There is no change in the rolled oat market. The demand is fair. Oatmeal and cornmeal are also selling in keeping with season.

Fine oatmeal, bags.....	2 60 2 75
Standard oatmeal, bags.....	2 60 2 75
Granulated.....	2 60 2 75
Gold dust cornmeal, 98 lb bags.....	1 70 2 00
White cornmeal.....	1 65 1 75
Rolled oats, 30-lb. bags.....	2 40 2 50
" 90-lb. bags.....	2 30 2 37 $\frac{1}{2}$
" bbls.....	5 05 5 35

TORONTO.

FLOUR—The demand continues on about last week's level, export enquiry being dull and inactive. Oats are getting into small compass and prices are in proportion.

Manitoba Wheat.	
60 per cent. patents.....	4 90 5 00
85 ".....	4 50
Strong bakers.....	4 30 4 40

Winter Wheat.	
Straight roller.....	4 25 4 35
Patents.....	4 45 4 65
Blended.....	4 35 4 40

CEREALS—The hot weather has materially checked consumption, but domestic enquiry is fair. The favorable crop reports from the west are keeping oatmeal buyers out of the market.

Rolled wheat in barrels, 100 lbs.....	2 75 3 00
Rolled oats, in wood, per bbl.....	5 25
" in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, per bbl.....	5 55
" in bags 98 lbs.....	2 65

CANADA'S EXPORT FLOUR TRADE

Canadian millers have reason to be gratified with the growth of this country's export flour trade during the past year or so. British and European importers have been evincing a great interest in the Canadian product and a largely increased export trade is confidently expected to result. The year has seen a remarkable increase in the demand for Canadian flour in China and Japan. All western mills have been affected by this and some are over-sold in the grades that the Chinese market demands. There are something like 30 new mills in the west either under construction, or projected, some of them being of quite large capacity. All this

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

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

THE ETERNAL FEMININE!



You may carry the finest line of groceries in your town, and still have your goods and your store judged by a woman, by the wrapping paper you use.

YOU CAN'T AFFORD TO RISK YOUR REPUTATION.

Order your WRAPPING PAPER, TWINES, ETC. from

DOUGLAS & RATCLIFF Ltd.

the Paper Merchants who handle the best lines in the Dominion,—then you'll be sure you're safe.

43 W. Market St., TORONTO

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

means a v of flour wh to look af

WHEN The time you want to only. You is every w you have b

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means a very greatly increased output of flour which foreign markets will have to look after.—Bradstreets.

WHEN TO STOP ADVERTISING.

The time to stop advertising is when you want to go out of business, and then only. You may not believe this, but it is every word true. You may say that you have been in business a good while

and have not advertised, and expect to continue in business. This may be, but you have not made half you would if you had been a regular and judicious advertiser. You could have turned your money oftener, made larger margins and had a great deal more fun.

ORIGINAL ADVERTISING.

An original form of advertising comes from Russia, where a shop-keeper posted up the following announcement.

"The reason why I have hitherto been able to sell goods so much cheaper than anybody else is that I am a bachelor, and do not need to make a profit for the maintenance of a wife and children.

"It is now my duty of informing the public that this advantage will shortly be withdrawn from them, as I am about to be married. They will, therefore, do well to make their purchases at once at the old rate."

The result was that there was such a run on the shop that in the course of a few days this shop keeper had made money enough to pay the expense of his wedding on a very lavish scale.—Ex.

CHANGE OF ADDRESS.

Kyle & Hooper, 27 Front St. East, are removing this week to 73 Front St. East, to part of the premises formerly occupied by Robert Watson & Co. Their new quarters are well fitted up and afford them better storage facilities for their increasing trade.

Statistical Boarder: "Have you the remotest idea, for instance, what the world's supply of honey is?"

Sentimental Boarder: "Yes, sir. The world's supply of honey weighs exactly 116 pounds, and her name is—well, I'm not going to mention it in this crowd."
—Chicago Tribune.

Victor Archambault, Brault & Archambault, wholesale grocers, Sherbrooke, was in Montreal for a couple of days this week. Mr. Archambault reports that notwithstanding the high market in Japans and Ceylon greens, the demand for these teas in the country is active, buyers being willing to pay the advance, and a good business in third crop Japans is anticipated.

We supply several of the best makers in England of

BAKING POWDER

and

SELF RAISING FLOUR

with our

Calcium Acid Phosphate

May we not supply you?

Samples, Recipes and Quotations are at your disposal.

CHAS. C. BRYCE & CO.

43-45 Great Tower Street
LONDON, E.C., ENGLAND

48 Highest Awards In Europe and America^d

WALTER BAKER & CO.'S

**CHOCOLATE
& COCOA**



Registered,
U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

THE BEST BY ACTUAL TEST

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

McLAUGHLAN'S CREAM SODA BISCUITS

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

McLAUGHLAN & SONS CO.,

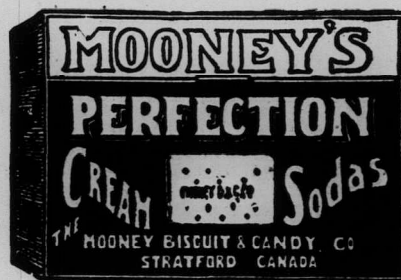
OWEN SOUND, ONT.

A Name Isn't Everything

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

**Perfection
Cream Sodas**

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



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

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

Perfection Cream Sodas
and most Grocers know it.

**The Mooney
Biscuit & Candy
Company,**

LIMITED

STRATFORD, - CANADA



**COX'S
INSTANT
POWDERED
GELATINE**

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:

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

**J. & G. COX,
Ltd.
Gorgie Mills
EDINBURGH.**

Pride of Canada Maple Products

Purest Made

It does not pay to stock inferior goods when supplying your customers with Maple Syrup and Maple Sugar.

They are not satisfied and you risk losing their entire trade.

Is it safe to take such risk?

Selling "Pride of Canada" Maple Goods you win trade.

IT PAYS.

**The Maple Tree
Producers' Association**

WATERLOO, QUE.

Dealers are requested to write for special free deal.



**NESTLÉ'S
MILK CHOCOLATE**
"RICHEST IN CREAM"

SURPRISINGLY SUSTAINING

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

Remember



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

Canadian Cocoanut Co.
Montreal, Canada

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

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

PURITY

Particular People Like Our Flour

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

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

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

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

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

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-ay)

**For the real genuine
Swiss Milk flavor you
have to get Caillers**

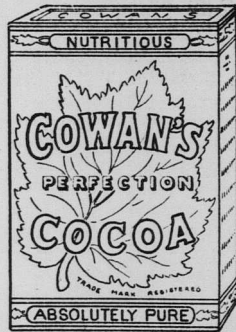
The finest, richest milk is produced in the Gruyere Valley of Switzerland—That is the milk we use in conjunction with the best selected Trinidad Cocoa Bean and pure granulated sugar to make the

The World's best Milk Chocolate.

General Agent for Canada
TRY IT.

William H. Dunn, - MONTREAL
394-396 St. Paul Street

Because It Pays



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

COWAN'S COCOA and CHOCOLATE

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

COCOA and CHOCOLATE

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

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

We are not stating any new fact when we tell you that

Mott's

"Diamond" and "Elite"
brands of

Chocolate

are the most reliable and satisfactory goods in Canada—
They are made in Canada, sold in Canada and loved in Canada—

All Jobbers sell 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

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

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

**A GROCER IN DETAIL WHO
HAS WON ON HIS MERITS**

The accompanying picture shows the front of one of Belleville's neatest and most attractive stores, that of John B. Harker, who may be described as a grocer in detail, having been apprenticed when a boy to the business in the north of England, and receiving a good training in the Old Country before coming to Canada. He was with Wallbridge & Clarke, of Belleville, for seventeen years before he started for himself.

His business is steadily increasing and he is looked upon as one of the leading men in the trade. He is an eloquent tea talker, well versed in the values and qualities of his teas, and the majority of his customers who leave orders with him are persuaded to include a package of his celebrated thirty-cent tea, black,

tisement." He is a thorough believer in printers' ink and has a yearly contract with the two local papers. His ads. are changed twice a week and are usually catchy and to the point. He makes a point of never advertising a bargain unless it is a bargain, and is careful not to exaggerate the merits of any special line above its actual worth. In this respect his advertisements reflect his personality.

Mr. Harker claims to have been a constant reader of The Canadian Grocer since 1887, and always looks forward to its arrival. As soon as he has read it he passes it on to his clerks, thus setting an example to many other merchants, who, by following it, would increase the efficiency of their staff and materially add to their own profits.



J. B. HARKER, of Belleville, and his attractive store front.

green or mixed. He employs two clerks and a delivery man, who are kept constantly on the go. Besides this, he is a hustler himself and oversees every detail of management in the store.

It goes without saying that Jack is a good-natured fellow and all the travelers agree that the saying, "the smile that won't come off" originated in him. Mr. Harker always has a good, hearty hand-shake for the boys, whether he gives them an order or not. He is reputed to be one of the closest buyers in the business, placing quality above price. With him it is a question of "how good," not "how cheap." From the very first he has lived up to this principle, and the result is that he now has a class of customers second to none in the city.

The interior of his store is up-to-date and his customers' wants are well looked after, one of his mottoes being that a "satisfied customer is the best adver-

ENGLISH LIBEL CASE.

**Lever Bros. Awarded £50,000 in Suit
Against Daily Mail.**

A libel case of far-reaching interest has just been concluded in England by judgment in favor of the plaintiff, Lever Bros., of Sunlight Soap fame for damages of £50,000 (\$250,000) against the Daily Mail and the Evening News. These journals, some months ago, inserted allegedly libellous statements concerning the personal character of Mr. Lever and the standing of the company. As a result of these attacks the shares of Lever Bros. were depreciated to the value of a quarter of a million pounds and this, with the great interest taken by the general public made "the great soap trial," as it was popularly known, a matter of wide interest.

The trial showed that the articles in question were entirely unwarranted and unjustified and the defendants in a

characteristically English way, expressed their regret that they had been so grievously misinformed, withdrew every imputation which had been made upon Mr. Lever's honor and integrity and asked for judgment for the amount named by the plaintiffs. The judgment was nothing but a triumph for Lever Bros. The result of the trial had a beneficial effect on the company's stocks as quoted by the stock exchange, but it will take considerable time to restore the equilibrium disturbed by the newspaper attacks and consequent trial.

At Port Sunlight, the company's large factory town, a jubilation followed the announcement of the result of the trial, Mr. and Mrs. Lever were received with an ovation when they arrived shortly after its conclusion and a note of congratulation was extended from the employes.

MEDLAND BROS. MOVING.

Medland Bros., of Toronto, for the last fourteen years have been doing a large jobbing and retail grocery business at 128 King St. east, with a branch on Queen west, under the caption of "The People's Wholesale Supply Co.," are moving to the centre of the wholesale district, and will locate at 73 Front St. east in the premises formerly occupied by Robert Watson and Co. They will carry a large stock of staple and fancy groceries, and possessing, as they do, excellent facilities for handling a large trade, they should not suffer from lack of patronage. Here's good luck!

PERSONAL MENTION.

E. Littler, manager Walter M. Lowney, Company, of Canada, Montreal, has just returned from a trip to the west.

Friends of Mr. Duke, the popular representative of Shredded Wheat, will regret to learn the loss he has sustained in the death of his father a week ago.

L. E. Geoffrion, of L. Chaput & Co., Montreal, was in Quebec on business during the week.

R. Nash, E. D. Marceau Company, of Montreal, has returned from a successful trip to Winnipeg and western points. Mr. Nash had charge of his firm's exhibit at the Winnipeg food fair.

S. J. Mathewson, of Mathewson's Sons, Montreal, has just returned from a vacation, extending over a month or so, spent at Metis, Que., "S. J." as everybody knows him, is tanned a beautiful brown and has done some fishing. He was telling The Grocer about one fish, a halibut, that he and another gentleman caught. It weighed two hundred odd pounds and was seven feet something long, and— It might be mentioned that Mathewson's Sons is one of the oldest established firms in Montreal, and the reputation borne by them is first-class, while Mr. S. J.'s word is as good as his signature on a check.



M
is so
wide-

THE CANADIAN GROCER

LEA AND PERRINS,

SOLD BY FIRST-CLASS GROCERS ONLY!

SAUCE

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.





Your Customers Know It.

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

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

Magic Baking Powder

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

- ¶ It gives undoubted standing to the store that stocks it.
- ¶ If you aren't handling it, hadn't you better begin now?



ESTABLISHED 1852

Food products that are produced in clean factories are best.

Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 05
Boneless fish, 20-lb. boxes, bricks	0 05
Boneless fish, 25-lb. boxes, per lb.	0 04
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal.	1 50
Standards, imp. qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 00
" " " " " " per half bbl.	2 75
No. 1 N.S. herring, half bbls.	2 50
No. 1 sea trout, 1 1/2 lb. kegs	5 75
No. 1 sea trout, 2.0 lb. bbls.	10 50
Labrador salmon, in bbls.	14 00
" " " " " " " " " " " "	6 50
Sturgeon	0 10

TORONTO.

FRUIT—Trade has been very brisk all week, the hot weather sending all fruits, and lemons especially, into heavy consumption. The Canadian small fruits are now sufficiently advanced to prophecy with a fair degree of accuracy as to the probable quantity of the crop. Raspberries, the last of which will be in with the next fortnight, can hardly now exceed half the usual yield. Gooseberries will be scarce, and cherries will be a poor crop. It is not likely that there will be any low prices for these fruits. The canners have bid up values so high this year that the consumer will suffer pretty severely.

Oranges—	
Late Valencias (California), extra fancy, 96's	4 25 4 75
" " " " " " 126's	5 00 5 25
150's, 176's, 210's, 216's	5 25 6 00
Late Valencias (California), fancy, 150, 176, 200, 210's	5 00 5 50
" " " " " " 250's	4 25 4 50
" " " " " " 288's, 300's	4 00 4 25
Ovals, 80's 10's, 150's 1/2 boxes	2 35 2 50
Sorrentos 20's 300's	3 00 3 50
Lemons, Verdillie 300's	5 00 5 50
" " " " 2's 300, 300's	4 50 5 25
" " " " " " Messina and Sorrentos, 3.0's	4 25 5 00
Bananas, Jamaica firsts, per bunch	1 60 2 50
Bananas, jumbo bunches	2 00 2 25
Cherries, Canadian, eating, per basket	1 25 1 75
" " " " " " cooking	1 25 1 35
Cantaloupes (California), per case	5 50 7 00
Limes, per crate	1 00 1 50
Watermelons, Florida, each	0 30 0 45
Gooseberries (Canadian), per basket	1 00 1 50
Black Currants	1 25 1 50
R. currants, per basket	1 00 1 25
Raspberries, per box	0 14 0 17
Peaches, per box	1 75 2 25
Plums, per 1-basket crate	2 00 2 50
Pears, Bartlett's, per box	3 50 4 00

VEGETABLES — Business is quiet, but Canadian vegetables are in fair demand. Home tomatoes are just beginning to come in, the first shipment having been received from Leamington ten days ago. So far, however, the stock is neither sufficiently plentiful nor of good enough quality to attract much attention. It will be almost two weeks before the supply is in full swing. Canadian cucumbers are coming in slowly, but crop prospects are excellent. There are practically no old potatoes left on the market. American news and some Canadians have taken their place.

New potatoes, per bbl., American	3 50 3 75
New potatoes, Canadian, per bbl.	3 25 3 50
Onions, green, per doz.	0 15 0 18
Onions, Spanish, per crate	3 25 3 50
Cabbage, Canadian, per bbl.	2 00 2 25
Beets, new, per doz. bunches	0 30 0 40
Carrots, Canadian, per doz. bunches	0 40 0 60
Lettuce, Canadian leaf, per doz. bunches	0 25 0 35
Spinach, fancy, per bush	0 50 0 60
Radishes, Roseland, per doz.	0 25 0 35
Cucumbers, Canadian, per basket	0 50 0 75
Cauliflower, per doz.	1 25 1 75

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
 (Spain)
 EXPORTER OF
RAISINS, ONIONS, PEANUTS
 Agents wanted in principal Canadian markets.
 The best correspondence solicited. Samples will be sent free.

LEMONS LEMONS

This exceptionally favorable weather is creating a big demand. Everybody seems **to be drinking Lemonade these days.**

When ordering, don't be misled by quotations a few cents cheaper. Buy only

HOME GUARD BRAND

Fancy Verdillie Lemons. We are sole agents. Every box full of satisfaction as well as good Lemons.

WHITE & CO., Limited

TORONTO AND HAMILTON

LISTEN, PEOPLE!

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

"ST. NICHOLAS" "HOME GUARD" "KICKING" "PUCK"
 W. B. STRINGER & CO., TORONTO

FRUITS AND VEGETABLES

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

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

FOR FANCY TRADE

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

THE BEST ORANGE GROWN

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

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON

Established 1861 **Guelph, Ont**

Beans, green, per basket, home grown	0 50	0 75
Green peas (Canadian), per basket	0 40	0 50
Tomatoes, 4-basket crates, Canadian	1 50	2 00
imported, 4-basket crates	1 25	1 50
Paraley, per doz.		0 25
Rhubarb, per doz.		0 40
Egg plant, per basket		1 25

FISH—There is no material change in prices and business remains about as last week, distinctly on the quiet side. Good perch are getting scarce, most of the stock now arriving coming from Lake Erie. Trout and whitefish continue in fair demand.

Perch, large, per lb.	0 06	0 0 1/2
Blue pickerel, per lb.	0 06	0 0 7/8
White fish, Georgian Bay, per lb.	0 10	0 12
Whitefish, winter caught, per lb.		0 10
Haddock, fresh caught, per lb.		0 0 7/8
Herring, medium, per lb.	0 05	0 0 6 1/2
jumbo, per lb.	0 08	0 10
Sea salmon, per lb.	0 17	0 18
Trout, fresh, per lb.		0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl.		4 75
Cod, fresh caught, per lb.	0 08	0 0 8 1/2
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb.		0 08
Shredded cod, per doz.		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 18	0 22
Mackerel, medium, each		0 12
Bluefins, small white, per lb.	0 06	0 0 6 1/2

CANNED FISH PURITY.

Many complaints have been heard within the last few years of the great deterioration in the quality of fish put up on the Atlantic coast, notably in the case of finnan haddies.

When this article was packed the goods were looked upon as fully equal to, or better, than ordinary cured haddies, from the fact that they possessed all the flavor and freshness, without any bones or skin. As time went on, and it was impossible to pack haddie at a low price, other fish were substituted, and for the past few years the most widely used by many of the packers has been hake, a much cheaper and inferior fish from a dietetic point of view. There was nothing to prevent packers labeling these as haddies, and as a consequence, having neither the flavor nor the appearance of the genuine article, and be-

ing put up in a much cheaper way, the trade was much injured.

Under the present Pure Food Act it becomes a criminal offence to use false names on articles packed, and hake can no longer masquerade as haddock.

In interviewing packers they claimed it was no fault of theirs, as the demand for cheap goods was so great, but they expressed themselves as willing enough to pack the genuine article, although of necessity the cost would be higher than for the substitutes.

As the comparison between hake and haddock is very much like the comparison between chalk and cheese there is little doubt that the consumers in Canada would gladly pay for the genuine article, while there will be every incentive now to produce the very best,

COMPANY RE-ORGANIZED.

W. D. McLaren, manufacturers of "Cook's Friend" baking powder, Montreal, have reorganized and transformed their corporation into a joint stock company, W. D. McLaren being president and chief stock holder. The new capitalization of the company is \$40,000. The organization has involved a change in their traveling staff, which is now composed entirely of new men.

The new name of the firm is W. D. McLaren, Limited.

Mr. McLaren is among the oldest manufacturers of baking powders in Canada and his Cook's Friend baking powder ranks among the reliable brands on the market. Under its new organization the firm has an even brighter future before it.

Samuel Gibeault, who conducted a hotel and general store at Stony Point, has sold his hotel business.

A MAN IN A THOUSAND.

An interesting little story came to us during the week which is of a nature to encourage one's faith in mankind and to the belief that this sad old world is growing better, after all. It is a story of a man who was honest. Not the honesty demanded by the law courts or by men in the business world generally, but the old-fashioned kind, out and out, straight-forwardness. The hero of the story was willing to work and fight and above all, to keep everlastingly at it for a decade to keep his word and keep his conscience clean.

John S. Lucas is the man, and he is living now at 121 Dunn avenue, in Toronto. For several years previous to 1882 Mr. Lucas was a highly respected and successful grocer in Churchill, Ont. In that year he went into the grain business, and though at first successful later had disastrous losses, these in 1886 bulking to \$40,000. The following year he was forced to assign, his assets being merely sufficient to wind up the estate and his creditors got practically nothing. Among the heaviest losers, (as they supposed themselves) were Eby, Blain & Co., wholesale grocers. This firm were very kind to Mr. Lucas at the time and this was well rewarded, when, on Monday of this week Mr. Lucas stepped into their office and paid the last cent of his indebtedness to them. And Eby, Blain & Co. are only one case. After his assignment, Mr. Lucas faced the situation and set himself to pay off his indebtedness. He borrowed money enough from friends who had confidence in him to start himself in another line of business, and began a long, up-hill fight to retrieve himself. That fight lasted twenty years and has meant inappreciable work and sacrifice. It ended this week when Mr. Lucas paid off his last cent of debt and breathed long breaths of relief. He has made investments which turned out very favorably and besides paying \$11,000 due his creditors, he has made enough to keep him comfortably for the rest of his life. Here is a man who was honest in the real sense of the word. And his experience seems to point to the fact that this red-blooded and out and out honesty will always pay in the long run.

PERSONAL.

Newton A. Hill, L. Chaput, Fils & Cie, Montreal, Northwest traveler, is looking after his trade in western Ontario and Toronto.

O. T. Trudel, manager L. Chaput, Fils & Cie's tea department, Montreal, left on August 1st for a few weeks' vacation. His outing will be on his own stamping ground among the lovely lakes of Quebec.

Jas. B. Campbell, of the Acme Can Co., Montreal, passed through Toronto last week on his return from a trip through the western Ontario canning districts. He found crops looking well and the outlook favorable for a large pack.

SALT ?

Full Stocks

All Lines

VERRET, STEWART & CO.

LIMITED

MONTREAL

Ha

Be

The m

import

"K"

John

There is Satisfaction in Selling
Halifax or Acadia Codfish
 Because You Know that it is Good

NO

Hot weather diet to
 compare with codfish.
 See that what you
 sell is branded



The most delicious of all
 imported Sardines is the

"King Oscar" brand

The care that is exercised
 in curing and packing
 and the absolutely pure
 olive oil used make the
 "King Oscar" Sardines
 the delight of the epicure.
 Your customers want the
 best if they want Sardines
 at all. They will want
 "KING OSCAR" brand once
 you sell them a tin.

For sale by leading Jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents HAMILTON.

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES,

CLAMS

SCALLOPS

AND

FINNAN HADDIES

We guarantee every tin we pack

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

EFFECTIVE WINDOW DRESSING

Every Grocer Should Try to Handle Campers' Groceries—An Effective Camping Window—The Cost of Window Dressing.

Here is a window, which, while not by any means perfect, should set an example to grocers over the whole country. We should like to know how many grocers dressed a camping window this year. There's time yet if you haven't done it, but it's an opportunity of catering to a profitable class of customers that comes round every year and one which no wide-awake retailer can afford to let slip.

Michie & Co., Toronto, whose window is reproduced on this page, are peculiar-

few articles had to be removed, and these included a couple of hammocks swung from hooks and crossed above the window, and the white mosquito netting, which was hung behind and formed an effective and appropriate background for the whole setting.

The window, it will be noticed, is dressed from corner to corner, not straight across, thus giving an increased floor space for the display and the correct perspective to the man on the street.

when not in use. A dunnage bag, commonly known as a "turkey," stands in front of the open tent.

The other half of the window is devoted mainly to articles of food. Tins of chicken-soup, baked beans, baking powder, etc., etc. Slabs of bacon, evaporated apples, breakfast foods, soup squares, pickles, biscuits, and a hundred and one other necessities of camp life are prominently shown.

The chief merit of this window lies in its completeness. Since the photograph was taken the arrangement has been somewhat altered. The tent was moved to the right, facing square to the passer-by, and the window redressed with the tent as the common centre.



A Strong Camping-Window Dressed by Michie & Co., Toronto.

ly well fitted to show how a camping window should be dressed. For the last two years they have made a specialty, not only of edible camping supplies, but of every last article, culinary and otherwise, that is used by canoe-trippers under ordinary or extraordinary circumstances.

The window here reproduced is worth a careful study. You will find it difficult to think of anything needed in a camp which is not in full view here. In order to obtain the best photograph a

On the left are sacks of beans, rice, oatmeal, etc., and directly behind them three or four large aluminium pails filled with cooking and eating utensils, the latter also of aluminium. Behind these again are paddles, an axe or two, and a printed card advertising charts of canoe trips in all the most favorable rivers and lakes of Ontario. Another timely card, headed, "You'll need bait," rests on a folding, collapsible minnow trap, weighing about 30 ounces, and capable of being stowed away in a small space

Campers' Specialties.

Michie & Co., in addition to carrying a large stock of all food supplies for campers, furnish boats, canoes, and launches of every description on request. They make a specialty of supplying cooks and guides for parties, give estimates of the cost of any trip in Canada, supply angle-worms and fishing tackle to order, sell books on camping and canoeing, maps of Muskoka and the Northern Lakes District, and, in a word, undertake completely to outfit any

camping party, or stag, poor ignorant. They for 70 years, they have made supplies outside of their business with every product in years t

Go

Every grocer position to supply as Michie almost all of trade in this time and thus attracting the customers. A good regularly in



camping party, large or small, mixed or stag, poor or rich, experienced or ignorant. They have been in business for 70 years, but it is only lately that they have made such a specialty of camp supplies outside of groceries. This side of their business is increasing rapidly, with every prospect of a virtual monopoly in years to come.

Go and do Likewise.

Every grocer, of course, is not in a position to specialize in camping supplies as Michie & Co. have done. But almost all of them can improve their trade in this field by devoting a little time and thought to the best way of attracting the attention of their customers. A good method is to advertise regularly in the local paper for say,

the four months of June to September, and in each advertisement to make a point of listing a few special lines, such as are shown in this window. Back up your advertising by dressing a camping window at regular intervals.

If possible, try to handle a fairly complete line of tin or aluminium ware; or if this is not practical, make arrangements whereby you can obtain such articles at short notice. Once get your customers interested in what you are doing, and the rest comes of itself.

WINDOW-DRESSING EXPENSE.

Importing Goods Dealer.

There is one phase of the retail dealer's business that he is apt to be care-

less about—that is the display window. The cost of maintaining this exhibit is a just charge to the wage account, exactly as is the salary of a clerk or salesman. Without windows the rent would be much less, so there is every reason for giving special attention to making it a business-bringing feature. The show window may be considered an employe, and an expensive one. The time of an assistant to dress the window, the cost of working tools and paraphernalia are some of the expenses that may be charged against it. The question remains, does the window sell enough goods to warrant this expense? With the aid of counter books the dealer can keep track of the work of his salesmen and determine what returns they are bringing. In the case of the show window this is not so easy. Unlike the salesmen and other employes, the window may be asked to work day and night, and there are no holidays or vacations to be considered. But again, unlike good employes, the window needs constant looking after and shaking up. It is apt to get slovenly and out-of-date unless proper attention is bestowed upon it.

THIS MEANS YOU.

A Smart Delivery is a Permanent Advertisement for its Owner.

Did you ever lean on the counter and think, Mr. Grocer, what an important factor of your business your delivery outfit may be? Your store arrangements and window dressing may be ideal, and Mrs. Brown, who lives over on Q. avenue, may be delighted when she steps in to order some of that prime old Stilton and a bottle of olives for Mr. Brown's dinner, but that isn't all. The same Mrs. Brown will think some funny things a couple hours later when she looks out of the side window and sees that old box on wheels, plastered with three weeks' mud, and with your name, yours remember, only rustily legible along the side of the cover, rattle up to her door. And she will likely turn up her nose a little, too, when that boy with the dirty apron and with his hat on one side, lounges up the walk. Your delivery outfit—wagon, horse, harness, boy and all—ought to be, and easily can be, a mighty valuable traveling advertisement for your store.

Think of your grocery wagon as a sort of dining car and keep it just as spick and span as the buffet on the International Limited. You wouldn't think for a minute of having a mussy window or a rusty sign. Well, your delivery outfit is a better reflector of your shop than either, because it's a traveler. A clean and well-appointed delivery wagon traveling around town is about the best suggestion we know as to where to get good groceries, makes one think involuntarily of nutty bacon and fresh biscuits and good coffee. It will pay to give your delivery outfit just as much attention as your interior store arrangements.



PURVEYORS BY SPECIAL APPOINTMENT TO HIS IMPERIAL MAJESTY, THE KING.



Cantrell's
"Dry Imperial"
GINGER ALE

In Pints and Half-Pints

"It is as clear and sparkling as champagne"

MANUFACTURED BY

CANTRELL & COCHRANE,
LTD.

Dublin and Belfast

JOHN HOPE & CO., - Sole Agents for Canada
MONTREAL

GROCERY TRADE NEWS AND
FOOD STUFFS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., July 29.

There is only a fair business passing at present, but it is fully up to the average of other seasons. There is no demand for any particular lines. Sales of sugar, as usual during the preserving season, are quite heavy, and there is a fair trade passing in smoked meats. The prices for which rule very high. Two large cargoes of salt are now on their way to Halifax. The steamer Augusta, from Iviza, has 4,200 tons, the barque Alfredo, from Alfaque, has 1,415 tons. Both cargoes are for A. N. Whitman.

FISH—The fisheries are looking a little better and some good catches are being made. The prices hold very firm. Two cars of cured fish arrived here last week from Lunenburg, for shipment to the Porto Rico market. The spring catch of the banker "Ambition," which totalled 1,050 quintals, has been purchased in Halifax for \$6 per quintal. Late reports from Lunenburg fleet, on the Grand Banks, are as follows:

Schr. Saratoga, 800 qtls.
Schr. Mamie Dell, 800 qtls.
Schr. Muriel L. Young, 1,800 qtls.
Schr. Mattana, 1,600 qtls.
Schr. Earl Grey, 800 qtls.
Schr. Eva June, 1,100 qtls.

Schr. Gladys B. Smith, 750 qtls.
Schr. Henry L. Montague, 400 qtls.
Schr. Alexandria, 750 qtls.
Schr. Arcadia, 800 qtls.
Schr. Cardinia, 1,000 qtls.

All these vessels are still on the banks, but some are expected to return shortly.

There is no large cod to be had in the Barbadoes market, and the medium of the poor quality is selling at high figures. The market is also bare of good pickled fish, and high prices will probably be offered for the first arrivals. Potatoes and onions are also scarce on the same market.

FRUIT—The strawberry season is about over. The crop was not nearly as large as expected owing to the unfavorable weather. The growers received handsome returns for their stock. There is a good demand for fruit, but prices are high. Quotations are:

Bananas, \$2 to \$2.50 per bunch; cherries, 10 to 12c. per quart; oranges, valencias, \$4.50 to \$6; lemons, \$300 count, \$5.50 to \$6 per case; pines, 20 to 30c. each; watermelons, 40 to 45c. each; cocoanuts, \$4 per bag; California pears \$5 per box; California plums, \$2.50 to \$3; California peaches, \$2.75 to \$3.

BUTTER AND EGGS — The receipts of butter are about up to the

average. Dairy, small tubs, are selling at 21 cents, and prints at 22 cents. Creamery is quoted at 23 to 24 cents. Some butter can be purchased at lower prices, but the quality is poor. Eggs are firm at 17 cents, with only a fair demand. It is not expected that the price will go any lower. Cheese is selling at 13 cents for large, and 13 1/2 cents for small.

PRODUCE—Local grown produce is now coming on the market, such as potatoes, turnips, beets, carrots and cabbage. The early potatoes are of good quality. They are quoted at \$2 per bushel. The crops throughout the province are all looking very good.

The Wolfville Board of Trade will be represented at the Maritime Board of Trade meeting by W. M. Black, J. D. Chambers, W. T. Ford, V. B. Oakes, Dr. DeWitt, J. F. Herbin and Dr. Lawrence.

The Bridgewater Board of Trade has named R. Dawson and G. W. Godard as delegates to the Maritime Board.

At the annual meeting of the New Glasgow Board of Trade the following officers were elected: President, James Eastwood; vice-president, James C. McGregor; secretary, R. Murray; treasurer, B. De Veper; council, John Underwood, David Brown, John C. Garrett, Dr. J. W. McKay, M. H. Layton, B. E. Fanjoy, Alex. McGregor, and C. E. McLaggan.

Success Insurance

Mr. Grocer! Just think what a policy assuring success would mean to you. While you cannot take out such a policy you can do the next best thing by stocking

T. & B.

the best pipe tobacco manufactured anywhere at any price. There are more than a few Grocers who attribute their prosperity largely to **T. & B.** because

T. & B. sells more than Tobacco.

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

HAMILTON, CANADA

THE

I was asked mother and father recommend to the grocery but they had money up in business. They said "N was light and doubt, good, enough to start him self, but for out of the grower and savers I thought, "What Dick or Harry or shop, as the borrow or is get hold of a "John So-and-has he to call never had any one kind of t else from another and mind you a success. But and they certainly think they think the great many petty business counter with the goods out-ning to the ba done. Anybody but it takes a in a grocery in fact, more

Now, why sl time, say through the boys served to do in the moulder, or after learning mand a state aries. Not so in Canada. anything to sl fied to call his practical gro-Just count th glance at the that have be even, are gro any 15 or 20 in Canada an-who think th are Johnnie S this should is the clerk's the store the the business of grocery ele as uneducated called a trad also salesmen, at that. We a good talker who is a goo down the lin you can pick the few who all-round pra

THE GROCERY BUSINESS FOR THE BOY

Some Advice by an Old Stager.

I was asked the other day by a fond mother and father which store I would recommend to put their boy in to learn the grocery business. I asked them if they had money enough to start him up in business after he had learned it. They said "No," but that the work was light and easy and the wages, no doubt, good, and he could soon save enough to start himself. I told them to start him sawing wood or something else, but for goodness sake keep him out of the grocery business as a money maker and saver for the clerk. Afterwards I thought about it. Did you ever think, "What is a grocer?" Any Tom, Dick or Harry who is sick of the farm or shop, as the case may be, and can borrow or is left money enough, will get hold of a store and put out a sign: "John So-and-So, Grocer." What right has he to call himself a grocer? He never had any experience, doesn't know one kind of tea or coffee or anything else from another, but just has the price, and mind you, very often they make a success. But some lose their money and they certainly deserve to lose. Because they have a dollar or two do they think that makes a grocer? A great many people think running a grocery business is just standing behind the counter with a nice smile and handing the goods out, getting the money, running to the bank and the day's work is done. Anybody can give the stuff away but it takes a man to sell it just as much in a grocery store as anywhere else. In fact, more so in my opinion.

Now, why should we not have a stated time, say three or four years, and let the boys serve their time as they used to do in the Old Country? Take the moulder, or almost any other trade; after learning the trade they can command a stated wage or grade of salaries. Not so in the grocery business in Canada. We have no system, nor anything to show when a man is qualified to call himself a grocer. How many practical grocers are in your town? Just count them. Then, again, take a glance at the clerks. How many clerks that have been years at the business even, are grocers? You can pick out any 15 or 20 out of stores in any town in Canada and find just as many clerks who think they are grocers as there are Johnnie So-and-Sos. Grocers! Now this should not be so. Sometimes it is the clerk's fault and sometimes it is the store they are supposed to learn the business in. I think the majority of grocery clerks are underpaid as well as uneducated in the trade, if it can be called a trade. There are clerks, and also salesmen, and a good many breeds at that. We have the fellow who is a good talker and can sell, and another who is a good stock-keeper, and so on down the line. But I venture to say you can pick out without much trouble the few who are what I would call all-round practical grocers. They just

fit into a certain place, like the fixtures, and they stay there year in and year out. But there are hundreds of clerks selling tea and coffee, for instance, who don't know, or care for that matter, where it grows, or even know the different varieties, and the same applies right through the stock.

HOMEWARD BOUND.

Gottfried H. Crone, who has been for the past year and a half studying the foreign produce business in the office of J. L. Watt & Scott, Toronto, sailed on the 24th inst. on the "Vaderland" to spend two months' vacation with his parents in Amsterdam. He then goes to Singapore to study the business at the exporting end, prior to visiting his father's properties in Java and Borneo.

Mr. Crone, while living in Toronto, formed many friendships, as well in social as commercial circles, and carries with him the very best wishes of all who know him.

He looks forward to a return visit to Toronto.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

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

Warehouse: 119 St. Andrew Street,

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

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

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

**LIVE
SALESMANSHIP**

This page will be published regularly, at least once a month, and will deal with subjects primarily of interest to travellers and clerks. The next paper will treat of "Horse Sense and its Application to Business."

**Some Shoulder Hits on Honesty,
The Foundation of all Salesmanship.**

What does honesty mean to the man who is selling things? What does it represent to the owner of a store? To the one, advancement and the confidence of his employers; to the other, more customers and increased business. To say that honesty is the foundation of all business is a truism. To declare that it is the poor man's stepping-stone from penury to pate-de-foie-gras is a platitude. It is not honesty of the George Washington kind that business men are looking for to-day. "I cannot tell a lie," said little George, with the parental slipper in the corner of his mind's eye; and right there George passed up a chance of changing the face of history at the expense of a licking. But the man who is going to get to the top to-day is not the fellow that says: "I cannot tell a lie," but the one who will go ahead and tell the truth.

Honesty is one asset of which there is never a glut on the market. Like other staple commodities, the pure article is always in demand. The trouble is that honesty can be defined in several different ways, and many salesmen who would quit their jobs if they were accused of dishonesty are not above stooping to certain forms of chicanery and trickery that they would be the first to condemn in another man.

Negative and Positive Honesty.

Honesty may be negative or positive. Negative honesty is the sort that prevents a clerk stealing money from the cash-drawer. Positive honesty is the sort that makes him do his level best to add to it. Honesty and energy go hand in hand. Slyness and slackness are never far apart.

A traveler of my acquaintance once approached his employer for a rise in wages. "I have worked faithfully for you for two years," said he, "and I consider the value of my services to be represented very inadequately by the amount of my salary. I want more money and I am prepared to quit if I do not get it."

"Your request is not unreasonable," said his employer. "and to be candid with you I have been expecting it for some time. I do not deny that you have worked faithfully and, in your own estimation, conscientiously; but can you point to one thing which you have done to advance my interests outside of the work which you are actually paid to do? Can you show me any tangible proof of your having contributed to my success beyond what I pay you to contribute? Have you studied my business as you would have studied it had it been your own? I believe you to be honest according to your lights, and if you can

assure me that you have done any one of these things I will take your word for it and double your salary."

The traveler, having nothing to say, said it. Realizing that his employer's remarks were beyond controversy, he made no denial of them but showed that he was made of good stuff by not quitting as he had threatened. He took the hint which his boss had given him, and his determination to succeed bore fruit sooner than he had anticipated. A year after this conversation took place the wholesaler opened a branch of his business in another city, and offered the salesman the management of it, which was promptly accepted. The merchant is one of the best known wholesalers in the Lower Provinces, and his erstwhile traveler is the junior partner, with a third interest in the business.

Positive honesty was responsible for the rise of this man. Negative honesty alone would have left him a traveler for the remainder of his life.

A Receipt for Success.

F. N. Higinbotham, one of the most successful partners the late Marshall

Work wins.
Self-confidence and conceit are no relation.
Energy, unless backed by intelligence, runs amuck.
Initiative was invented before imitation.

Field ever had, when asked to give in as few words as possible a receipt for success, replied with emphasis: "Do more than you are paid to do. Be constantly on the lookout for opportunities to make yourself useful."

This covers the matter like a blanket. Pages and books could and have been written on success, which depends on honesty, but their whole contents put together never said a word more than this: "Do more than you are paid to do. Be constantly on the lookout for opportunities to make yourself useful."

The business world is simply a vast race-track, and there are no favorites. The best man wins every time. The best man, like the best horse, is not best by chance, but by training.

THE CLERKS' COLUMN.

The following advice was issued in bulletin form from a sales manager's office and is full of pith and horse sense:—

New Customers.

Whenever you strike what you know to be a new customer be sure and hand the name and address to the manager.

He will do the "follow up" part and see that she comes again. He will in the first place acknowledge her business with us by a letter of thanks.

Don't overlook this. Under no circumstances must we lose a customer through any fault of ours.

A record will be kept of the clerk that hands in such names and due credit will be given him for the interest he may take in this excellent way of holding new trade.

Complaints.

Whatever criticism you may hear from time to time about the store, don't hesitate to report it. Getting face to face with our faults is the only way we can remedy them.

We must overcome any prejudice that may exist about our business. The mere fact that it is prejudice makes us all the more earnest to fight it.

State the facts as you hear them. The firm is broad enough to listen to all sides and will think all the more of you for being candid.

Personal Interest in Orders.

Since a more personal interest has been taken in the filling of orders we have had far less complaints.

Check personally and put up any item you are in doubt about going out wrong and put the name plainly on the bundle. Continue to do this and we will continue to have an increase of pleased customers.

Other Stores' Prices.

Although we do not govern our prices by those of other stores, yet in all cases where you hear of a store selling the same article for less price than we charge, it is your privilege and your duty to report it.

This applies to every department.

This is in line with what we wrote last week about criticism. Do not hesitate to report what you hear, whether favorable or unfavorable.

One of the men responded very intelligently to this Monday morning. It indicated his interest in the "Mutual Aid" sheet and also in his work.

Advertising.

Such splendid interest is being shown in the ads. by all employes that we are first in the morning to make good the prices advertised.

Remember these prices are mostly figured down to cost, the object being to get the people in the store. We must interest them in other goods besides those in the paper in order to make advertising pay.

Report all new customers.

Report all kicks, on prices especially.

Business-bringing Habits.

One of the best habits to cultivate is interest in your customers' wants. Interest means earnestness, thoroughness.

The customer pays for good service. If she gets her money's worth she's

**CONDENSED
ADVERTISING**

Advertisements under insertion.
Contractions count as \$1,000 are allowed as one.
Cash remittances to cover advertisements. In no case advertisements received acknowledged.
Where replies come to cents must be added to cost.

Yearly Cost

100 words each insertion	"	"	"
"	"	"	"
50	"	"	"
25	"	"	"

BUSINESS

JOHN NEW, Real Estate
156 Bay Street, Toronto
years. No charge unless

GROCERY BUSINESSES
grocery businesses, stores and dwellings, remakers, stocks from \$100 hundred. John New.

\$1,500 GROCERY
thirty thrives

\$4,000 BUYS
on good up-to-which is also for sale. J

If you want to buy or New, Toronto.

FOR

FISHER Electric Milk order; price, \$50. F

SITUATION

BRIGHT, intelligent business village in Canada; perfect watch for good work. Agricultural Company, 10 Front St. E.

SITUATION

CAPABLE grocer desired manager or first hand references. Box 1 Toronto.

EXPERIENCED ADV

who are open for a register their names listing Co., at any of occasionally made by side houses who contain own advertising department.

Do You Want

A BOILER OR MA

If you are CANADIAN C insert a

**CANADIAN
TORONTO**

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.
 Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

FOR SALE.

FISHER Electric Mill; direct current; in good order; price, \$50. F. Hutton, Windsor, Ont. [30]

SITUATIONS VACANT.

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

SITUATION WANTED.

CAPABLE grocer desires a responsible position as manager or first hand, 9 years experience—good references. Box 155, The Canadian Grocer, Toronto.

EXPERIENCED ADVERTISEMENT WRITERS

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

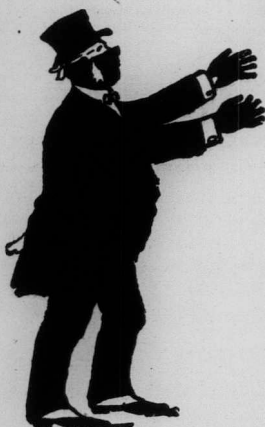
Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY
 TORONTO MONTREAL

Don't Grope Around in the Dark!



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

ONE CENT PER WORD

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



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

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

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

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

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

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

coming again. That's as sure as sunshine.

Along with this habit, practice the one of speaking a word to the waiting customer. We notice with pleasure that this is being done in a very agreeable manner by some of the clerks. By simply saying "I'll be with you in a minute of two" you show interest in your work. Keep it up.

Keep Faith.

Whatever you agree to do—do.

If you agree to put the order up yourself or to give any part of it your personal attention—do it.

If you agree to have it sent at a certain hour—see that it is sent.

Keep faith. Misrepresent nothing for the sake of making a sale. Represent things truthfully and candidly. These are sale bringers.

Your Time Has a Commercial Value.

"I believe a great many waste valuable time in the mornings in the office and do not get out into their territories as promptly as they should. The morning is the best time of the day. The agent feels better and the P.P.'s feel better. If you want to spend time talking things over, take the latter part of the afternoon; don't take the early mornings, especially in the spring time when the mornings are beautiful and everybody feels good.

We have mentioned this a great many times in the past, and I hope that our district managers and office managers will see to it that the agents do not spend too much time in the office. I think that we sometimes imagine we are very busy because we are talking to someone, when, as a matter of fact, we are doing nothing but wasting time.

The successful agent—the man who saves money—is not the man who hangs around the office or who wastes any time when he is out of the office. Learn to do business quickly. Some men cover twice as much ground as other men, because they know the value of time. Their business judgment tells them how to use their time to the best advantage. These are the men who are drawing the big checks in this business. Make every minute count while you are doing business."

HUGH CHALMERS,
Vice-President and General
Manager, National Cash Register Company.

FRENCH OLIVE OIL IN CANADA.

M. G. Herve, Marseilles, France, was in Hamilton and London this week calling upon the trade in company with his firm's general Canadian agent, M. Leon Fontanel, Montreal. Since the introduction of their olive oil on the Canadian market a growing demand is reported.

**POTATO-GROWING
IN
NEW BRUNSWICK**

The exceptional fertility of the soil makes potato culture a profitable business.

New Brunswick is rapidly coming to the front and occupying a prominent position among the provinces of the Dominion in potato culture. It is only within the last few years that the farmers of the province down by the sea have awakened to the fact that in the raising of potatoes they had a rare opportunity of making money. The thousands of settlers who have been pouring into the western portion of the Dominion have created a greater demand for the tubers, and during the past couple of years especially, the demand has been so great and the prices offered so attractive, that the farmers have been going into this branch of agriculture more extensively than ever before.

Blind to Their Opportunities.

A few years ago, there seemed to be an idea among the farmers living in the counties along the Maine border, that their own soil was not suitable for potato growing, and seeing their neighbors in the adjoining republic getting rich out of their potato crops, many of them sold their farms and traveled across the line, where they bought land and went in for potato raising on a foreign soil.

Gradually, however, the New Brunswick farmers saw their opportunities, and one after another took up in earnest the growing of potatoes.

Last year, immense quantities were shipped to Ontario and Quebec, and also to the West Indies. Farmers who left their New Brunswick lands a few years ago are returning and buying farms at an increase in value of 50 to 100 per cent.

One farmer tells of having paid \$5,000 for a farm a few years ago and of being offered \$15,000 for it this summer, and this is only one instance; there are many more, showing the large increase in land values.

A Record Yield.

In Carleton county this year the crops will be enormously in excess of all previous years. One man alone has put in fifty acres of potatoes, planting 450 barrels of seed. Farmers who last year planted five barrels of seed are this year putting in ten, and so on all over the county, double the quantity put in last year being put in this year.

He is considered a small farmer, indeed, who is only putting in five barrels of seed. The majority of them have planted considerably more, many having 100, 150 or 200 barrels of seed put in.

The increase is not altogether confined to Carleton county either; York,

Victoria and Westmoreland are also making rapid strides.

Many of the farmers are selling their cattle and going in for potatoes altogether. The farmers say they can make a good profit if they sell their potatoes for 80 or 90 cents, but last winter great quantities were sold at \$2.40 and \$2.50 a barrel.

Judging from the present outlook the crop this year will be far and away ahead of all previous records.

Hay is also being raised more extensively than in former years past and there will be more New Brunswick hay on the market this year than ever before. The weather during the past few weeks has been most favorable for the crops.

CANNERS BUSY.

"Too Many Orders" is Their Complaint—The Crop Prospects.

Jas. B. Campbell, of the Acme Canning Co., Montreal, speaking to a Canadian Grocer representative the other day, said: "Peas are going to be a short crop this year, but we are going to have more strawberries than we had last season. If I had \$50,000 I'd spend it on strawberries at their present price of \$2.25. In my opinion, you will see strawberries reach \$3 before this time next year.

"No, I'm not down here looking for business. I've come to find out exactly how much my customers will be satisfied with. Just now it's a question of not 'How much do you need?' but 'How little will you take?'

"I called on a man the other day who had a big contract with us. I wanted to find out his exact requirements. Before I could speak, he said: 'Mr. Campbell, I hate to do it, but I find I can't handle the amount I contracted for. My contract gave me the option of cancelling 25 per cent. of the total order, and I guess I'll have to take advantage of it. I'd like to cancel two cars, but cut out one and we'll let it go at that.'

"'Mr. Blank,' I said, 'I'll make you a counter proposition. Cancel one car, and I'll say 'Thank you,' and leave your office as good friends with you as when I came in. Cancel two, and I'll buy you a box of the best cigars in Quebec province and remember you in my will, besides.'

"'Well,' he said, 'if that's the way the land lies, I guess I'll only cancel one.'"

G
G
HIS
R. S. McI
B

*If you desire to handle High Class English Specialties,
then order from your wholesaler,*

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.
AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:



HIS MAJESTY THE KING

GILLARD & CO.,
LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.



THE A 1 SAUCE

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

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

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

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

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill



will save your clerk's time, your customer's time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from 4 oz. to 9 lbs. of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with 3/4 h. p. motor for direct current, or 1/2 h. p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

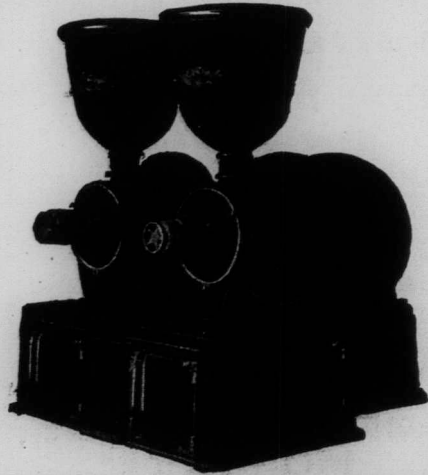
The Enterprise Mfg. Co. of Pa., Philadelphia, U.S.A.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

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



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

EVERY GROCER SHOULD KNOW ABOUT

"WALKER BIN" FIXTURES

INCREASE

Business and Profits

SAVE

Time, Labor and Expense

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT.

Limited

Representatives

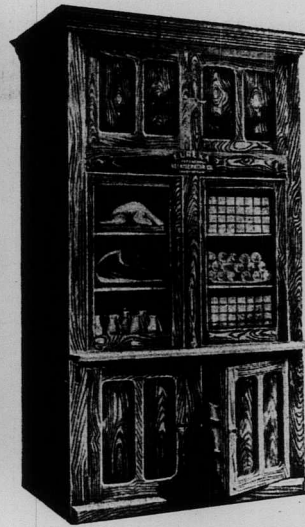
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

There is only one distinctly Olive Oil Laundry Soap on the market.

Canadian Castile Soap

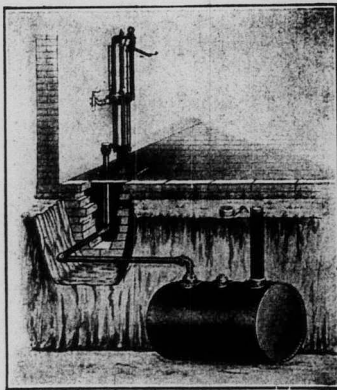
the soap demanded by economic and particular people. **Do you carry it?**

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

A Day and Night Gasolene Trade



Cut 42
LONG DISTANCE OUTFIT
Tank is Buried—Pump in Store

With the Bowser Self-Measuring Gasolene Tank, gasolene can be drawn at any time of the day or night. With no other tank is this possible, for the old style tank requires the use of a light to see what you are doing, while the Bowser automatically measures the required amount with absolute accuracy.

Let it be shown that gasolene can be obtained from your store at any hour, and your gasolene trade will increase. And the gasolene buyer is sure to buy groceries so that your Bowser will add to your trade in all lines.

The Bowser Tank for Gasolene is safe—the measurement is guaranteed to be accurate—it's neat, clean and convenient, it's labor and time saving, in short, it's the only satisfactory method of handling gasolene.

If you retail gasolene you will be interested in Catalog B. Send for it.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

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



Allison Coupon Books

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

For sale by the jobbing trade everywhere

Manufactured by

ALLISON COUPON CO.,
Indianapolis, Indiana.

—BUY—

Star Brand

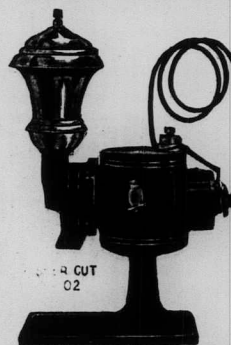
COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

WHY NOT DISCRIMINATE?

AND DOUBLE YOUR CHEESE SALES

When you buy cheese, why not get value for your money and cater to the taste of your best customers?

Primrose Cheese

is the highest quality Canadian Cheddar, selected at our own factories, faultless in flavor, perfect in texture and make, and above all scientifically matured before shipment.

YOU CAN MAKE MONEY

by selling the right kind of cheese, but you will gain nothing by trying to sell ordinary unselected box cheese offered to you at a little less money than Primrose Cheese. Write for quotations.

MacLaren Imperial Cheese Co., Limited

Head Office:

TORONTO, ONT.

QU

Quotations
The following
responsible for the
Grocer, at our ne

3-1/2 doz

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

W. H. GILL

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

IMPERIAL BAK

Cases.	Size
4-doz.	10c
3-doz.	6-
1-doz.	12-
3-doz.	12-
1-doz.	2
1-doz.	51

OCEAN

Ocean Baking Powder,
" " "
" " "
Borax, 1/2 lb. pac
Cornstarch, 40
Freight paid 5



ROYAL BAI

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

Barrels—When pack
cent. discount w

CLEVELAND'S

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

Barrels—When pack
cent. discount w

T. KINN

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

ST. GEORGE'S

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

Terms net 30 days

By

JOHN HOPI
Cantrell & Cochran
ale. cases, 1 doz
Casks, 1 doz

Dry Imperial ging

1 doz

Dry Imperial ginge

10 doz

Club Soda water

10 doz

Club soda water cy

Not less than ful

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy.

Aug. 2, 1907.

Baking Powder.

Table listing various brands of baking powder (Cook's Friend, Diamond) with prices per doz.

W. H. GILLARD & CO.

Table listing Diamond baking powder products with prices per doz.

IMPERIAL BAKING POWDER.

Table listing Imperial baking powder products with prices per doz.

OCEAN MILLS.

Table listing Ocean Mills baking powder products with prices per doz.



MAGIC BAKING POWDER

Table listing Magic Baking Powder products with prices per doz.

ROYAL BAKING POWDER.

Table listing Royal Baking Powder products with prices per doz.

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Table listing Cleveland's Baking Powder products with prices per doz.

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Table listing Crown Brand baking powder products with prices per doz.

ST. GEORGE'S BAKING POWDER.

Table listing St. George's Baking Powder products with prices per doz.

Beverages.

Table listing various beverages (Gentle & Cochrane's aromatic ginger, Dry Imperial ginger ale, Club soda water cylinders) with prices per doz.

Blue.

Table listing Blue brand products (Keen's Oxford, Gillett's Mammoth, James' Dove Black Lead) with prices.

Cereals.

Table listing Cereals (Wheat OS, 3-lb. pkgs., 7-lb. cotton bags) with prices.

Chocolates and Cocos.

Table listing Chocolates and Cocos (THE COWAN CO., LIMITED) with prices.

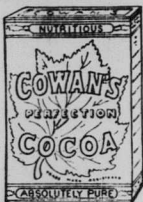


Table listing Chocolate products (Queen's Dessert, Vanilla, Parisian) with prices.

Table listing the following unsweetened products with prices.

Table listing various fillings for cakes with prices.

Table listing Confections (Cream bars, Chocolate ginger, Crystallized) with prices.

Table listing Chocolate products (Caramel, Vanilla, Gold Medal, Pure, Fry's) with prices.

Table listing Cocoa products (Concentrated, Homoeopathic) with prices.

Table listing Agents, C. E. Colson & Son, Montreal.

Table listing BENSBOER'S COCOA products with prices.

JOHN P. MOTT & CO.'S R. S. McIndoe, Agent, Toronto. J. A. Taylor, Montreal. Jos. E. Huxley, Winnipeg. Standard Brokerage Co., Vancouver, B.C.



Table listing various elite and prepared cocoa products with prices.

WALTER M. LOWNEY CO.

Table listing Canadian Branch products (Breakfast cocoa, Sweet cocoa powder, Premium chocolate, Milk chocolate, Vanilla sweet chocolate) with prices.

Cocoa nut.

Table listing Canadian Cocoa Nut Co. products (Packages, Bulk) with prices.

Condensed Milk.

Table listing Borden's Condensed Milk Co. products with prices.

Table listing Wm. H. Dunn, Agent, Montreal & Toronto.



TEURO CONDENSED MILK CO., LIMITED.

Table listing Teuro Condensed Milk products with prices.



Coffees.

Table listing THOS. LIPTON coffee products (Mocha, Damascus, Cairo, Sirdar, Old Dutch Rio) with prices.

E. D. MARCEAU, Montreal.

Table listing E. D. Marceau coffee products (Old Crow, Mocha, Condor, Arabian, Madam Huot) with prices.

THOMAS WOOD & CO.

Table listing Thomas Wood & Co. coffee products (Gilt Edge, Canadian Souvenir) with prices.

PATTERSON'S "CAMP" COFFEE ESSENCE

Table listing Patterson's Coffee Essence products with prices.

Cheese.



Table listing Imperial cheese products with prices.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

Table listing Allison's Coupon Books with prices.

Table listing Allison's Coupon Pass Books with prices.

Cleaner.



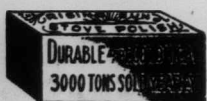
Table listing Easybright cleaner products with prices.

Wholesale Agent. The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN & PASTE
STOVE POLISH
IN TINS



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

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

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

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

Fireproof Storage Warehouse

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

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



The guarantee that goes with every tin of BORDEN'S BRANDS

is the best that the world can offer—The fact that hygienic experts have pronounced it "Perfect" adds to the manufacturer's guarantee that

"EAGLE BRAND" Condensed Milk and "PEERLESS BRAND" Evaporated Cream

Are best for your customers

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.



(Unsweetened)



Extract of
 LAPORTE, MARTIN
 Vita" Pasteurized Extra
 Bottles 1-oz., case of 2
 " 2 " " 1
 " 4 " " 1
 " 20 " " 1
 " 20 " " 1

Wilson's Fly
 50 loc. packets
 three boxes for

Robinson's patent barley
 " groats

Jams and
 BATGER'S WHOLE FRUIT
 Agents, Rose & Lafleur
 Toronto
 1-lb. glass jar, screw top, 4

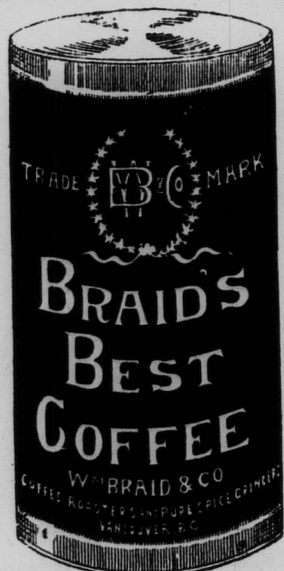
T. UPTON
 Compound Fruit Jams—
 12-oz. glass jars, 2 doz. in case
 3-lb. tins, 2 doz. in case...
 5 and 7-lb. tin pails, 8 and
 14-lb. wood pails...
 7 and 14-lb. wood pails...
 30-lb. wood pails...
 Compound Fruit Jellies—
 7-oz. glass jars, 2 doz. in case
 7-lb. tins, 2 doz. in case per
 5 and 14-lb. wood pails, 6 per

30-lb. wood pails...
 Home Made Jams—absolu
 1-lb. glass jars (16-oz. gen
 case...
 5, 7, 14 and 30-lb. pails, per

Lard.
 H. N. FAIRBANK
 LARD COMPO



WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.
Vita[®] Pasteurized Extract of Beef.
Per case.
Bottles 1-oz., case of 2 doz \$3 20
" 2 " " 1 " 3 00
" 4 " " 1 " 4 50
" 20 " " 1 " 4 75
" 20 " " 1 " 9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 luc. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley 1-lb. tins \$1 25
" 1-lb. tins 2 25
" groats 1-lb. tins 1 25
" 1-lb. tins 2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 07
7 and 14-lb. wood pails per lb. 0 07
8-lb. wood pails 0 06½
Compound Fruit Jellies—
7-oz. glass jars, 2 doz. in case, per doz. 1 00
7-lb. tins, 2 doz. in case per lb. 0 07½
5 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
8-lb. wood pails 0 06½
Home Made Jams—absolutely pure—
1-lb. glass jars (12-oz. gem) 2 doz. in case per doz. \$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Lard.

HE N. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces \$0 11½ 20-lb. tins 2 23
3-bbls. 0 11½ Cases 3-lb. " 0 12½
Tubs, 60 lbs 0 11½ " 5-lb. " 0 12
Pails 2 33 " 10-lb. " 0 11½

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper per lb. \$0 40
Fancy boxes (35 or 50 sticks) per box 1 25
" Ringed " 5-lb. boxes per lb. 0 40
" Acme " pellets, 5-lb. cans per can 2 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans per can 2 00
Licorice lozenges, 5-lb. glass jars 1 75
" 20 5-lb. cans 1 50
" Purity " licorice 10 sticks 1 45
" 100 sticks 0 75
Dulce large cent sticks, 100 in box 0 75

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85
BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

Lye (Concentrated).

GILLET'S PERFUMED. Per case
1 case of 4 doz. \$3 60
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.

Wetthey's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KERN'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 25
" 1-lb. tins 1 45

E. D. MARCHEAU, Montreal.
" Condor " 12-lb. boxes—
1-lb. tins per lb. \$0 35
" 1-lb. tins 0 35
" 1-lb. tins 0 25½
" 4-lb. jars per jar 1 20
" 1-lb. jars 0 25

Old Crow," 12-lb. boxes—
1-lb. tins per lb. 25
" 1-lb. tins 0 25
" 1-lb. tins 0 25½
" 1-lb. jars per jar 0 70
" 1-lb. jars 0 25

Olive Oil.

LAPORTE, MARTIN & OIE, LTD.
Minerva Brand—
Minerva, qts. 12's \$5 75
" pts. 24's 6 50
" 1-pt. 24's 4 25
JOHN HOPE & CO., AGENTS.
Barton & Guestier Olive Oil—
Quarts, 12's \$ 8 50
Pints, 24's 9 50
½ pints, 48's 10 50
Less 5 per cent. discount.

Orange marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 doz. case per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75

Soda.

OW BRAND.
Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs. per box, \$3



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. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 25
5 cases 2 75

Soap and Washing Powders.

GUELPH SOAP CO.
1 case. 5 case.
Royal City Soap (bar) 2 50 2 40
Peerles[®] Soap (bar) 2 50 2 40
Standard Soap (cake) 2 40 2 30
Crystal Soap Chips, per lb. 5c.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross \$10 20
" black 15 20
Oriole soap 10 20
Gloriola soap 12 00
Straw hat polish 10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. carton. \$ 0 06½
No. 1 " " 2-lb. " 0 06½
Canada laundry 0 05½
Silver gloss, 8-lb. draw-lid boxes 0 07½
Silver gloss, 5-lb. tin canisters 0 07
Edward's silver gloss, 1-lb. pkg. 0 07
Kegs silver gloss, large crystal 0 06½
Benson's satin, 1-lb. cartons 0 07½
No. 1 white, bbls. and kegs 0 06½
Canada White Gloss, 1-lb. pkgs. 0 06
Benson's enamel per box 1 25 to 2 50
Oullinary Starch—
Benson & Co.'s Prepared Corn 0 07
Canada Pure Corn 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 50
Finest Quality White Laundry—
2-lb. Canisters, cases of 48 lb. 0 06½
Barrels, 200 lb. 0 05½
Kegs, 100 lb. 0 05½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
5-lb. toy trunks, 8 in case 0 07½
5-lb. enameled tin canisters, 8 in case 0 07½
Kegs, ex. crystals, 400 lb. 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case 2 50

For a Good Thirst
Quencher Sell

BATGER'S
Lime Juice Cordial
and Lemon Squash
Ready to Use

Rose & Laflamme
Montreal - Toronto

Good Value to
Your Customer



*Paterson's
Worcester
Sauce*

ROSE & LAFLAMME,
Agents, Montreal and Toronto,



Large Profit
To You



THE
TWENTIETH
CENTURY
FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

FLY COIL

Will catch and hold more Flies to the square inch
than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Bury
Ltd., (Lancs) Eng.

Pernot Biscuit
5 Factories, 40,000 sq. yards

Obtained highest awards at Worlds
Fairs :

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

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

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General Agents

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Responsible agents wanted
in the larger cities.

LEON FONTANEL & CO.

General Agents

6 St James St., - MONTREAL

STONEWARE JARS



of
every
description
and
size.

Special
shapes
to
order.

The TORONTO POTTERY CO.
LIMITED

Toronto, Canada

Write for Catalogue



"GLOBE" with Percolator.

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

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

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

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. O. STEWART, Halifax.

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, St. and in Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:
**JOHN FORMAN, - 644 Craig Street
MONTREAL.**

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

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

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McLAREN'S



Is Honest Goods and just the Thing on which to Make or Extend a Business.

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



Don't substitute

any other brand of package or bulk baking soda when your customers ask for

"Cow Brand" Baking Soda

It will save you many complaints. The wise housekeeper knows she gets better results by using "Cow Brand" Soda. You want to please her—give her the best, purest and strongest, "Cow Brand" Baking Soda.

Sold all over Canada

Church & Dwight
MANUFACTURERS
MONTREAL

Subject to previous sale, I offer the following at snap prices to clear up:

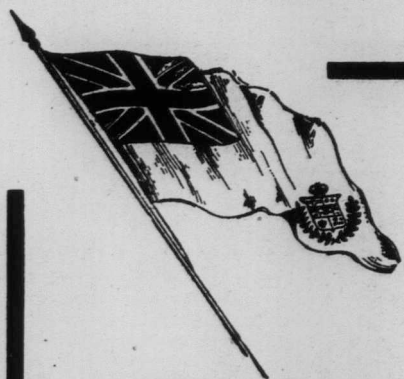
- Tomatoes, 3's, \$1.00 per doz.
- Apples, gallons, 2.60 per doz.
- Pears, 2's, 1.50 per doz.
- Pears, 3's, 1.90 per doz.
- Spinach, 2's, 1.22 1/2 per doz.
- Squash, 3's, .90 per doz.
- Catsup, gallons, 3.50 per doz.

NET CASH—F.O.B. ST. CATHARINES
ALL ABOVE GOODS GUARANTEED A-1

Kindly note my travellers are off the road from July 27th to August 10th.

Phones 56 and 608, free to buyers.

W. H. MERRIMAN
ST. CATHARINES



"EMPIRE" Brand

4 free phones
USE THEM

They're Off!

All our travellers except the Port Arthur and Cobalt men are taking their holidays. If you want any goods between now and August 10th, phone or wire at our expense.

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON,

ONTARIO