

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, JULY 19, 1907.

NO. 29.



*It's a very small thing, a cake of  
Laundry Blue, but unless it is*

## Keen's Oxford Blue

*It can upset the housewife's temper and  
spoil her trade with you quicker than  
anything you supply her with—Don't risk  
it—Stick to KEEN'S.*

FOR SALE BY ALL JOBBERS.

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

Yours to command trade---

## Edwardsburg "Silver Gloss" Starch

Unequalled for finest laundry work, no matter how  
delicate the fabric. "Silver Gloss" Starch needs no  
commendation on our part. It has pleased the con-  
sumer for nearly fifty years.

—Stock it

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

53 Front St. East  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

St. James Street  
MONTREAL, P.Q.

# REAL LUCCA OIL

---

is the only oil any epicure will use—or any self-respecting grocer stock. Nowadays a large proportion of the so-called Salad and Lucca Oils are made principally from cotton seed oil, but the C. & B. Lucca Oil is absolutely guaranteed to be pure and to be made only from the finest olives. For salads of all sorts it is without an equal, and as it gives the wholesaler just as good a profit as lower grade salad oils, there is no possible excuse for his refusing to carry it in stock. It is unsurpassed for its keeping qualities and your customers will appreciate this fact. Place an order with your wholesaler at once. Insist on his giving you what you and your customers want. If he does not stock it, have him import it for you.

## CROSSE & BLACKWELL,

SONO SQUARE, LONDON, ENGLAND.

AGENTS,

### C. E. COLSON & SON,

MONTREAL.



#### SPECIALS FOR THE MONTH

Potted Meats of all sorts in tins, white jars, or vacuum glass.

Devilled Ham, Potted Beef, Potted Game, Potted Ham, Potted Chicken, Potted Ham and Chicken, Potted Chicken and Tongue, Potted Turkey.

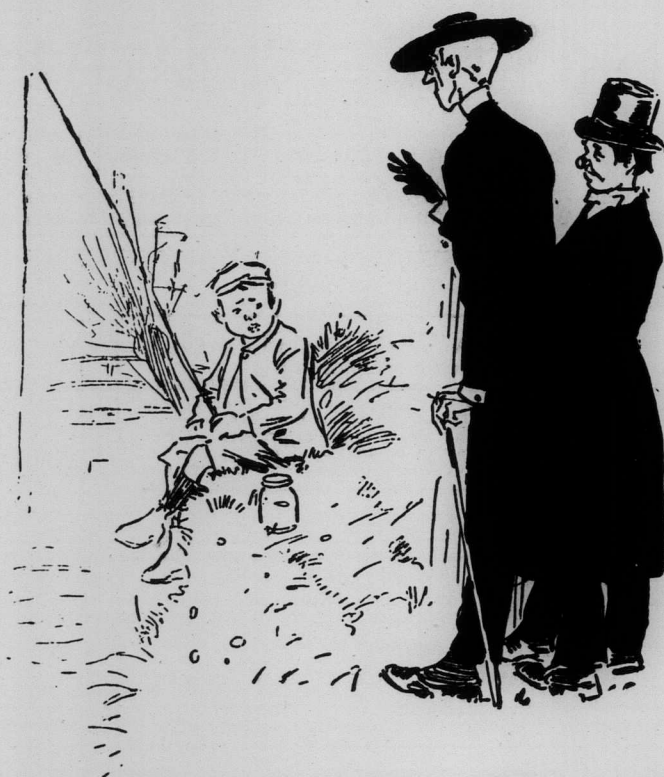
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# Cured and Packed Where Caught!

## “Thistle” Brand Canned Fish

One reason why the “Thistle” Brand of Canned Haddies, Kippered Herrings, Etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed **right at the water side where they are caught.**

There is **no dirt, no slime** in the “Thistle” Brand. There are no “odds and ends” thrown in in a hurry. The “Thistle” Brand contains nothing but carefully-selected fish—**only the best will do for the “Thistle” Brand!**

The “Thistle” Brand competes **on quality and not on price.** It is the **Standard Brand of Canned Fish!**

**Highest Quality  
Always.**

**BEWARE OF IMITATIONS!!!**

**NONE ARE GENUINE THAT DO NOT BEAR THE NAME OF**

**Arthur P. Tippet & Co., Montreal**  
**GENERAL AGENTS.**

*July 19.*



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

FOR SALE

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

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 23

REGINA.

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

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

NEWFOUNDLAND

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

TORONTO.

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

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

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

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

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

TORONTO.

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

VANCOUVER.

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

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

WINNIPEG.

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

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

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

(Continued on page 4.)

We have been appointed distributing agents for the following well-known firms :

**WE  
HAVE  
A  
FULL  
STOCK  
OF  
ALL  
THESE  
LINES  
  
NOTHING  
FINER  
FOR  
FIRST-  
CLASS  
TRADE**

**Ferrand, Renaud & Cie., Lyons, France**

Who have a world-wide reputation as manufacturers of the finest French Macaroni

**Macaroni  
Vermicelli  
Alphabets  
Spaghetti**

MADE FROM THE FINEST TAGANROG WHEAT.

16 ounces net weight packages

**James Pascall, Limited, London, England**

Manufacturers of the finest high-class Confectionery in the British Empire

**Barley Sugar**—Lemon and assorted.  
**Golden Maltex**—Fancy sealed glass jars.  
**Mint Bulls Eyes**

JUST THE LINE FOR SUMMER RESORT TRADE.

**Geo. Dalidet & Cie, Bordeaux, France**

**" ROSE BOUCHER " FRENCH SARDINES**

**In Oil, 1/2s**—Both flat and club shape tins.

**Boneless, 1/2s, 1/2s and Magnums**

The finest quality, packed in genuine Olive Oil.

**Wm. P. Hartley, Liverpool, England**

Whose goods have a world-wide reputation and are universally acknowledged the finest preserves in the world.

**Raspberry, Strawberry, Apricot, Green Gage and Black Current  
Jam ; Orange Marmalade**

You cannot buy finer goods.

We know the quality of all the above lines—and you have our guarantee as well as the manufacturers'. Our travellers will show you samples.

**The EBY, BLAIN CO.**

LIMITED

Wholesale Grocers

TORONTO

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.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

**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.

**HENRY COLBECK**  
NEWCASTLE-UPON-TYNE.  
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,500,000 within a 20-mile radius.

**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.

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

This space \$15 per year

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

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

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

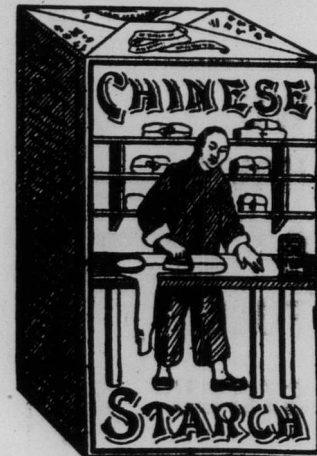
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence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

—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.  
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.  
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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

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



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

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

**BASKETS**

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

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

The Oakville Basket Co.,  
OAKVILLE ONT.

**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.

"There is nothing in it for the well-located grocer to handle cheap canned goods," remarks a New Haven grocer. "I speak from experience," he says, "because I often bought a lot of this truck as a sort of leader. It would have led me into the insolvency court if I had persisted. Canned Corn at 8c. a can may look attractive on the bargain handbill, but that's all. It is not intended to leave a good taste in the consumer's mouth, and it doesn't. It gives the grocer who sells it a reputation for handling cheap goods, and frequently it loses him a good customer. And the only possible gain is the possible temporary acquirement of a few bargain-hunting patrons."

Think this over a bit and you will be inclined to agree that cheap goods at any price are not what you want as a reputation builder.

If you handle Canadian Cannery goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and "White Rose" Brands are all guaranteed as to quality. They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

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## The Wants of Women—Study Them

**MR. GROCER!** You may invest more money in your business; you may advertise the best lines of staple groceries on earth; you may know your trade from beginning to end; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir! since these facts are indisputable, and since the women of Canada have almost unanimously declared that

# OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead**. That much we are positive about. But the particular and economical housewives of Canada are just as positive that

# OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand**. The name stands for surety of purity and that palate pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST

**The Old Homestead Canning Co.**

**PICTON, ONTARIO**



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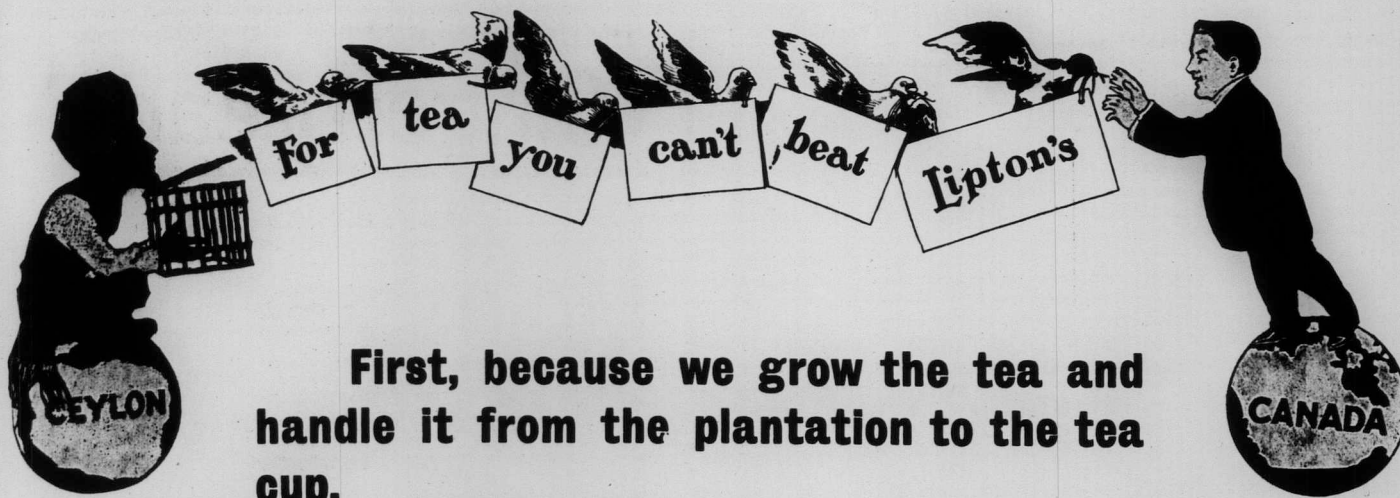
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**First, because we grow the tea and handle it from the plantation to the tea cup.**

**Second, because our blending experts are the most skilled in the world and have studied our tea problems for years.**

**Third, because the striking flavor is blended into the tea and kept there until the consumer uses it. This is done by packing in sealed, air-tight tins, into which the atmosphere cannot penetrate.**


**This single feature of flavor-preservation is a Lipton standard others have endeavored to copy. It insures perfect tea in every can. The loss of flavor common to teas exposed to the air in open chests is entirely done away with.**

**If you have had complaints on tea because the flavor has been weakened by exposure, you may be sure of giving satisfaction by selling**

# LIPTON'S TEAS

**You can send your orders to our Toronto branch at 75 Front Street East, where our Canadian business is now transacted.**

## THOMAS J. LIPTON



**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 & Lightoap, 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.

THE CANADIAN GROCER

## SALMON

Look up your stock; it will not pay you to run out at this season of the year. We have the following well-known brands:

CLOVER LEAF, 1s FLAT  
" 1s TALL  
" ½s FLAT

HORSESHOE, 1s TALL  
" ½s FLAT

LOWE INLET, 1s TALL  
CASCADE, 1s TALL  
HARLOCK, ½s FLAT

# 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

A few lines of earliest picking are still on hand. I have a large variety of Standards of Second Crop, season for which is now in full operation. Samples will be mailed immediately on application.

**S. T. NISHIMURA, Sole Agent**

55 St. Francois Xavier Street, MONTREAL

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

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449 St.

**Tartan**  
**BRAND**  
SIGN OF PURITY

## Special Prices on Raisins for Harvest Time

Our men have the biggest values on the road. Also big list of summer goods and camping supplies.

## Wagstaffe Goods

We have placed an extensive contract for these goods and they are acknowledged to be the finest ever packed in Canada.

Place your future order for Sealed Fruits, 20 oz. glass, and Jam in 12 oz. and 1 lb. glass, and 2, 5 and 7 lb. sanitary pails.

The entire pack is contracted for in these goods. Get your fall order in while you can. For further particulars use our Long Distance Phone **596**, free to buyers.

**BALFOUR, SMYE & CO.**

Wholesale Grocers, - - HAMILTON

Just Think  
of  
the Value



you can offer your customers  
in our newest success

## BEE JELLY POWDER

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

THE WHOLE RETAILS FOR 25 CENTS

*Sells at Sight*

*Quality Guaranteed*

Write us for samples and prices.  
They will interest you.

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

The Fastest Seller  
Is  
The Biggest Profit Payer

"ROYAL CROWN"

## Witch-Hazel SOAP

makes more money for grocers because they sell more of it. It's a toilet soap that everyone likes. And that's the soap to build trade on.

Write for prices.

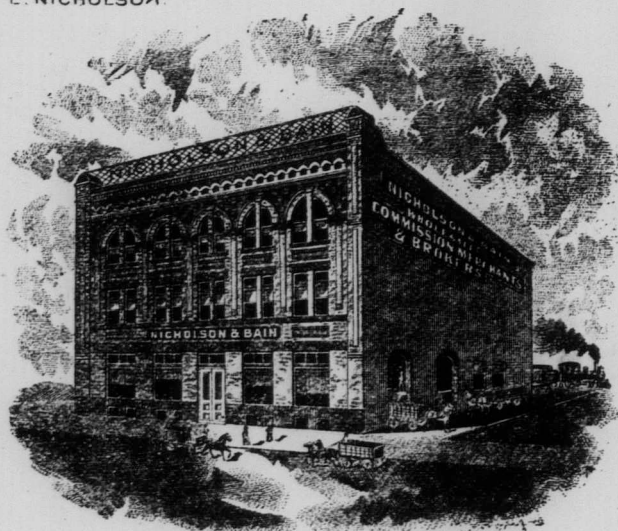
The ROYAL CROWN Limited,  
Winnipeg, Man.

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. 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901.



*Winnipeg,* June 27th, 1907.

BANNATYNE ST. EAST  
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

# TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

If you care to intrust to us the pushing of your interests in Western Canada, we can place at your command exceptional facilities and a wide and thorough knowledge of the trade in this territory.

We have been successfully prosecuting the business of general selling agents and manufacturers' representatives for many years. There is no better known house in Western Canada, or one possessing a larger or more loyal circle of clients.

Our facilities for storing and handling goods are excellent. We have three warehouses----one each at Winnipeg, Calgary and Edmonton----from which points we can readily and quickly reach all towns in this region.

We should like to receive some consignments from you, and believe you would find a connection with us very profitable.

A reply from you would be greatly appreciated.

Very truly yours,

## NICHOLSON & BAIN,

**CALGARY**

**WINNIPEG**

**EDMONTON**

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AGENTS: H  
Ross Ave., W  
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# MERIT WINS

If **you** were to gather the Grocers of Canada together and ask them to name the best brand of Jams and Jellies manufactured on this continent at least 90 per cent. of them would assert that



## **E. D. S. Brand JAMS and JELLIES**

is incomparable. And these practical men are backed up in their assertion by the decision of Government inspectors. If you want to handle the wholesomest, purest and best Jams and Jellies you must handle the **E. D. S. Brand.**

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

### Everybody Knows



the cooling and refreshing properties of the Lemon.

As a beverage, it reaches its best and highest form in

### **KOPS Lemon Squash**

Prepared by special process from juice and peel of fine luscious Messina fruit.

There are qualities in the peel of lemon that can only be extracted by scientific process. This "Oil" is missed in home-made lemonade, but in KOPS LEMON SQUASH is found all that is good, wholesome and healthful, combined with the full flavour of the fruit.

**A PERFECT TABLE DRINK.**

Attractively bottled, in two sizes.

Send your name for printed matter, quotations, etc.

Sole makers

**KOPS BREWERIES,** LONDON, S.W. ENGLAND

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

### **DRIED FRUITS**

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

**Thos. Bell, Sons & Co.**  
Montreal

REPRESENTING:

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

ALL RELIABLE SHIPPERS

**VALENCIA RAISINS,  
SULTANA RAISINS,  
COOKING FIGS,  
CURRANTS,  
etc., etc.**

**THOS. BELL, SONS & CO., Montreal**



**NO ACID OR GRIT**

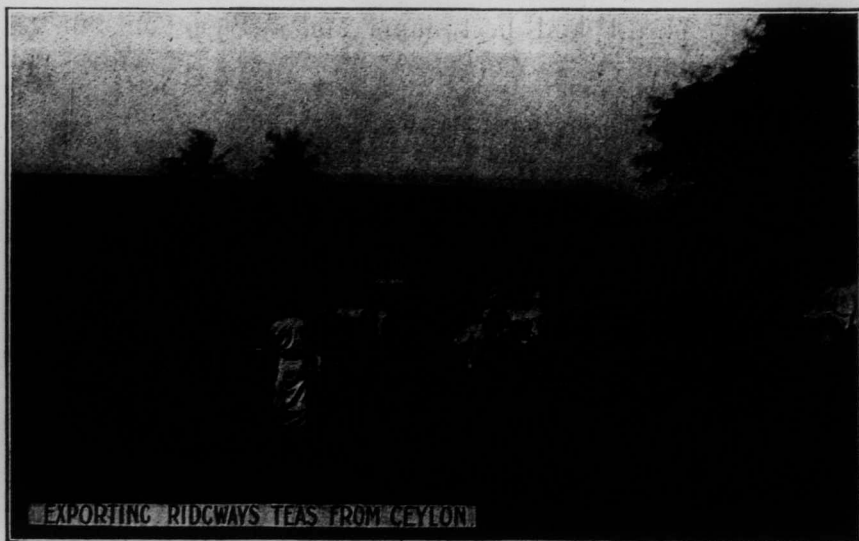
will be found in "Majestic" polishes. The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"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*.



EXPORTING RIDGWAY'S TEAS FROM CEYLON

**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



**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—

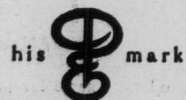
**NEW TYPE**—the best faces selected from the stocks of leading foundries and a

**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

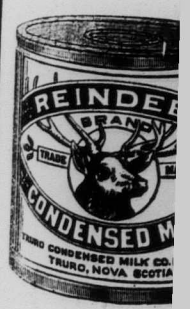
**PRINTING DEPT**  
Charles Edward Peabody  
M a n a g e r



**GREIG**

**A L F**

**Reliable**



**Saleable**

**Truro Co**





# Greig's White Swan Flaked Wheat Is a Winner

Made only from the finest selected Canadian wheat, it is distinguished for the **large, thin flakey flakes** that make it so vastly different from any other wheat produced in Canada. There is **no comparison** in it with **ordinary** kinds of rolled wheat. Its **outstanding merit** places it in a class by itself, and it readily commands the trade of **particular people**. All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times. Samples and quotations at your station will be cheerfully furnished on request.

## THE ROBERT GREIG CO., LIMITED

White Swan Mills  
T O R O N T O

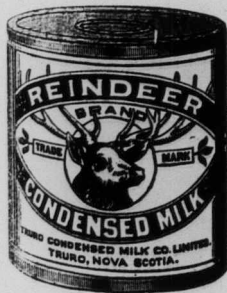
# GREIG'S White Swan BRAND

A LONG STORY IN  
FEW WORDS

Reliable



Preferable



Saleable



Profitable

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

## Mr. Grocer!

Since you must sell Starch,  
shouldn't you stock the best?  
The only sure way is to stock

# IVORINE

not merely on account of its  
goodness, but also because it  
talks strong and effectively  
for you. It saves the lady  
of the house trouble. It cer-  
tainly does pay to stock  
**IVORINE.**

**ST. LAWRENCE STARCH CO.**  
LIMITED  
PORT CREDIT, ONT.

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

**S. H. EWING & SONS**

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

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

**Wholesale Grocers and Jobbers**

When estimating your requirements  
get our prices on following lines:

Raw and Refined  
Sugars  
Molasses

Walnuts  
Almonds  
Filberts

Raisins  
Currants  
Shelled Nuts

Either for import orders or from spot consignments

**D. RATTRAY & SONS Limited**  
QUEBEC Montreal OTTAWA

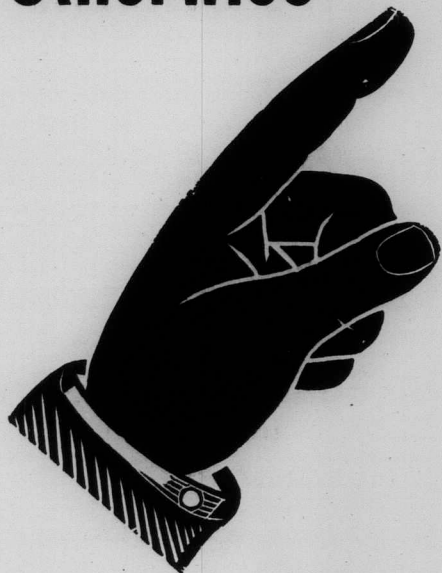
**DO YOU CONSIGN?**  
GIVE **WATSON, BOYD & CO.** A TRIAL  
TRINIDAD, B.W.I.  
**Best Results Obtained** **Prompt Returns**  
**Enquiries Solicited** **All Codes Used**  
**Cable Address: BOYD, TRINIDAD**  
LONDON AND NEW YORK: **FRAME & CO.**

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# Are You "Salada" Wise? Or Otherwise



Black-Green-Mixed

## "Imagination will carry one a long way, sometimes."

For  
Example

Some dealers, "Not you, of course,"  
imagine that Bulk Teas are more  
**profitable to handle** than  
**"SALADA."**

This is a delusion that can easily be dis-  
pelled by a short study of the facts.

Bulk Teas cost the locking up of capital  
on investment,

Entailing expense of insurance, deteriora-  
tion in quality, loss on weight, waste and  
other shrinkages.

Your estimated profit is visionary, not  
actual.

Then again the buying of bulk Teas by you  
is a precarious occupation at the best.

For "to be perfectly candid," what do you  
know about Tea characters and Tea values  
anyway?

What can you know?

Therefore, what possible opportunity have  
you of pleasing your customers **in compe-  
tition with men who are devoting  
their whole lives, thought and  
capital to the study of Tea, and  
Tea alone**, and who have made a marked  
success of their enterprise.

**"SALADA"** costs not one dollar on  
investment.

As it can be bought to equal advantage in  
single case lots, "Freight Prepaid," as in larger  
quantities, and is readily disposed of at **a good  
actual protected profit** within the time  
limit for payment.

And an absolute knowledge that every indi-  
vidual sale has given your customers unbounded  
satisfaction.

Don't trifle with your clients' Goodwill. The  
best of everything will alone suffice to hold their  
trade and cement their friendship nowadays.

THE BEST IN TEA IS **"SALADA."**

UNQUESTIONABLY

AND UNDENIABLY.

ALWAYS STAPLE

AND EASY TO SELL.

**Return it to us if it don't.**

**Samples and Wholesale Terms on enquiry.**

**"SALADA," Toronto, Montreal, New York, Boston, Chicago, &c.**

# Red Feather B.B.C. FANCY TABLE SUGAR

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

## Fruit Syrups

For Fountain and Ice Cream Use  
Quality Unexcelled

# W. H. GILLARD & CO.

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

*Manufactured by*

THE

# CANADA SUGAR REFINING CO.

LIMITED

*Montreal*

# Manufacturers!

Do you want your goods

## Sold in British Columbia?

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

# The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

# VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

# S

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Dealers are r



LAMONT, COR

THE CANADIAN GROCER

# SALMON

Select Red Springs in 1/2-lb. Tins to retail profitably at 10c. tin. Splendid Fish.

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, TORONTO

## The Best Brand Secures The Best Business

No mere rumour this—because it is generally acknowledged that

### **FARMER BRAND CANNED FRUITS AND VEGETABLES**

has secured both reputation and profit for hundreds of Grocers all over the Dominion.

Every atom of fruit and vegetable we market is grown on our own soil, a soil peculiarly adapted for fruit and vegetable excellence, attended by our own workmen and canned by expert canners skilled in detecting the least sign of coming taint

### *Farmer Brand of Fruit and Vegetables*

is famed for its purity and wholesomeness. Grocers wanting more business stock no other.

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

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

## Some Reasons Why!!!



**McLean's "White Moss" is Chemically Pure.**

Prepared by cleanly and scientific methods.

From strictly first class and fresh nuts.

No adulteration.

By a strictly Canadian firm employing Canadian labor and circulating your money in Canada.

Cocoanut is a luxury, therefore get the best "White Moss."

Write or Phone us or our Agents.

**Canadian Coconut Co.**  
Montreal, Canada



The average person thinks that Baked Beans are all alike, but any one who has ever tried

### ESSEX PORK <sup>A</sup> <sup>N</sup> <sup>D</sup> BEANS

finds them appetizing beyond comparison, and different entirely from the usual canned beans. They have the genuine flavor of good old-fashioned cooking—the result of the

most rigid care and inspection in preparing food products.

## The Essex Canning and Preserving Co.

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

LIMITED

Factory at Essex, Ontario.

# PHENIX WASHING POWDER

Is saleable because of its unquestionable quality. The unprecedented sales we have made would be surprising if they were of any other powder.

Are You Selling PHENIX?

SOLE CANADIAN DISTRIBUTORS:

**C. A. CHOUILLOU & CO.**

14 Place Royale, - MONTREAL

Thirsty customers can have their wants met by any grocer who keeps in stock

## LYTLE'S LIME FRUIT JUICE

AND

## RASPBERRY VINEGARS

One of the big selling lines these trying dog days.

Keep well stocked up and make good display.

**The T. A. LYTLE CO.**

Limited

TORONTO, - CANADA

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FOR THE PICNIC SEASON!

# BRANSON'S

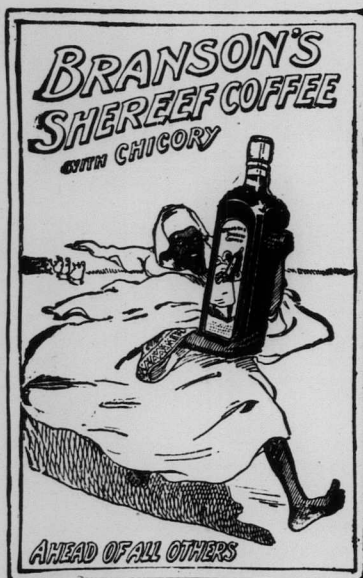
## CONCENTRATED COFFEE

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**

## EDMONTON WAREHOUSE SPACE TO LET

### Best Storage in the West

### One or Two Flats

Suitable for wholesale house or light industry, on spur track in wholesale section.

Shipments received for Storage or Distribution.

## NICHOLSON & BAIN

DRAWER 42

EDMONTON, ALBERTA

## Conserve Your Profits

Claiming all the excellencies under the sun for our Jams and Jellies would not make them excellent, and, luckily, shrewd grocers know it.

Shrewd grocers also know that our



## Jams, Jellies and Marmalades

have proven their superiority to the next best brand, and that they are the preferred preserves amongst particular

housewives. If you know the reasons for this preference, you know how to

## Conserve Your Profits

If not—you ought to know.

## The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.



# THE TELEPHONE

Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

## LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

**THE BELL TELEPHONE COMPANY OF CANADA**

## British America Assurance Company

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

**W. B. Meikle, General Manager; P. H. Sims, Secretary**

CAPITAL . . . . . \$1,400,000.00  
ASSETS . . . . . 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

## THE METROPOLITAN

Capital Paid Up **\$1,000,000.00** **BANK** Reserve Fund and Undivided Profits, **\$1,183,713.23**

Every Department of Banking Conducted with Satisfaction and Absolute Security  
Accounts of Individuals, Firms and Corporations Solicited

### SAVINGS DEPARTMENT

\$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

## WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE AND MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over **\$3,570,000**

Income for 1906, over **3,609,000**

HON. GEO. A. COX, President,

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

### HOTEL DIRECTORY

#### WINDSOR HOTEL

HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNicol, Prop.

#### WINTER RESORT QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

#### TOWER HOTEL

GEORGETOWN, DEMERARA

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

#### THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

#### WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets

GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine. Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

#### HOTEL IMPERIAL

Large Sample Rooms

Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

#### HALIFAX HOTEL

HALIFAX, N.S.

#### VICTORIA LODGE

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week. Open Nov. 1 Closes in May.

#### ACCOUNTANTS AND AUDITORS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto. 465 Temple Building, Montreal.

## TEA; Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

### CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price \$2.00 Postpaid

12mo.

Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, . . . TORONTO, CAN



OUR MOTTO: QUALITY FIRST.

# BURLINGTON

BRAND

## CANNED GOODS

Are Sound, Best Quality Fruit and Vegetables carefully processed in one of the largest, most modern and best managed factories in Canada.

These Goods are distributed over the entire Dominion and are appreciated everywhere.

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

### Money

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

### Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

Do You Want  
any

## TOMATOES CORN

or other canned goods to carry you  
over till new pack goods arrive?

We have a small supply left, but they are  
going fast.

If you need any, **order now.**

Will be glad to submit prices on application.  
All Standard Brands.

**J. W. WINDSOR  
MONTREAL**

## Our New Table Syrup named "GOLDENETTE"

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

Our years of experience and our whole reputation are behind it.

A delicious wholesome golden syrup, extracted from the highest grade Sugar Cane, unequalled in flavor or quality.

Let us send you samples and prices, or ask your grocery traveller about it.

*Free samples given with five case orders*

### Imperial Syrup Company

88 Grey Nun Street,  
Montreal



## Sell The Best

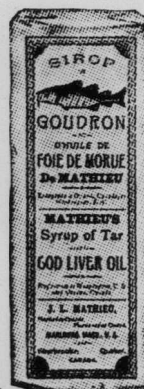
That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

## Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package).

Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



**J. L. MATHIEU CO.**

Proprietors, SHERBROOKE, P.Q.

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons but chiefly because of its purity and goodness. The shrewd grocer features

# Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP**.

**THE GUELPH SOAP CO.**

## "It is the Leader in Breakfast Foods"

one of Toronto's leading family grocers wrote to his jobber, in re-ordering

# Orange Meat

The only breakfast food that can truly be said to satisfy young and old—Its careful preparation from finest selected wheat, leaves no room for complaint—

Just now your customers will find it delicious with early fruits—

Ask your jobber—

**CEREALS, Limited**  
KINGSTON, ONT.

**MATHEWSON'S  
RED  
VICEROY SALMON**

Price \$1.75 dozen

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

**The Choicest Red Salmon Procurable**

We solicit a trial of this most excellent brand

**Mathewson's Sons**

WHOLESALE GROCERS

**MONTREAL**



**Pure Food is Essential  
to Good Health**

**Wagstaffe's**

**New Season's Goods**

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

**Wagstaffe Limited**

PURE FRUIT PRESERVERS

HAMILTON, CANADA

**RIVERDALE BRAND**

Fresh Fruits and  
Verdant Vegetables  
Properly Processed by  
Modern Machinery and  
Daintily Dressed in  
Lakeside Labels  
Produce Popularity and  
Please Purchasers.

**REMEMBER! BUY!  
RIVERDALE BRAND  
CANNED GOODS**

**The Lakeside Canning Co.**

WELLINGTON . . . ONTARIO



**Diamond Brand  
Maple Syrup**

**Twin Block  
Pure Maple Sugar**

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

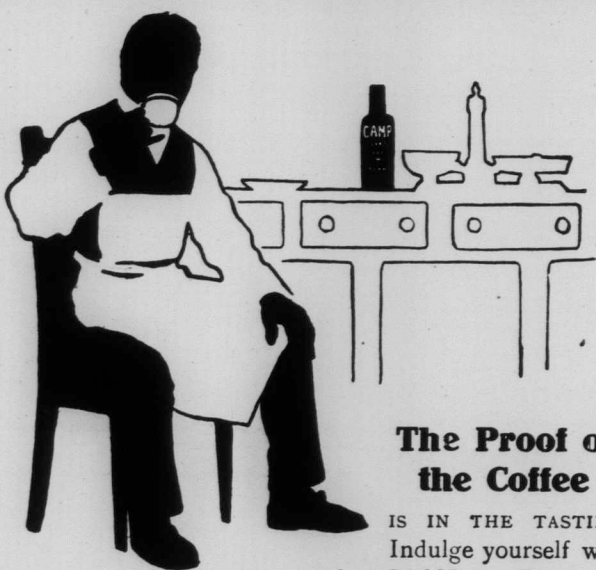
**Sugars, Limited Montreal**

**ATTENTION, PLEASE!**

**BULK TEAS**

It is quite true prices are soaring away up.  
 All good teas are commanding high prices.  
 This is just the moment for the discriminating grocer.  
 The wise man will not be drawn into buying for low price merely.  
Quality in the cup is the only test.  
 The grocer who discriminates and keeps his head is the man to win out.  
This is the man we cater to.  
 If you want tea for quality at prices to tempt the most critical, write us.

**MINTO BROS., 55 Front St. E., TORONTO**  
 of "MELAGAMA TEA" F A M E.



**The Proof of the Coffee**

IS IN THE TASTING.  
 Indulge yourself with a cup of "CAMP." Prove its delicious flavour, its refreshing and invigorating properties. Then be assured that this Coffee, which is so well worth drinking, sells easily and quickly, pleases your customers, and pays you a handsome profit. There's something in that!

**"CAMP" Coffee**

Sole Manufacturers—  
**R. PATERSON & SONS, Coffee Specialists, Glasgow**  
**AGENTS—ROSE & LAFLAMME, MONTREAL**

**BE PARTICULAR**

about the kind of shoe polish you sell. You would hate to sell anything that made your customers ill. Then

**don't sell poor shoe polish**

which ruins your customer's shoes--lots of polishes do that.



**SELL 2 in 1**

instead. It contains no injurious acids. It preserves the leather. It adds to the life of a shoe.

Your jobber has it. Mention The Canadian Grocer when you place your order.

**The F. F. Dalley Co. LIMITED**

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

**YOU CAN PLEASE**

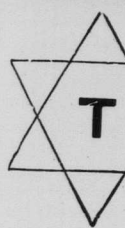
your customers every day, if you supply

**"JAMES' DOME"**

the cleanest Stove Polish on the market. Always in season.

**SORT UP YOUR STOCK.**

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



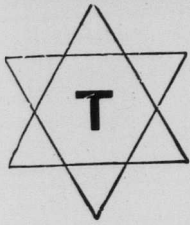
**JAMES**

**Past Due**

We can assist these into work.  
 Intelligent attention given trusted to us.  
 Let us assist

**The Beardw**  
 Claims Collections Rep  
 313 New York Life

There



# CATSUP

To enable you to give your customers a snap during the season when Catsup sells the best, we are making **SPECIAL PRICES** on

**CHAMPION CATSUP, PINTS and QUARTS**  
**RED LABEL CATSUP, PINTS and QUARTS**

Our travellers have full information. If they don't call, write, wire or phone.

**JAMES TURNER & CO., Limited, Hamilton, Ont.**

## Past Due Accounts.

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.

### The Beardwood Agency

*Claims Collections and Commercial Reports*

313 New York Life Bldg., MONTREAL

## A Leak in the Till

is only one way of losing money. You can lose more by giving over-weight. One cent lost this way in one sale mighty soon means a dollar lost. The loss by over-weight

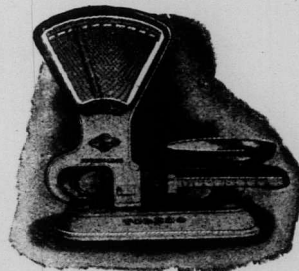
### Can be Stopped by

giving correct weight—and no more. You are sure of having the correct weight when you use

## Toledo Computing Scales

They save your money. Let us show you why you can't afford to be without them.

**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**



# Vinegar—White, Cottell's

*The Vinegar that makes Trade and keeps it.*

There are other Vinegars on the market, but for purity and delicacy of flavor you'll find none to surpass our

## Pure Malt,

For table or pickling. Get a sample lot—NOW.

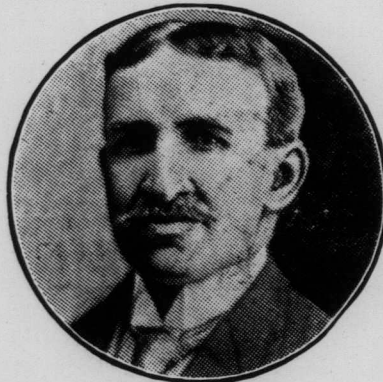
OUR ADDRESS:

Warner Road, Camberwell, S.E., London, Eng.

# Grocery Clerks' Pure Food Show

Retail Grocery Clerks Inaugurate Exhibition at Montreal—Large Attendance and Fine Enthusiasm Shown in the Number of Booths—The Stadium Only Just Large Enough to Accommodate the Crowds of Visitors—Descriptions and Photographs of Some of the Most Prominent of the Booths.

Montreal will soon become famous for its Pure Food Shows. Two very successful events of this nature have taken place there in less than six months. Inspired by the magnificent success which attended the exhibition held in the Arena under the auspices of the Retail Merchants' Association, a second one was arranged for, under the auspices of the retail grocery clerks, and this was held at the Stadium, from the 1st to the 13th of July. The time of year was not considered by exhibitors to be a



J. OLIER L'ESQUE  
On the Committee of the Pure Food Show Exhibition.

hibition, and the exhibitors were also quite satisfied on this score.

Many lines hitherto unknown were introduced to the consumer, while goods which have been on the market for years were once more brought prominently before the public eye. In this way much new trade was created. The goods shown will be in even greater demand than ever. The manufacturer, as well as the retail grocer, will reap the benefit, as goods that will successfully withstand the searching examination of



ALBERT LACROIX  
President Grocery Clerks' Association and Member of Pure Food Show Committee.

during the exhibition and added variety to the programme. Whether this procedure is strictly orthodox in the conduct of a successful grocery exhibition is open to opinion, but it certainly had the effect of drawing big crowds, and this was, of course, the end desired.

### A Large Attendance.

During the thirteen days of the fair the attendance was all that could be wished for, especially in the evening, but the large rink was invariably well filled. It is estimated from 15,000 to 20,000 people attended the fair. On the whole, the attendance was considered very satisfactory by the committee which had the management of the ex-



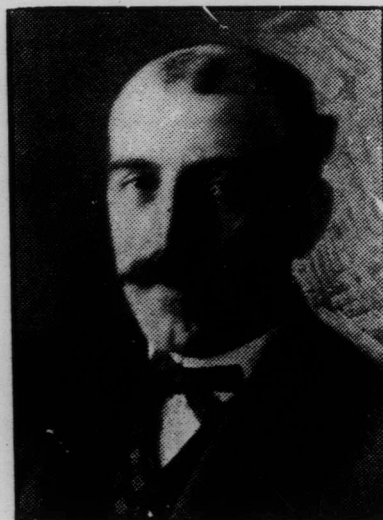
J. B. E. POIRIER  
Treasurer of the Association and on the Pure Food Show Committee.



MAX CARTER  
Secretary Montreal Grocery Clerk's Association.

good one, and this doubtless militated to some extent against the quantity of the exhibits, but quality was not lacking and a number of representative firms excelled themselves in an effort to produce neat and attractive booths.

A departure from the plan followed by the first exhibition, was made by the introduction of vaudeville performances, which took place each evening



J. A. JACOB  
On the Committee of the Pure Food Show Exhibition.



J. OMER DIONNE  
Secretary of the Pure Food Show Exhibition.

a pure food show are most likely to be satisfactory as far as purity is concerned.

The Stadium, one of Montreal's largest rinks, was just large enough to comfortably accommodate the large crowds that flocked to the exhibition. The Stadium is located in the northern part of Montreal, corner Duluth and St. Hubert streets.

The manner in which the booths were laid out was extended with large Union Jacks and the vaudeville. Around the side of the rink was a large stage which was used for the programme of varied vaudeville.

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Amusement was of a general pr nature and illustrat which were of a large stage was l of the rink and a er and the exhib programme was a varied vaudeville

### Colonial Food

The Colonial F Co. had an exhib company, which has gradually at standard of excei

Through its wis agement it has i on a sound footi facturing severa with discriminati perts, with a vic an interest in co ing circles.

Besides the "R the "Culinary Ex onial Jelly Powde some specialties created a favorabi dian households a K." show blackin Stove Polish," bo cause they are be economical to the give results. The is coming to be c staple goods beca value and quality. ish" is of jet bl fade or change.



Montrea

The manner in which the booths were laid out was artistic. A central row of booths extended the length of the rink, with large Union Jack at one end and the vaudeville theatre at the other. Around the sides were stands of uniform size.

**The Lighter Side.**

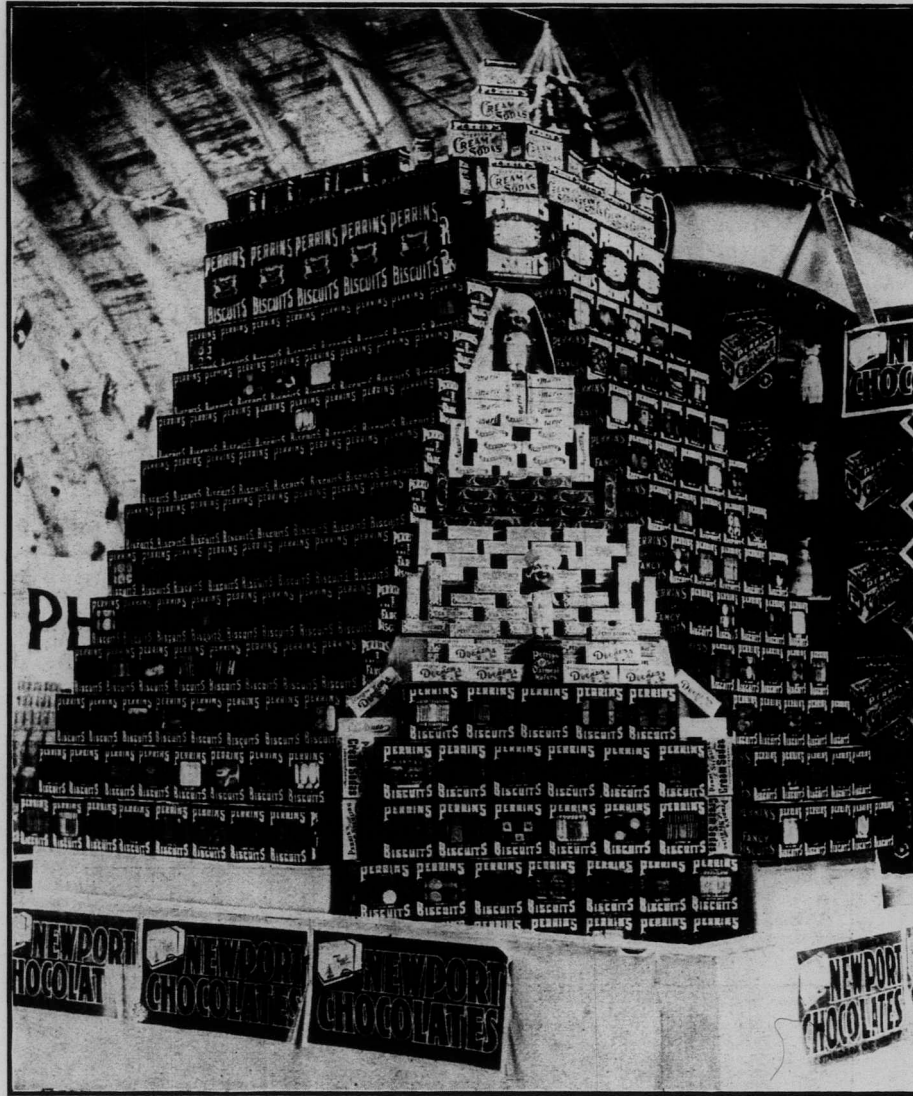
Amusement was supplied in the form of a general programme of vaudeville turns and illustrated songs, many of which were of exceptional merit. A large stage was built at the eastern end of the rink and as the crowds grew larger and the exhibition progressed, the programme was doubled, and included a varied vaudeville performance.

**Colonial Fluid Beef and Specialty Co.**

The Colonial Fluid Beef & Specialty Co. had an exhibit of interest. This company, which was organized in 1901, has gradually attained to an enviable standard of excellence.

Through its wise and progressive management it has in a few years placed on a sound footing a system of manufacturing several specialties, selected with discrimination and prepared by experts, with a view to rapidly creating an interest in commercial and consuming circles.

Besides the "Red Cross Fluid Beef," the "Culinary Extracts" and the "Colonial Jelly Powders," two other wholesome specialties which have already created a favorable impression in Canadian households are the wonderful "O. K." shoe blacking, and the "Colonial Stove Polish," both equally popular because they are both labor saving and economical to the user; moreover, they give results. The "OK" shoe blacking is coming to be classed amongst the staple goods because it is unique in value and quality. "Colonial Stove Polish" is of jet black which does not fade or change.



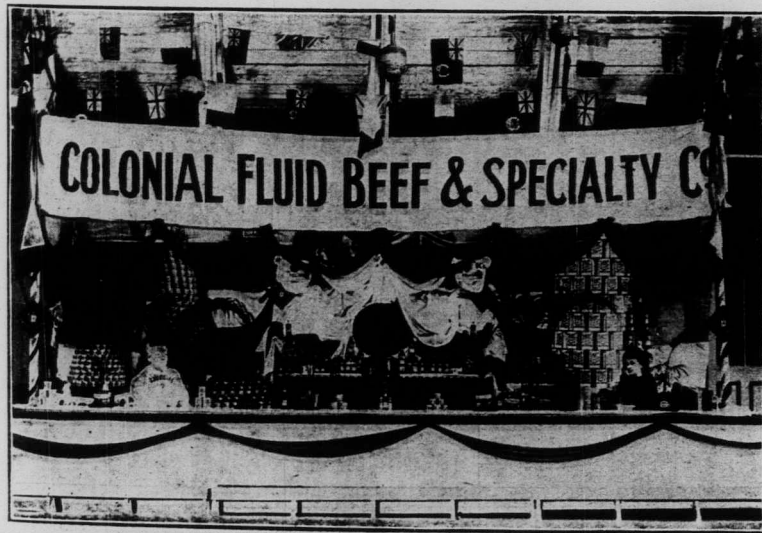
Montreal Grocery Clerks' Food Show—Perrin's Biscuits and Confectionery.

Any success which has come to the Colonial Fluid Beef & Specialty Co. has been won on the merit of their goods. The rapid growth and extension

of its business is directly due to the push, energy and pluck of its progressive management. This company won first prize for the finest arranged booth in the exhibition.

**Perrin's Biscuits.**

The name of D. S. Perrin & Co. is month by month becoming more prominent in the eyes of the public, as a firm who manufacture biscuits and confectionery hard to beat. This firm had a very tasty exhibit of their many lines, occupying a booth in the central part of the rink. One of the features, outside of its good qualities, was the attractive manner in which the goods were displayed. A large number of their 300 odd varieties of biscuits were on exhibition, special prominence being given to their standard seller, Sterling cream sodas. Newport chocolates and packages of five o'clock tea were also given a heavy showing. The exhibit is deserving of particular mention for its striking and neat arrangement.



Montreal Grocery Clerks' Food Show—Colonial Beef and Specialty Co.

**Comte Coffees.**

With characteristic enterprise A. Comte & Cie were well to the fore with a great display of their various lines of coffee. The exhibit was located in a very busy section, being southeast of the main entrance down the centre row. This booth, throughout the exhibition, lived up to the highest standard, with two demonstrators hard at work answering questions, and by visible proof establishing the quality of the Comte coffees.

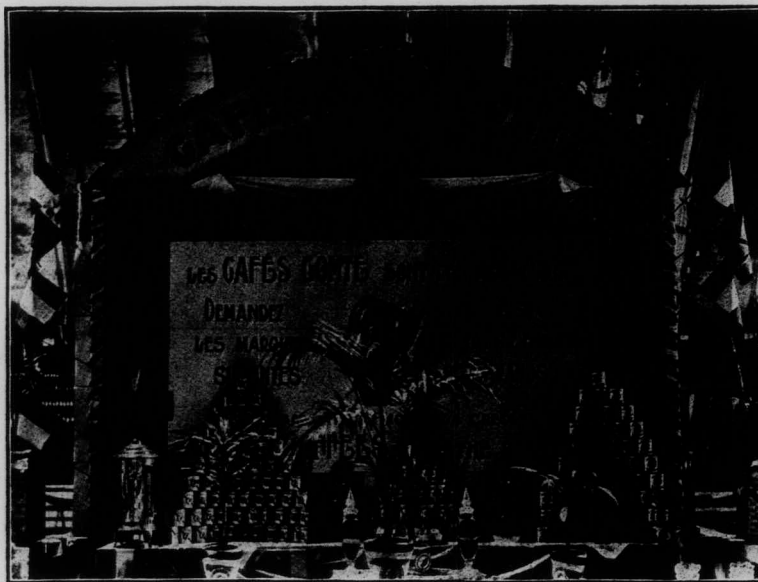
The Comte firm specialize in coffees and they offer to the trade some very fine lines for the prices they quote.

The success at this booth was mainly due to the successful way in which they handled the public. The merits of St. Marc, La Creole and Java Mocha coffees were successfully shown. On alternate evenings the coffee was given away in the form of ice cream soda, which, by the way, makes a very refreshing drink, and besides this, the different lines were sampled by the public to their heart's content.

The booth was attractively decorated with red, white and blue bunting, and

at the top of the booth, red, white and blue lights were prominent, giving it a very pretty appearance. This booth, by the way, took the second prize.

Comte & Co. are building up an enviable reputation for the splendid quality of their coffees, and trade is in its wake.



Montreal Grocery Clerks' Food Show—August Comte, Coffees.



Montreal Grocery Clerks' Food Show—Molsons' Ale, Porter, Etc.

**Molsons' Lines.**

First you tasted Molsons' India pale ale, and if you had not previously been acquainted with the Molson taste you would wonder at there being anything so pleasing and refreshing in the drink line.

The booth was built in the form of a pyramid of bottles and the decorative effect was supplied by the various lines put up by this firm, capped by several large shields, representing facsimiles of their handsome labels. The booth was situated in the northeastern part of the rink and showed first-class taste in construction. This firm have a very large trade, their porter, India pale ale, etc., being noted for its excellent quality.

**Eker's Brewery.**

Though not attempting to make anything in the shape of an exhibit at the food fair, Ekers' Brewery, manufacturers of the well-known brand of pale ale which bears that name, also the renowned Bohemian lager, did some good advertising for their products at the exhibition. At the back of their booth was exhibited a large facsimile of their pale ale label, whilst below, illuminated with special electric lights, was the label of the Bohemian lager. Barrels of these refreshing beverages were kept on hand and a liberal supply dispensed in the way of samples to the thirsty ones who visited the exhibition on the hot July evenings.

The Canadian Brewing Company followed the same plan on the opposite

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## THE CANADIAN GROCER

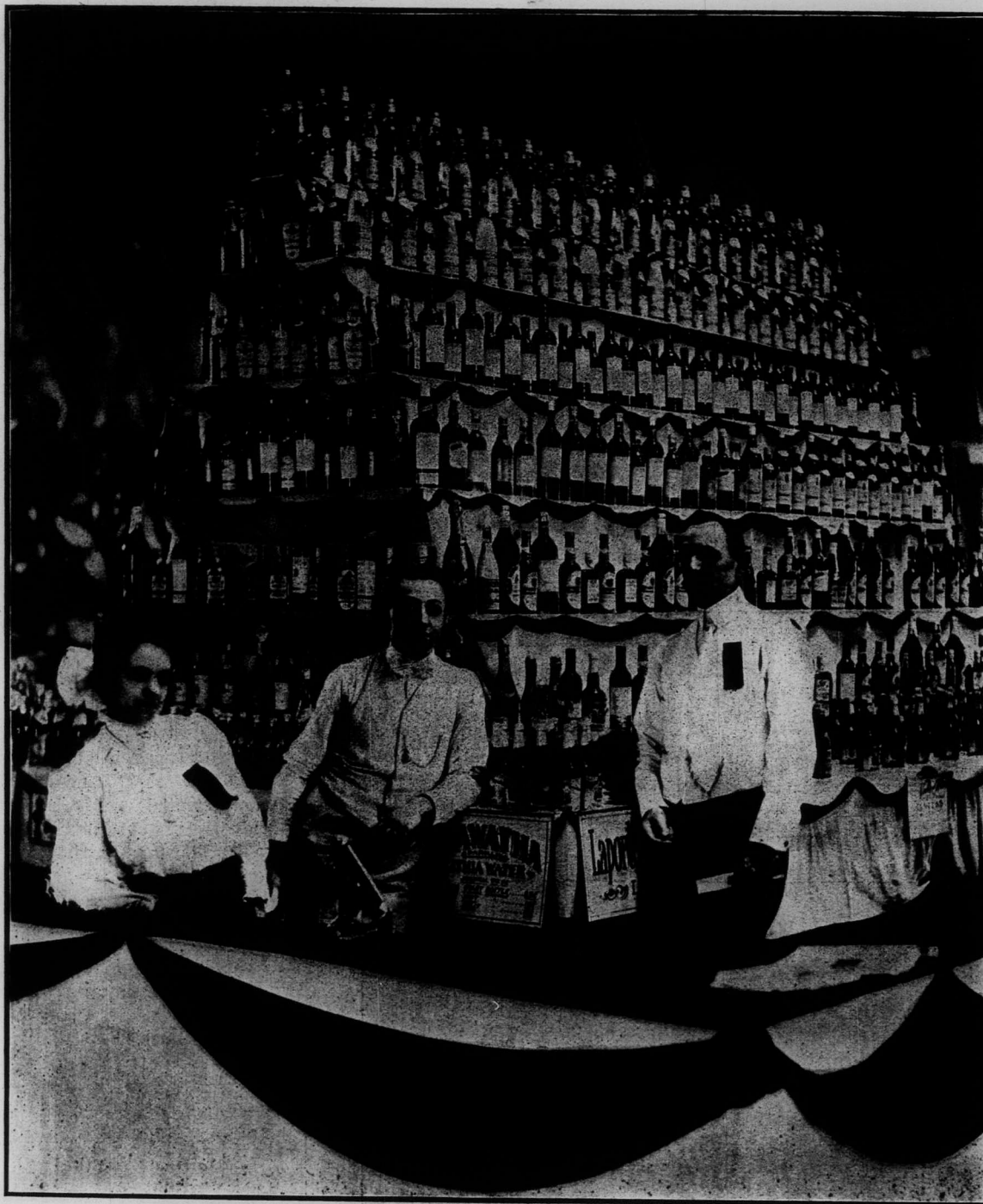
side of the Stadium, illustrating their labels and demonstrating their goods to the satisfaction of all connoisseurs.

### Laporte, Martin & Co., Limited.

As will be seen from the accompanying photograph, the booth in which Laporte, Martin & Co. displayed their

in the standard size bottles, and can be secured in either still natural water or aerated. Many other lines, of which this firm are agents, were also to the fore, including malt extract, Mitchell's Scotch whisky, and Sir Thos. Lipton's tea.

without being convinced that this line was as good as anything on the market. Pernot biscuits, for which the firm are Canadian agents, were awarded Grand Prix at Hanoi in 1902, and again in 1904 captured the same honor at St. Louis. In the year 1906 they were judged beyond competition in Milan and



Montreal Grocery Clerks' Food Show—Laporte, Martin & Co.

goods was dressed in a very attractive manner. Outside of this, however, quality predominated. Such lines as Hiawatha mineral water, on view on the north side of the booth, certainly compare favorably with anything of their kind on the market. This water is sold

### Leon Fontanel & Cie.

At the west end of the building, in a prominent central stand was located a fine display of the high-class lines of which Leon Fontanel & Cie. are agents. No one who tasted the dainty biscuits handed out at the booth, went away

Marseilles. In Liege, too, in 1905, they were again out of reach of competition.

Attractive literature was handed out to the many visitors at the booth, explaining facts about all their other lines on exhibition, notably a fine display of French wines.

**C. A. Chouillou & Cie.**

A tasty exhibit was that of the product of C. A. Chouillou & Co. This firm are Canadian agents for Lessive Phoenix washing powder. The booth was in a prominent location, being situated in the middle of the centre row. The decoration was of red, white and blue bunting. Samples of Lessive Phoenix washing powder were cheerfully given out by the demonstrators. Chouillou & Co. have a good thing in Lessive Phoenix, and know how to push it along.

**Charles Gurd & Co.**

A splendid exhibit of aerated waters was made by this firm at the extreme end of the centre row. Here were shown the various lines manufactured. Among the leading varieties might be mentioned ginger ale, Caledonia mineral water, cider, ginger beer, and, in fact, all of the well-known lines which this firm manufacture.

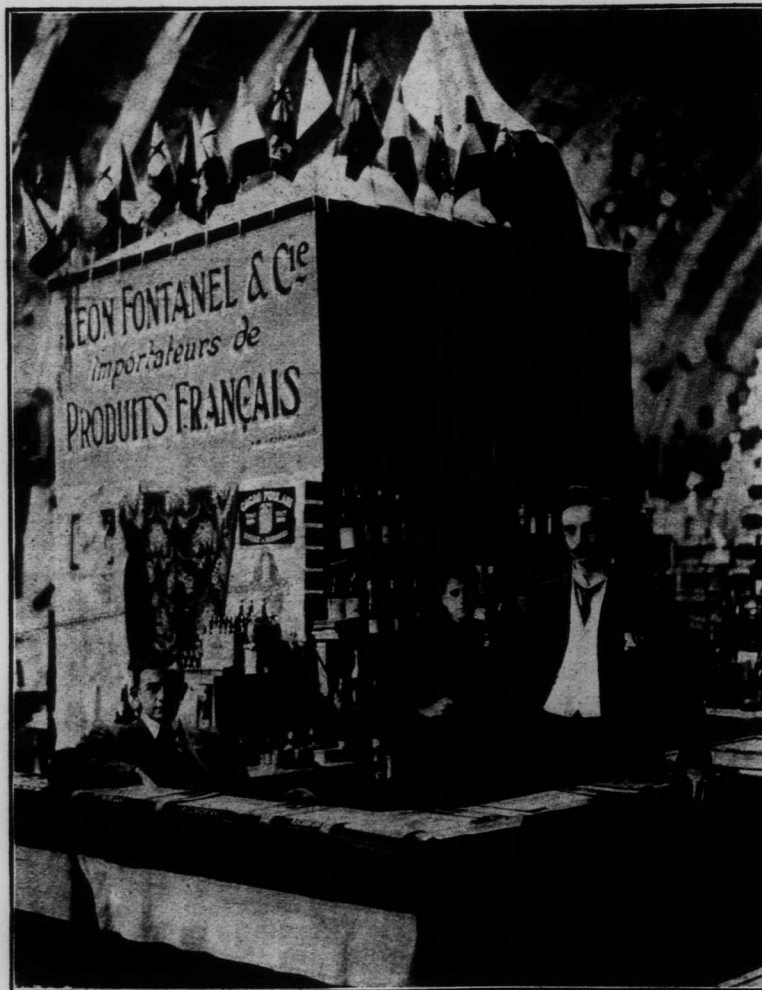
The exhibit was in the form of two pyramids, the decorative effects being supplied by the goods on display.

The committee which had the management of the exhibition were: Albert Lacroix, president; O. Dionne, secretary; J. B. E. Poirier, treasurer; A. Quesnelle, Jos. Levesque.

**Lambert's Syrup.**

At the present day Dr. J. O. Lambert's syrup is well known, still it was given another large boost of publicity at the food fair just concluded. The firm had a nice display on the southern side of the rink. Besides small bottles of the syrup, with circulars explaining to the public the merits of the article were given out by the demonstrators, and as a result, owing to the good qualities of the remedy, Dr. Lambert

may rest assured that he has made many new friends by his demonstration at the food show. The syrup is very highly spoken of for coughs, colds and all lung affections.

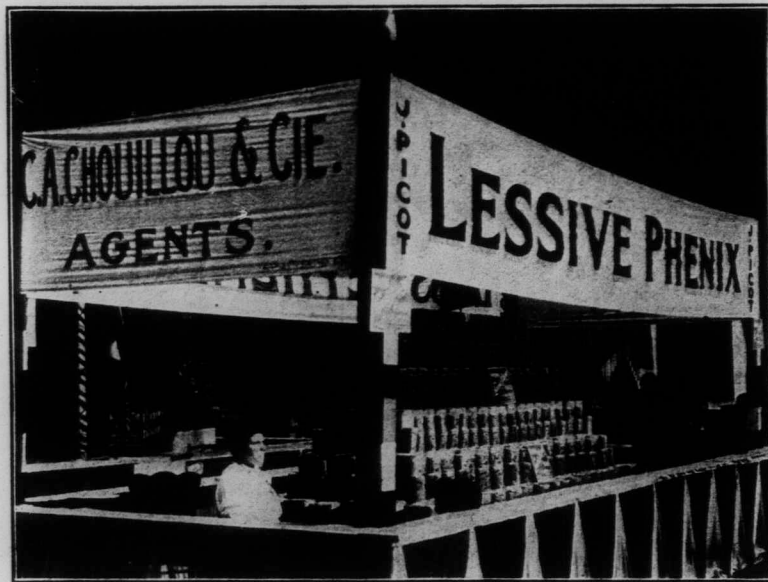


Montreal Grocery Clerks' Food Show—Leon Fontanel & Co.

**Joseph Lamoureux & Cie.**

A very artistic booth was that occupied by Joseph Lamoureux & Cie. It was situated on the north side of the rink and was arranged in a manner which showed the time and labor spent upon it. A few of the most prominently displayed lines were, Kings brand tomato catsup, King and Eagle brand jams. Other lines of jam were also on exhibition. Samples of the jams were given out on biscuits to the public and proved a successful way of demonstrating the lines. Taken altogether, this firm should be pleased with the show in general. In addition to the goods exhibited, the firm manufacture a splendid line of pickles, which have a large sale.

John Roach, Arthur, has added a stock of general groceries to his grain, flour and feed business. Mr. Roach is a large dealer in grain and has a big elevator in Arthur. He recently sold his flax mill there. At the last elections for the Commons he contested the constituency in the Liberal interest and made a strong run. Mr. Roach is public spirited and is a good man for his town.



Montreal Grocery Clerks' Food Show—C. A. Chouillou & Co., Phenix Washing Powder.

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## 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.

### PETERBOROUGH.

Many of the local merchants are complaining bitterly about the treatment they receive at the hands of the Canadian Express Company and the Grand Trunk Railway. The greatest kick is about the service to Lakefield, and both the companies are included. So high are the charges, that the merchants have invented several schemes for beating the express and railway people. One man, who sends a great deal of stuff up for summer residents at Stoney Lake, does all his parcels up in one big bundle, and has the purchaser, who usually goes up on the same train, have it checked. Each passenger is entitled to carry over 200 pounds of baggage, and the company is held responsible for the handling and delivery of the goods. Before this the people used to put their own stuff on the train and take it off again, but the transportation people put all the parcels they could in the express car and charged for carrying them. Now the railway has to handle the stuff for nothing and look after it as well.

The merchants generally are anxiously looking forward to the time when the street railway extends its lines to the lake, or the Dominion Express Co. gets a connection with the lake. The street railway will build a line to Lakefield as soon as they can cross the river, and they are waiting for the city to build a new bridge at Hunter street.

The only grocer in the city who is taking the Thursday half-holiday is Jas. R. Bell, secretary of the Retail Merchants' Association. He closed his store the first Thursday in July at one o'clock, and will give his clerks a rest during the balance of the season.

A week ago W. J. McCallum sold his large and prosperous restaurant business to McEwen Spence, formerly of the Homewood Sanatorium staff at Guelph. Mr. Spence is now in full charge and is doing a good business. Mr. McCallum was in business here for sixteen years and worked up a very large trade and made many friends. He has retired, and will reside on Gilmour street.

The fruit dealers report a very large trade this season, especially in foreign fruits. The local strawberry crop was very small, and only once did they sell at three boxes for a quarter. Two for a quarter was the ruling price. Bananas, oranges and imported plums, pears and peaches are selling well.

Many of the grocers are taking a keen interest in window display this season.

S. A. Oke and R. A. Dutton, two large wholesale and retail fruit dealers, frequently have very attractive displays of fruit. E. F. Mason's three grocery stores usually look well and the majority of the other grocers are paying more

large this year, but at no time has the supply been equal to the demand. The price reached was never lower than ten cents per box, and at this figure the supply was inadequate. Owing to the late spring, the season did not last as long as usual, and when the berries did arrive, the demand was almost unprecedented. The grocers report an immense sale of sugar, and state that the sale of that commodity has been much larger than in previous years.

\* \* \*

California peaches, pears, plums, and other small fruits are coming in in large quantities and find a ready sale at very fancy prices.

\* \* \*

The raspberry crop is said not to be exceptionally large, but whether or not the producers are spreading the report



Montreal Grocery Clerks' Food Show—Gurd's Aerated Waters.

attention to this branch of their business. None of them, however, have engaged a window dresser and store decorator, but if they continue their present up-to-date methods it will come to that before long.

### GALT.

Galt, July 16.

The grocery business in Galt is exceedingly brisk at present, owing largely to the berry season being at its height. The crop in this district has been very

for the purpose of keeping up prices is not known, but it is strongly suspected that such is the case.

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The continued warm weather has resulted in a big demand for lemons, and many merchants are complaining that they cannot receive their shipments fast enough.

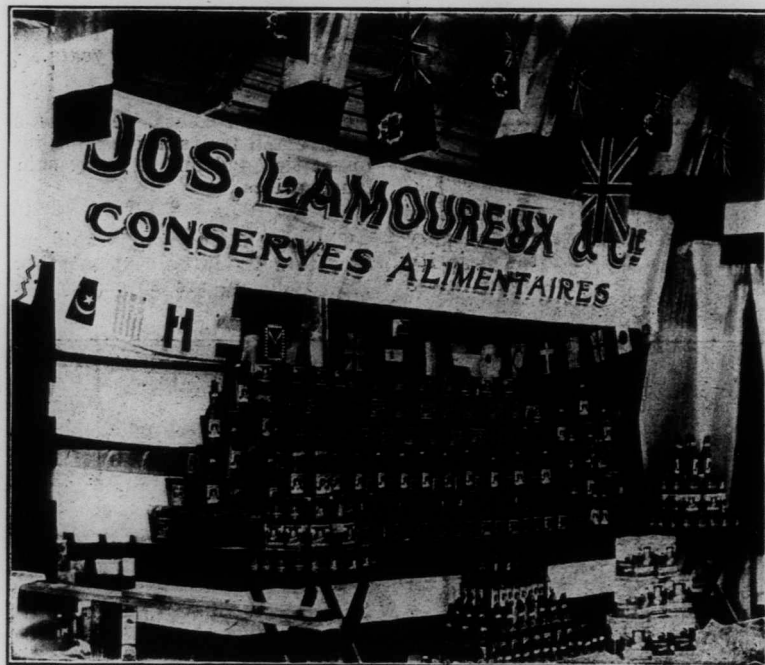
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It now appears that the Hawkers and Peddlers Bylaw, which has been passed in so many Ontario towns and cities, is

illegal. Two cases of appeal which were heard in the Division Court against judgments of magistrates in Beamsville and Galt were allowed and the conviction quashed. The quashing of the conviction necessarily means that the bylaw is invalid, and that towns in which they

in order to give them an opportunity of witnessing the Eastern League baseball game between Toronto and Buffalo, which will be played here on that date.

"We will be glad, indeed," said a Main Street merchant to-day, "when



Montreal Grocery Clerks' Food Show—Joseph Lamoureux. Jams, Pickles, Etc.

were in force are now open to the traveling gentry.

Messrs. T. L. Rutherford and F. L. Hamilton, president and secretary, respectively, of the Galt Retail Merchants' Association, who prosecuted the transient trader who was fined in Galt, but whose appeal was subsequently allowed, were interviewed by your representative.

"Yes," said Mr. Rutherford, "it appears that the bylaw is invalid." The facts of the case are that the bylaw approved of by the Ontario Legislature contains a section stating that the penalty for an infraction of the bylaw shall be a fine or imprisonment for six months. The judge in the Toronto court held that the town council had exceeded its authority, in that a Dominion Act states that no town or city council has power to impose a penalty exceeding twenty-one days imprisonment. Mr. Rutherford was asked what action the association in Galt would take and he replied that the council would be petitioned to amend the bylaw in accordance with the recent decision handed out at Toronto. "We anticipate no difficulty in having the bylaw amended as we require," he concluded.

The dry goods clerks held a very enjoyable picnic at Victoria Park, Berlin, on Thursday afternoon. A number of grocery clerks attended and were heartily entertained by their brothers-in-arms.

The clerks in Galt are endeavoring to have the Main Street merchants close their stores from three to six o'clock on Wednesday afternoon, Aug. 6, being the first day of the Old Boys' Reunion,

the fruit season is over. While it is true that it is profitable to us, it is certainly the cause of a lot of worry and trouble. Spoiled fruit, delayed shipments, etc., are no small matter."



Montreal Grocery Clerks' Food Show—Dr. Lambert's Patent Medicines.

#### INGERSOLL.

Although the wholesale price of sugar has dropped ten cents per hundred, there is practically no difference in the retail

prices. The wholesale reduction, however, was speedily taken advantage of by one grocery firm last week. They advertised special prices in sugar and for the week only offered it at \$4.85 per hundred. It being the commencement of the preserving season, many took advantage of the price, and a thriving trade was done, not only in the sugar, but in glass jars, fruits, and in fact the entire line of groceries.

Strawberries last week did much to swell the trade of the grocers. The demand for them was very keen and the merchant who was fortunate enough to arrange ahead for a large quantity did a good stroke of business. The general price last week was three boxes for a quarter, but this week the supply seems to be more limited and they are now selling at ten cents a box, straight. It is thought that this week will about see the finish of the crop. The weather has been ideal for ripening the berries and the season in this vicinity will be shorter than usual.

Local grocers report that they have difficulty in obtaining cherries. Of the small fruits, none are more popular than cherries and none are more scarce in this section. Practically all that are to be had are brought in and the price is usually higher than the average person feels that he can afford. Not many years ago a considerable quantity of cherries was grown in this county, but the black knot wrought havoc with the cherry trees, until at the present time there is scarcely any of the home-grown fruit to be had.

The merchants of the town should be benefited to a great extent by reason of the arrangement which the Ingersoll

Telephone Company has made with the Burgessville and Harrietsville Companies. The local company has made connections with these two lines, which will give their subscribers the oppor-

portunity of talk farmers in the town. The telephone business, and able to reach rural districts apparent.

Butter, which is scarce since the price has dropped. Cre ity is to be h pound, while favor, is sell per pound.

The merchants in the industrial city and merchants here, generally, are to be the location firm who have establishment in town is selected to the question are steel and of be employed noted in last of Trade is Representativ panied by Ch have been her selves as bei sites they we the town in

The first of the season was the season was ness men las continued dur August. Mo up and went daying in so their clerks. closed. It is grocers are u ment of this benefits of a are broad-mi vantages to ployes of kr ally. No fir easoned, for buy one tim in the proce did not close, T. A. Forma and advertis per cent. dis three hours o nine to twelv a large trad

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The straw closing, has to, if not al years. Imm cious fruit w stock market all sections o

tunity of talking to about four hundred farmers in the two districts mentioned. The telephone is now indispensable in business, and the advantage of being able to reach such prosperous agricultural districts by 'phone will be readily apparent.

\* \* \*

Butter, which has been somewhat scarce since early spring, is now coming in more freely, and the prices have dropped. Creamery of guaranteed quality is to be had at twenty-five cents per pound, while another brand, much in favor, is selling at twenty-eight cents per pound.

\* \* \*

The merchants are always interested in the industrial development of a town or city and at the present time the merchants here, as well as the citizens generally, are wondering if Ingersoll will be the location of a large American firm who have in contemplation the establishment of a branch factory. If this town is selected many benefits should accrue to the merchants. The firm in question are manufacturers of articles of steel and of course skilled labor would be employed and high wages paid. As noted in last week's Grocer, the Board of Trade is dealing with the matter. Representatives of the company, accompanied by Charles L. Bailey, of Toronto, have been here and they expressed themselves as being well pleased with the sites they were shown, as well as with the town in general.

#### WOODSTOCK.

The first Wednesday half-holiday of the season was observed by local business men last Wednesday, and will be continued during the months of July and August. Most of the merchants closed up and went fishing or penicking or holidaying in some other way, and likewise their clerks. The grocery stores all closed. It is a fact worth noting, that grocers are usually in line in any movement of this kind. They realize the benefits of a weekly half-holiday, and are broad-minded enough to see the advantages to themselves and their employes of knocking off work occasionally. No financial loss is thereby occasioned, for what a person does not buy one time he will another, at least in the grocery line. The drygoodsmen did not close, with the exception of Ald. T. A. Forman, who shut up his store, and advertised a special sale of twenty per cent. discount on all goods, for the three hours of Wednesday morning, from nine to twelve. He deserved to attract a large trade, and succeeded.

The hay crop is being gathered in this week, and the sweet smell of freshly-cut clover prevails in the Oxford district. The crop, according to reports from all sections of the county, is quite up to the average. It picked up wonderfully after the cold and backward weather of the early spring.

The strawberry season, which is just closing, has been a good one, fully up to, if not above, the average of other years. Immense quantities of the luscious fruit were brought to the Woodstock market and to local stores from all sections of the county, and all found

a ready sale. The quality this year was exceptionally good, the berries being large and fine.

#### GUELPH.

Guelph, July 16.

Last Saturday was not a good business day in Guelph, the farmers being busy getting in their hay and also on account of the A.O.U.W. excursion to Toronto and the Falls, which took a large number of citizens away. The market was comparatively deserted by 11 o'clock.

Potatoes were scarce on the market, but for all that, several of the wholesale dealers have plenty yet, in fact they have all lost considerable money on the last cars brought in. They are only asking 85c. a bag, for a pretty fair sample at that. The new potatoes sell fairly well at 50c. a peck. H. Walker & Son brought in a car of new ones that were fine samples. The first Hamilton and Guelph potatoes were on the market here Tuesday, and sold at 50c. a basket. The first raspberries arrived Tuesday and are selling from 15c. to 17c. a box. Strawberries still continue to be the best paying of the small fruits, good stock selling wholesale at 10c. a box, and retailing at 15c. or 2 for 25c. But it seems funny to me to see one grocer paying a dealer \$3 for a crate of berries and others buying the same berries from the same man and only paying \$2.25 a crate. Is it the fault of the grocers or the wholesaler or our system of buying? I think it is the grocers' own fault because one is afraid of another and does his business on the quiet. The dealer is just as foxy and thinks "I got so-and-so from the other fellow" and raises his price nearly every time. Sometimes he is caught, but not often.

Mr. Alex. Thompson, the popular traveler for Bean & Westlake, Woodstock, is taking a week's holidays here this week.

Mr. A. M. McLaren, grocer, has just installed in his store an up-to-date National cash register. It is a beauty.

One of our local dealers, in his hurry to get his berries home from the market on Saturday morning early, left his profit on a crate or two on the street car track. No one seemed to have nerve enough to go and pick them up, so they were soon scattered under the horses' feet.

The first half-holiday was not a success as far as the clerks were concerned. The rain prevented the excursion to Hamilton from being a success, and it hardly paid expenses. But we may have better luck next time, boys!

This is circus day, and although the circus is not supposed to be an A1 aggregation, the farmers are beginning to come in to see the elephant, and the grocers will be able to sell a few more peanuts and buns.

#### HAMILTON.

Hamilton, July 17.

The strawberry season has closed in this burg, and it was short and sweet. The high price put the fruit beyond the figure where ordinary people could buy it for preserving. The average price was from \$2.25 to \$2.50 a crate of 24 boxes, the jam and canning factories setting the pace at a higher figure than ever before, so the possibilities are that our grocery friends will have to pay a fancy price for canned berries when they

go on sale. The first raspberries are in and were quoted at 20c. a box. They are also a very poor crop in this vicinity; in fact, the outlook is for all fruit to be scarce and dear, with the possible exception of peaches, which now give promise of a large crop. Georgia watermelons are selling freely. Imported tomatoes this year have been very poor and very little money has been made out of them by the grocery trader. Foreign fruits and vegetables are becoming quite an item with the grocers here and it would not be a bad idea if they were to make an effort to get control of the business, and arrange in some way to prevent the Italians and Greeks from peddling from door to door. The public might be educated along the lines of cleanliness and fair dealing; as the conditions that surround these foreigners are simply disgusting—huddled together in droves in small tenement houses—subsisting on black bread and beer, they do not make desirable citizens. During the hot summer weather consumers of foreign fruits should be a little more careful of the source of supply. These Italians seem to fall into the fruit business like the Hebrew into the rag and bone line.

Some time ago the question of the weight of a bag of potatoes was mentioned in your paper, and I see the question was brought up at the Retail Merchants' convention. Why not ask the readers of your paper to send in their opinions and let the Government set a standard for the whole country?

Mr. E. Hazell, of Hazell & Dawson, who has undergone an operation for appendicitis, has fully recovered and is back at the old stand, with his old smile.

Grocers throughout the city will be pained to hear of the sudden illness of Mr. James Price, the popular city traveler for Lucas, Steele & Bristol, and hope that he may soon be around again, as we cannot spare Jimmy yet.

#### NEW BRUNSWICK.

Edward M. Ganong, a leading grocer of St. Stephen, who has been in failing health for some months and had recently been receiving treatment at Saranac Lake, died at that place on Sunday, June 30. He was a native of King's County.

John B. Robinson, who was a prominent merchant in St. Stephen for many years, but had retired from active business some years ago, also passed away on Sunday.

Tenders for the General Public Hospital supplies have been awarded to James Collins and M. & H. Gallagher, for groceries; for meats, to O'Neill Bros.; for milk, to A. E. Macaulay, and for bread, to Hygienic Bakery.

The steamship Sobo arrived in port July 2 from Liverpool, (G.B.) and replaced the steamer Olenda on the West Indian route. The Sobo sailed on July 3 for Bermuda, Windward Islands and Demerara, via Halifax, with a good general cargo.

The value of exports to the United States through the port of St. John for the quarter ending June 30, 1907, was \$766,224.24, as compared with \$633,130.64 for the corresponding period last year, showing a gain of \$133,084.60 for 1907. The exports of wood pulp and American lumber are larger this season than ever before.

# Some of Our Leaders

## *Piper Heidsieck Champagne*

Dry or Extra Dry. The King of Wines has conquered the world's favor by its exquisite flavor. Sparkling, foaming, deliciously bracing. The unexcelled favorite of the true connoisseur.

## *Cardinal Champagne*

This celebrated brand of the Golden Dew you will find in almost every first-class hotel, bar and restaurant. The best Champagne to be had for the price.

## *Brandy, Ph. Richard*

The old reliable brand. A genuine Cognac by an exquisite flavor, improved and ripened with by and distilled by experts from the pure juice of the famous Charente District Vineyards.

## *Miller High Life*

The best Milwaukee Beer. Wholesome, pure, delicious, refreshing—it's a beer for refined people.

## *"Hiawatha"*

Pure, effervescent, richly mineralized table water, has easily won over all its rivals. *The great favorite everywhere.*

*Ask For Quotations*

# Laporte, Martin & Co.

Limited

Wholesale Grocers - - Montreal.

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GOOSE

We have  
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# JULY BARGAINS

## STRAWBERRIES

*Preserved and in Syrup, 2s.*

"Bowlby" --- "Little Chief" --- "Simcoe" --- "Thistle"  
per dozen, **\$2.25**

## STRAWBERRY JAMS

Crosse & Blackwell,	- - - - -	1s. glass jar
Batger & Co.	- - - - -	1s.
Millar & Co.	- - - - -	1s.

## FOR CAMPING

Finest Quality Chicken Soup,	2s. per dozen,	<b>\$1.75</b>
Boneless Turkey,	" " "	<b>2.90</b>
Boneless Chicken,	" " "	<b>2.90</b>
Boneless Duck,	" " "	<b>2.75</b>

## A BARGAIN

125 Doz. Tomato Catsup, 2 lb. tins, per doz. **.75**

All goods guaranteed. Order at once.

## THE BALANCE OF OUR TABLE FIGS

Glove Size,.....per doz.	<b>.95</b>
Layers, 2¼ inches, 10-lb. box, per lb.	<b>.06¾</b>
Layers, 2¾ inches, 10-lb. box, per lb.	<b>.07½</b>

## FULL LINE OF CANNED GOODS

**GOOSEBERRIES, LAWTONBERRIES, RED, WHITE and BLACK CHERRIES, RED and BLACK CURRANTS,** at very attractive prices.

Singapore Pines, 2½s., **"whole"**  
choicest and finest quality, per doz. **\$1.80**

We have several other lines of goods, with interesting prices. We have a large and well assorted stock of **MINERAL WATERS, IMPORTED GINGER ALES, IMPORTED LAGER, 2% Alcohol**

All in bottles. Let us hear from you.

# L. CHAPUT, FILS & CIE

WHOLESALE GROCERS and IMPORTERS of TEAS, WINES and LIQUORS

**MONTREAL**

Drink Pabst Blue Ribbon

VICTORIA, B.C.

Everything is in full swing for the annual merchants' picnic. The committee report good progress. All merchants are assisting, and from present appearances this will be the largest affair of its kind ever held in the city. Previous years, last year excepted, the different trades have each held a picnic of their own, but now the merchants all join together and make one grand day of it, which seems to be more satisfactory all round. This of course is quite a big undertaking, but with good men on the committee the event is carried along very successfully.

The picnic will be held this time on July 25th, at Langford Plains. Last year the great attraction was a tombola list of over 300 prizes. This proved a great attraction, for everyone who bought a ticket had a chance in the tombola, even if they did not attend the picnic, so by this means a number of persons were induced to purchase tickets who otherwise would not have done so and as this is the way the committee derive their revenue it is a point of importance. A substantial prize is always offered for the one selling the greatest number of tickets previous to the day of the picnic.

Grocers here all report business exceptionally brisk and also that experienced help is very scarce.

The grocers' exchange is taking up the question of the wholesalers supplying hotels and restaurants and retail trade. This is a live issue here and will probably create some friction. It has al-

ways been the custom here for the wholesale houses to supply the hotels, etc., not only in large quantities, but also with little trivial orders, a package of this, and a couple of tins of that, and so on. Now, even to the uninterested observer, this surely does not seem fair, and even the majority of the wholesalers claim that they don't want this class of business, and would be glad of an excuse to stop it, but they want one and all to fall in line.

Geo. E. Munro, who for some years, has conducted a fruit and commission business, has sold out to Patterson Bros.

One of the most interesting events among the grocers of this city at the present time is the liquor question. A number of the leading grocers hold a bottle license and for years have conducted a grocery and liquor business together. For some time past there has been a movement on foot to either do away with the license or compel the grocers to conduct their liquor business entirely separate from the grocery department. It seems that this measure has passed the city council and will be enforced in the near future. This is causing considerable agitation among the grocers, and just what the outcome will be it is hard to prophesy.

Butter has advanced in price again, and fresh creamery is retailing at 40c per pound. The season has been so dry and farmers find feed very scarce, and

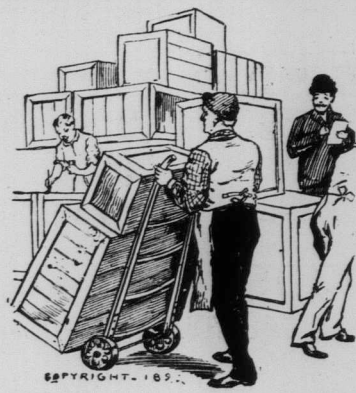
many predict still higher prices on all farm produce.

Sugar has dropped 25c per 100 pounds within the last two weeks. Competition is the cause of this. Some Scotch and China sugars have been brought in and as the British Columbia Refinery is determined to keep all outsiders away from here, in all probability we will see still lower prices.

LONDON.

The retail grocery stores of London will be closed all day to-morrow, according to announcement, but if the programme mapped out for Toronto to-morrow is carried out to the letter, it is doubtful if they will open again for the rest of the week. The local wholesalers have some surprises in store for the excursionists en route and on arrival in Toronto, and the big food providers of the Queen City have prepared a lot of enjoyment for the Londoners which it would be impossible for any ordinary man to take in in one day. Something must give way or either the Toronto hosts must call off some of the feasting and sightseeing or the Forest City men must make up their minds for a time such as they never before experienced. The demand for excursion tickets is great and the indications are that the crowd will be a record one.

Little is heard of the Niagara Falls excursion. Bills announcing the event are out and as the Falls is always a popular spot, there is no reason why the event should not be a success. But it will not be the "Grocers' Excursion."



Busy Days

It keeps us busy just now looking after orders for

Summer Outing Goods

Most complete line in the city. Be sure and place orders early for

Old Homestead Canned Goods

We handle exclusively this Brand.

S. J. CARTER & CO.

58 McGill Street, Montreal

WE CONTENT THAT

The Busy Man's Magazine

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

- "I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.
- "It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.
- "There is no better printed in the world to-day for busy men." B. T. Petch, Regina, Sask.
- "Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorktown.
- "We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.
- "I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.
- "I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.
- "I have been delighted with the Busy Man's Magazine. The articles are well chosen, are concise and ably written. For a busy man I know of no other magazine that will compare with it." Geo. Anderson, Toronto.
- "The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefited for the short time given to each article." Wm Thoburn, Almonte.

We wish to give you further proof of the value of the **BUSY MAN'S**. Send us a postcard, giving your address and we will send you a sample copy.

Bear in mind every timely, interesting and instructive article appearing in any of the current magazines and periodicals appears also in the **BUSY MAN'S**—a hundred magazines for the price of one.

WRITE US TO-DAY

The Busy Man's Magazine

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## THE CANADIAN GROCER

notwithstanding the advertisements of the promoters.

While this picnic at the Falls is being carried out on the 24th inst., numbers of the Retail Grocers' Association will have an opportunity of witnessing a baseball match at Springbnk between the grocers and their clerks, which will take place during the afternoon. President Happy Ranahan will hand out curves and other delicacies on behalf of the grocers, and Andy Crawford, of Scandrett Bros. will officiate in a similar capacity for the clerks. During the afternoon a 100-yard dash for the championship of the grocery trade will be run between Tom Longboat McCormick and Dick Wood. Betting shows the latter to be a slight favorite, although Mac is talking many of the sports his way.

Retailers report business very good. Sugars are unsettled, and the demand is much lighter than desired. This is accounted for by the fact that berries keep high in price. Currants continue



Montreal Grocery Clerks' Food Show—Canadian Brewing Company.

firm, with prospects of lower prices in the near future. Meanwhile wholesalers are buying from hand to mouth. The rice market is rising and firm. The prospects for valencia raisings are good. As the delivery of the new fruit is two months off, brokers are endeavoring to clear off last year's goods. Lower qualities of teas are advancing and fine grades are firm.

The grocery travelers of London, like those of Toronto, Hamilton, Brantford, and other Ontario cities, will have their annual vacation a week earlier than in former years. This year they will all come in from the road at the beginning of the last week of July and remain in for two weeks. The setting apart of a stated time for the holidays of all grocery travelers was certainly a good idea.

### BELLEVILLE.

Out of the ten aldermen composing this city's council no less than three are prominent grocers, and with regard to their ability it is only necessary to state that each one of them is this year honored with the chairmanship of important committees. First there is Alderman William Panter, eldest son of

John Panter, who has conducted a grocery business here longer than any other man in the city, and that is nearly half a century. He has not missed a day from business through sickness or any other cause in years. Alderman Panter is chairman of the public works committee, one of the most important in the council. He has been a member of the council for many years, although practically a young man yet, and he is seldom elected lower than second man on the poll. He will be mayor before long.

Next in order comes Alderman Alfred McCrodan, who conducts one of the largest and most successful grocery businesses in the city, on the corner of Front street and Victoria avenue. He is the popular chairman of the fire committee and is a great favorite with the fire laddies. He does a big city and country trade. He is a young man, not over 38 years of age, and has been an alderman for several years, but says this year will be his last, as his business needs all his attention.

Last but not least comes Alderman A. G. Vermilyea, who has for over a quarter of a century conducted a thriving grocery on West Bridge street. He is chairman of the waterworks committee and finds time to look after his department with ability. This doughty alderman is, incidentally, the owner of a handsome driving horse and is an enthusiastic horseman.

From the above it will be seen that the citizens, who elect the aldermen, have much confidence in the ability of the grocer fraternity. Is there another council of ten men that can produce three up-to-date grocers? How about you, Kingston?

\* \* \*

This week saw the last of the strawberries for this city, and taken altogether the crop was not nearly as large as was expected. The berries were good but the price never went below 10 cents per box, and then they were sold by the crate. The average price was two boxes for 25 cents. Cherries are an immense crop and they are being preserved in large quantities, instead of strawberries. They sold at three boxes for 25 cents.

The Belleville Fruit & Vinegar Works, a new concern which began business about a year ago, have converted thousands of boxes of strawberries and cherries into jam and jelly and employ a large number of hands. Bert Frederick is manager of the company, which is composed entirely of local men, and he predicts good prospects for the season.

\* \* \*

Large quantities of early peas are coming into the local canning factories and the crop could hardly be better, the recent copious showers coming just in time to save the situation. The late peas are also looking well, and corn is coming along all right. This is the home of the celebrated Queen brand of canned fruit and vegetables.

One prominent grocer imported several hundred boxes of strawberries from St. Catharines, which, he says, he secured cheaper than he could here.

All the grocers report business good and are delighted with the outlook.

\* \* \*

White & Co., of Toronto, disposed of a carload of bananas here one day last

week to the different merchants, the consignment being in charge of John McVeen.

Charles Cherry, traveler for Todhunter & Mitchell, coffees and spices, was a caller on the trade Monday of this week.

Market prices here the past week were—Fresh eggs, 16 to 17c.; dairy butter, 25 to 27c.; potatoes sell at \$1.40 to \$1.50 per bag.

### STRATFORD.

The strawberry season is about ended, and at present very few boxes are offered for sale by the grocers. During the last couple of weeks the grocers have all been rushed with strawberry trade and now the supply comes far from meeting the demand. The crop in this vicinity has been well up to the standard but fell short of the output of last



Montreal Grocery Clerks' Food Show—Ekers' Brewery.

year and the season has been somewhat short.

\* \* \*

Stratford grocers believe in displaying their goods and in dressing attractive windows. A very pretty and unique advertisement window appears at the Barnsdale Trading Co.'s store, "The Hub," this week. "Good Fishing" is the title of the scene and an angler appears on the banks of a miniature river fishing for the finny tribe. The grass grows green and the trees give the whole window a pleasing effect. A large number of salmon cans form the background and the attention of the passers-by and the customers is directed to this product by the numerous display signs.

\* \* \*

W. J. Norfolk also has an attractive window. Mr. Norfolk advertises his store as the "largest and brightest, cleanest and best," and certainly his new store is a credit to the city. A miniature suspension bridge is shown in his large window. Many pedestrians are walking, while others are riding to "Norfolk's store."

The market here was largely attended on Saturday last. Eggs keep up to the old price of 17 cents per dozen. Butter sold generally at 20 cents per pound. Chickens seemed more plentiful than usual, without diminution in price, the lowest asked being 45 cents each, while the price ran up to 65 cents. Lettuce, onions, radishes and beets brought the regular price of five cents per bunch. Green peas sold at 30 cents per peck in the pod, 15c per quart shelled. Cabbage, home grown, brought 8c to 15c per head.

Potatoes are rather scarce and housewives are awaiting the arrival of new potatoes. Tomatoes are a scarcity as yet.

\* \* \*

The first of the weekly half holidays during July and August commenced on Wednesday of last week, but unfortunately the grocers did not close. The following stores were shut down, viz.: Dry goods, boot and shoe, butchers, stationery, furniture and novelty stores. The poor grocer clerk is left to sweat away in the hot afternoon. The reason for this, it is understood, lies in the fact that the majority of grocers want to close up shop and give their clerks a needed rest, but others do not, and the minority rules the majority. The merchants seem to be too anxious for the almighty dollar.

**LINDSAY.**

One of the features of the Lindsay trade is the great demand for cereals, such as shredded wheat, Quaker rice, wheat berries, etc.

A. L. Campbell has greatly improved the appearance of his store by having the front nicely painted.

When entering W. E. Baker's store one is greatly taken up in the appearance of it. To say it is neat is putting it mildly. A good deal of credit is due to the energetic clerk, Frank Scott, who has been with Mr. Baker for some time.

New potatoes are being sold at 50c. per peck, and are in good demand. Lindsay's wholesale firm, W. B. Sparling & Co., are doing a large business these days, receiving two carloads of sugar this last week.

A. Primeau recently had a very tasty window of Jacob's biscuits, which he imports direct.

(Additional correspondence on Page 58)

**GILLETT CO.'S ANNUAL PICNIC.**

The annual picnic of the E. W. Gillett Co. will be held on Friday, July 19th, and the offices and factory of the company will be closed all day in consequence.

**VEGETABLE GROWING AT A LOSS.**

This is the season when the city man with the hoe and a personally-conducted garden increases his laundry and trouser-pressing bills a dollar a week, in order to raise \$3.98 worth of vegetables during the summer.—Modern Grocer.

Mr. Allen, of the Pabst Brewing Co., Milwaukee, was in Montreal recently on a business visit to their Canadian agents, Chaput, Fils & Cie.

**HOW THE CREDIT SYSTEM SENT A GROCER BACK TO THE FARM**

I lost my savings doing charity work. I do not think I am by nature any more charitably inclined than many another man, yet at one time in my life I was philanthropic to the tune of one thousand dollars, writes a correspondent of the Saturday Evening Post.

I farmed successfully for several years; the seasons were good and, as I lived but a few miles from a good-sized city, I disposed of all I raised at figures that netted me money. This money I placed in a bank in the city, adding to it as I could until I had saved one thousand dollars.

Then I did as many another young man has done. I thought I would like to try city life for a while, so quit farming and went to town. I soon got a good position in a grocery store.

I had been there quite a while and was doing nicely, when I conceived the idea that a store of my own would be a fine thing. I had learned, or thought I had, at least, the ins and outs of the business from the cellar to the front door, and, as I had the money, I could see no reason why I should not have a store of my own.

So I began to lay my plans to that end. I went to the bank and drew out my thousand dollars. It was paid to me all in twenty-dollar gold pieces. Very beautiful they looked, but as they were going to bring to me an increase of thirty, fifty, or, perhaps, a hundred-fold, I need not hesitate to use them.

I then rented a building, paying \$33 a month for it. I must have a good location or I would not get trade, and, as good locations demanded high rentals in that city, I had to pay it. Then I put in a stock of groceries. It took several hundred of that thousand dollars to stock up, get scales, showcases and so forth.

When I had everything in readiness I threw open my doors. Customers came, and for a while everything was lovely. But it wasn't long before they "had

forgotten their purses—wouldn't I trust them until next time?" or "Pay-day comes in a couple of weeks—could I wait until then?" Others were sick or out of work, "but if I would let them have the groceries I would surely get my pay."

And so I trusted them and continued to trust them. Their reasons were so plausible and their promises so promising that I felt I would get my pay in time, and so it went on. My customers were getting the delicacies of the season, and myself and family were living on the simplest food my store afforded in order to have money to pay my rent and keep up my stock.

The money I had saved out of the thousand dollars with which to do business went into the store little by little. Then I had to order from the wholesale grocers on thirty, sixty and ninety days' time—hoping to collect enough to meet their bills when due.

At the end of thirteen months I came to a point where I could hold out no longer. Unable to collect what was due me, I sold my stock that I had on hand for what I could get and applied that money to the wholesalers' bills. When I locked the door and turned the key over to the owner, I still owed the wholesale grocers two hundred and eighty-five dollars. I then went to work at nine dollars a week and lived on next to nothing until I had those bills all paid.

All I have to show now for my thousand dollars and a year's work is a bunch of receipted bills. Yes, I have also the satisfaction of knowing that I have helped quite a number of my fellow beings to some of the good things of life, but, as I am not a Salvation Army barracks nor any other charitable institution, I do not suppose my name will be handed down to posterity as a public benefactor.

I am not running a grocery store now, I'm farming.

**METHOD FOR PERSONAL ACCOUNTS**

To the Editor Canadian Grocer:

I have read with interest your article on "Business Management," and am glad to note that others along the same lines are likely to follow. There may be hundreds of your readers to whom an article such as the following would be of use.

I am representing a wholesale grocery house and receive money and have expenses on their account, and as secretary-treasurer of a club I have other moneys passing through my hands in addition to my ordinary personal expenditure. I should very much appreciate an article in The Canadian Grocer, as I believe numbers of your other readers would too, explaining how to keep simple, yet adequate, account of this money. Perhaps some of your readers would send in their own methods for the benefit of others.

If you know of a book along these lines I should be glad to know of it.

EIRIK.

34 Hayter St., Toronto.

July 18, 1907.

**PERSONALS.**

G. E. Geoffrion, harbor commissioner, of L. Chaput, Fils & Cie., leaves the middle of August, with Mrs. Geoffrion, on a trip across the continent on business and pleasure.

J. L. Gardner, of J. M. Douglas & Co., has just returned from a successful business trip to the Old Country. Mr. Gardner was a passenger on the Victorian, which was delayed by fog in the Straits of Belle Isle, causing anxiety to friends of the passengers.

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GROCERY TRADE NEWS AND MARKETS  
ON THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

Vanvouver, B.C., July 10.

This year the salmon run both in northern waters and on the Fraser, is not to be counted on. The run on the Fraser will not be large, while in northern waters, the Indians, who are the principal fishers for the canneries there, have this year so much money from various sources, that they decline to fish. It can hardly be called a strike, as the Indians have simply not turned up to enter the fishing. They have all been logging while prices for logs were high, and the Metlakatlahs have been paid off by the Grand Trunk Pacific, which has bought their reservation close to Prince Rupert, the coast terminal of the new railway. Were it not for the shortage in fishermen, the northern pack would be a fair average.

Two small consignments of canned salmon were brought to port this week by the steamers Capilano and Lapwing. The former brought some 2,400 cases of last season's sockeye pack, and also 600 cases of this season's pack of spring salmon, from Bella Coola. The Lapwing's cargo was from the Eagle Harbor cannery. It comprised 1,300 cases. The catch of halibut in northern British Columbia waters is still good, the New England Fishing Co.'s steamer Kingfisher this week bringing a cargo of 210,000 lbs. Several independent vessels are operating in halibut this season, their catches being taken to the Columbia Cold Storage plant at New Westminster, for freezing and shipment. Part of the catch is shipped to the Old Country in cold storage.

\* \* \*

If terminal rates are given the city of Spokane with regard to the new line of railway, the V.V. & E., being built into the Similkameen by Jas. J. Hill, some there are who say that the bulk of the trade of that rich mining and agricultural district will go to the Washington city. The Great Northern has direct lines running to Oroville, Wash., just at the international boundary. This point is also on the direct line to Princeton, the heart of the Similkameen, and but fifty miles away. The road being built into the Similkameen had to be run partly on the American side, owing to the mountainous character of the country and the fact that the only way in was to follow the valley.

Of course, the present plans of the V.V. & E., and in fact the chief grounds for granting their charter provide for direct communication with the coast cities of British Columbia by a direct line crossing Hope Mountains from Similkameen into the Fraser valley and thence down the south side of the river, past Chilliwack to connect with present lines in the coast part of the valley. After reaching the Fraser valley via Hope pass, the distance to Vancouver is less than one hundred miles. Work on the coast section is being pushed by the V.V. & E. people all this season. It is expected by next year the line will be nearly completed through.

\* \* \*

Weather conditions have been favorable to growing crops in the Fraser

valley, where haying is now in full swing. Rains a fortnight ago brought the hay on very rapidly, otherwise a very light crop, comparatively, would have been saved. Roots and vegetables are also magnificent this year and such varieties of fruit as are now maturing promise big yields. It is no extravagant statement to say that the cherry crop is the biggest ever in the Fraser valley. The fruit, both sweet cherries and preserving varieties, is now being marketed in large quantities. Strawberries are nearly over, while raspberries, loganberries, currants and gooseberries are in plentiful supply also.

From the Okanagan and Kootenay come very favorable reports of the condition of the fruit crops, which promise a record for quantity. In the Okanagan the cherry crop was very large, though the early part of the season was not favorable. In all districts of the upper country, many young orchards are coming into bearing, largely increasing the field from which supplies will be shipped to the big demand market of the prairie provinces.

A new field for export of British Columbia fruits is promised in New Zealand. A. W. Despard, who went to New Zealand to display the Canadian exhibits at the Christchurch exhibition, declares that there will be a big demand for fruit there. Mr. Despard, who has just returned, says that lively interest was displayed by the leading merchants in all the trade centres. As British Columbia fruits will be in at the off season for New Zealand fruits, the market is bound to be much extended. And from the reports of the official named, it is likely that the New Zealand merchants will seek for shipments to them this season from British Columbia.

\* \* \*

In groceries, features of variation are few. Sugar has dropped another fifteen cents, making a total drop in two weeks of a quarter, which is large for this season. Present prices to the trade are: Granulated, 5½c.; extra C, 4.65; fancy yellow, \$4.50; yellow, \$4.40; dark yellow, \$4.30. Peanuts are scarce and dear, trade quotations being 12c. and 12½c. Condensed milk for northern trade is very scarce. Canned fruits are not yet quoted to the wholesale trade here from the Canadian Cannery Co., not even strawberries being given out yet. There are no California canned fruits in the market and dried fruits are extremely scarce. Demand is, of course, lighter at this season.

\* \* \*

This is the season for much trade in supplies for camping and outing parties, as well as for prospecting and fishing camp trade. Business is therefore very brisk with the wholesale grocery trade all round.

\* \* \*

In produce no changes are reported. Local butter, both dairy and creamery, continue in small compass, while any supplies coming forward from the Northwest are in small lots, from some of the Government creameries in Alberta. Price of local dairy is up to 30c., while

creamery is sold to the trade at the same price. Eastern creamery is 27c. and 28c. Fresh eggs, local, are 28c.; eastern stock, 25c. Cheese is 15c. and 15½c.; bacon 19c.; hams 17c. and 18½c.; lard 13c. and 13½c.

\* \* \*

The supplies of new potatoes from local sources have begun to come in freely, meeting all demands, and effectually knocking out the high prices obtaining for two months past for the tubers. The old stock is out of the market. The prices quoted are 2½ and 3c. per lb. for new stock, with a falling market, as larger supplies are maturing and being marketed. The quality is excellent this year, and the crop on the lands of the lower Fraser valley will be enormous, as the season has been very favorable.

In other vegetables nothing new has been reported since last week. All stocks except dry onions are plentiful and prices as quoted last. Dry onions are at this season imported from California and are in very small supply. The price is high, being 5½c. to the trade.

\* \* \*

California fruits are being badly knocked out by extremely rigorous fruit inspection by provincial officials. It is alleged by some dealers that this is done deliberately, to keep the market bare of all but local production. These dealers argue, that even if fruits brought in were so much affected with parasites as alleged by inspectors, the fact that these fruits are for consumption, not for coming in touch with orchards, should have some weight. According to published statements of the provincial fruit inspector himself, over half the importations from California so far this season have been condemned.

This week strawberries have dwindled to small supply, the price being \$3 to the trade; raspberries are plentiful, and are quoted at \$2.50 per case; loganberries sell at \$3. Local cherries are 8 and 10c. per lb., and plentiful. A car of mixed California fruits arrived a few days ago. Peaches and plums sold at \$2.50 per case; early apples, Alexandria variety, were included in the importation and sold at \$3.50 per box of 40 lbs.

Lemons have advanced another dollar, to \$7.50 per case. A car of late navel oranges is quoted at \$3.25 to \$4.75. Valencias are \$4.75 to \$5.25.

W. J. Ross, grocer, of Houghton, Sask., has sold to Geo. McCullough.

J. Mooney & Co., general store, Islay, have been succeeded by Leach & Fife.

James Murphy, general store, Mitchell's Bay, has sold to John McDowell.

Gills & Clayton, of High River, groceries and men's furnishings, have dissolved.

T. L. Orchard, grocer and fruiterer, Brandon, has been succeeded by O'Connor & Babe.

The assets pertaining to the estate of D. A. McLeod, general store, Vankleek Hill, have been sold.

Butler & Cascaden, Bradwardine, general store, have sold to W. C. Chapman, who will take possession on August 1.

**THE CANADIAN GROCER**

Established . . . . . 1886

The  
**MACLEAN PUBLISHING CO.**  
Limited.

**JOHN BAYNE MACLEAN** . . . . . *President*

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

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Subscription, Canada and United States, \$2.00

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

Published every Friday.

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**MONSTER GROCERS' DEMONSTRATION.**

A large section of the grocery trade of western Ontario picnicked Wednesday at Toronto, Niagara Falls and Buffalo. Because of pressure upon our space this week reports of these outings have had to be held over till the next issue. But seeing that so many of the grocers have, by accident, taken their annual outing on the same day to different places, it has been suggested that this commotion in the trade be made unanimous and that next year a monster grocers' picnic and demonstration be held at some suitable and convenient place, which will attract the trade from all over Ontario. Such a gathering could, by a little co-operation, be made very interesting and enjoyable. The Canadian Grocer would like to have the views of grocers all over the province on this proposal, and especially the views of those who shared the burden and heat of the day in Wednesday's operations.

**PUSH IN GROCERIES.**

A whole lot of grocers are telling every fellow that comes in how little money there is in groceries just now. Can hardly make ends meet. Trusts are putting prices away out of sight. Mail order houses are taking away all the good local trade. Customers that are

left will not pay their debts. Competitor across the street is adopting unfair tactics to get customers that have been dealing with him for twenty years, and so on. Sometimes there is room for a reasonable amount of complaint under one or more of the above heads but nine times out of ten the whole discontent and grumbling is caused by lack of push. High prices, keen competition, mail order houses, are all but natural developments of modern times in business, and must be met along up-to-date lines. It is impossible to successfully do business to-day along exactly the same lines it was done on twenty years ago. New ideas, which are the product of other men's brains and experience, must be taken up when they are worth it. Profiting by the mistakes and experience of others is, after all, only another kind of push. In business to-day it is the aggressive grocer that wins the trade and makes money; the one who runs along quietly in the old rut makes a living and finds things dull. The greater the push, the greater the returns. It does not pay to grumble over the inevitable. The best way is to meet it. You can beat the mail order houses by going about it in the right way; high prices may be overcome in that good customers never ask the impossible, and do not expect the grocer to sell goods at a loss; the trusts in Canada are in their infancy and are not yet causing anybody much trouble. So it is all along the line. If one wants to complain there is a whole list of things to bring up, but, on the other hand, if a person looks upon the optimistic side of business and gets right down to hard work—pushing—it is surprising how good business becomes.

**POLITICS AND BUSINESS.**

Brantford has set an example to all other constituencies in Canada. At present it is represented in the House of Commons by W. F. Cockshutt, one of the cleanest and most useful men in the House. The Liberals have just nominated Lloyd Harris, another man of similar stamp. Brantford is thus assured of having a thoroughly good man in the House, no matter which side wins. This is in line with the policy constantly advocated for years in The MacLean newspapers. Let the business men in every part of Canada take a hand in the party nominations and use their efforts to get the kind of men who can be depended upon to represent them honestly, intelligently and aggressively.

There are rumors that the Liberals will bring out John Bain, now in the service of Hon. Mr. Sifton, but for many years the real power behind the throne in the Customs Departments and MacKenzie King, Deputy Minister of Labor. Both men have shown themselves thoroughly capable, and if they can be induced to enter public life, they will be a great acquisition to the House. There are any number of equally good men in the Conservative party, both young and old, who have made their mark in life. It is now up to the Conservatives to bring forward men of that stamp who will give us clean politics and a well-governed and progressive country.

**MISUSING A FOOD LAW.**

The grocery and foodstuff trade in the United States is busy studying the new Pure Food Law. Strange, isn't it, that some men are already turning it illegally to gain. One ingenious way is to advertise the manufacturer's guarantee as the Government's sign-manual of purity. The law assumes that the retailer is responsible for the goods he sells. The guarantee plan, a device borrowed from Canada's Pure Food Law, provides a way by which a manufacturer may assume responsibility for his own goods, which is eminently proper. A guarantee may be attached to a bill of lading or an articular shipment of goods or a manufacturer may issue a blanket guarantee covering goods specified which he may file with the Department of Agriculture at Washington and to which for identification the department assigns a serial number. This serial number some dishonest dealers have advertised as the Government stamp.

A study of the law in connection with the guaranty regulations makes it apparent that the intention is to provide a means whereby the manufacturer can assume responsibility under the law for the character of the goods manufactured by him, after they have passed out of his possession into the hands of the person who purchased them from him. In no case is a guarantee a good defence, unless it be from the person who sold the goods to the person offering the guarantee as a defence.

In order to simplify the procedure, the department volunteers to act as custodian of the guaranty, which is an offer on the part of the manufacturer to free dealers, re-selling his goods, from responsibility under the law for possible misbranding or adulteration. In order that the guarantor may convey this intention on his part to purchasers of his goods, a serial number is assigned to such a guarantor, and by placing this number on his goods he fixes his responsibility.

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**TEAS, GROCERIES,  
PROVISIONS,  
WINES and LIQUORS**

**The Largest Stock**

**The Greatest Variety**

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**OUR POLICY**

**Low Prices**

**Quick Turnover**

**Big Business**

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A FEW TRIAL ORDERS WILL CONVINCe YOU OF

**OUR RELIABILITY**

**Best Equipment**

**Competent Staff**

**Perfect Organization**

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**Hudon, Hebert & Cie.**

**Limited**

**Importing Wholesale Grocers and Wine Merchants**

**MONTREAL**

**The Most Liberally Managed Firm in Canada**





THE CANADIAN GROCER

Bottles, 18 oz., per doz.....	2 25
" " 20 " " .....	2 50
Onion—	
1 gal. pails, .....	90
3 " " .....	2 40
5 " " .....	3 75
Crocks.....	85
Bottles, 18 oz., per doz.....	2 50
" " 20 " " .....	2 75

**FOREIGN DRIED FRUITS**—Australian raisins are being brought in now in good quantities owing to the scarcity of the Californian, raisins and they are meeting with a good reception.

Australian raisin —	
Brown Lexias, per lb.....	0 08
Extra brown	0 08
Sultana raisins, bulk, per lb.....	0 13 1/2
" cleaned, " .....	0 14
" 1 lb pkgs " .....	0 16
Table raisins, Connoisseur clusters per case.....	2 60
" extra dessert,	3 40
" Royal Buckingham, " .....	4 00
" Imperial Russian " .....	5 25
" Connoisseur clusters, 1 lb pkgs, per case (30 pkgs).....	3 35
" Connoisseur clusters, boxes (5 1/2 lbs) .....	0 80
Valencia raisins, f. o. s. selected.....	1 75
" " layers.....	1 85
Trenor's Valencia raisins, f. o. s. per case.....	2 70
" " selects .....	2 85
" " layers " .....	3 95

California raisins, muscatels, 2 crown, per lb.....	0 10 1/2
" " " 3 " .....	0 10 1/2
" " " 4 " .....	10 1/2
" " choice seeded in 1/2-lb. packages per package .....	0 10 1/2
" " fancy seeded in 1/2-lb. packages per package .....	0 10 1/2
" " choice seeded in 1-lb packages per package .....	0 12 1/2
" " fancy seeded, 1-lb. packages, per package .....	3 10
Prunes 90-100 per lb .....	0 06 1/2
" 81-90 " .....	0 06 1/2
" 70-80 " .....	0 07
" 60-70 " .....	0 07 1/2
" 50-60 " .....	0 08 1/2
" 40-50 " .....	0 09 1/2
Currants, uncleaned, long pack, per lb.....	0 07 1/2
" dry cleaned, Filistras, per lb.....	0 07 1/2
" wet cleaned, per lb.....	0 07 1/2

**F. J. FOLEY & CO.**

Manufacturers' and General Commission  
Agents for

**ALBERTA and SASKATCHEWAN**

Agencies Solicited  
Office and Warehouse—  
LARUE-PICARD BLOCK, EDMONTON, ALTA.

**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**



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

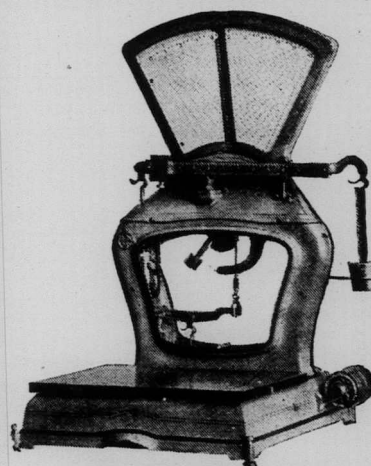
in Canada. We also have one of the best Catsup Cooks on the continent.

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**



**Scale No. 70**

This is an automatic scale with a capacity of 100 lbs. Computing part from 3 1/2 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.

## EFFECTIVE WINDOW DRESSING

More About the Use of Adjustable Window Partitions—Can be Cheaply Made  
—A Striking Tea Window by an Old Friend.

In a recent issue an article in this department dealt briefly with window partitions. That was not the last word on the subject by any means. Illustrations were given of two adjustable partitions in use in Toronto. One was of iron and the other, scarcely less expensive, in wood. Many would think both too costly, but any grocer can make for himself a division of light lattice work, or a window frame with a lattice of tape would be very effective. Of course, the best partition would be two sheets of mirror glass, back to back, because the mirror gives the appearance of a greatly enlarged display. We would like to see the partition idea taken up by some grocers and have pictures of their windows when they try it. Modern window dressing in other lines forbids the mixing up of different articles. With few exceptions the grocery window is a medley. System and separation would improve things.

### A TEA WINDOW.

The accompanying illustration shows a tea window, presented by A. Hagmeier, Hespeler. It was dressed by Gordon Hagmeier. This is not the first of Mr. Hagmeier's window creations to appear in *The Grocer*. He has been a prize winner on several occasions. All his windows give evidence of originality and artistic conception in design and execution. This display, without the scroll on the screen which makes the background, would look bare. It is an illustration of the effectiveness of little things, in window dressing or elsewhere.

### WINDOW DRESSING AS A SCIENCE

We have received a copy of the "Art and Science of Window Dressing," edited by S. W. Roth, the publisher of *The Retailers' Journal*. This book contains 46 pages, 25 of which are devoted to three-quarter page photographs of out-of-the-ordinary windows and booths, with descriptions as to how they were constructed, what they cost, the attention they attracted and other details.

The book is compiled by Mr. Roth, and we presume the letter-press is mainly from his pen. Most of it is creditable stuff and deserves the serious study of anyone interested in this important branch of the retail grocery business.

One feature of the book which we like especially is a half-page on "Trick Windows," condemning the eccentric and extravagant in window dressing, and pointing out that the expert window trimmer is not the one who relies upon some "dime museum effect" to draw business, but he who builds his window honestly, and whose display, when finished, reflects careful study of balance

and harmony upon the man who produced it.

The cost of the book is \$2, and it may be obtained upon remittance of this sum from S. W. Roth, Chicago, Ill.

### NATAL DAY WINDOW.

Dillon Bros., Halifax, bring their window dressing up-to-date. June 21 was Natal Day in the Atlantic capital and this firm put in a special window display to be in keeping with the popular sentiment.

In the bottom of the window was cut grass with jellies, fancy biscuits, lunch

samples of canned and bottled goods generally used by campers, and a neat card read: "Let us supply your picnic wants."

The whole made an advertisement quite in keeping with Mr. Rinker's usual up-to-date methods.

### SOCKEYES LESS PLENTIFUL.

Sockeye salmon on the Fraser these years is but a memory of the "good old days" when the lordly fish were running in such great shoals in the season, that they were often hooked from the banks of the river with a walking stick. The pioneers of the salmon canning industry are fast passing into memory also. On Friday occurred the interment of the late Alex. Ewen, of New Westminster, president of the British Columbia Packers' Association, and virtually the dean of pioneers in the industry. Mr.



A. Hagmeier's Window, Hespeler.

tongues, cut Roquefort cheese and biscuit, etc.

In the background were syrups, olives, jelly, fruit in glass, with a background of apple blossoms, spruce trees, and different kinds of leaves.

The window was dressed by Chas. B. Marsden, who is doing excellent work for the firm along this line.

### A CAMPING WINDOW.

R. Rinker, Kincardine, had a unique show window that attracted considerable attention, last week. The floor was covered with green sod, and in the back of the window a small tent, with door open to the front, displayed inside table and chairs. On another chair outside lay pipe and tobacco. Fishing tackle was to be seen at one end, and at the other an old-fashioned pot was suspended on poles, with some potatoes peeled for dinner. Over the grass was strewn

Ewen, whose death occurred on Monday, the 8th instant, has attained the age of 78 years and up to recent months had been measurably vigorous and active, taking the same interest in his business affairs as ever. Over thirty years ago Mr. Ewen erected his first salmon cannery, and while perhaps one other was begun and operated in the same season, none were earlier in the field, from which the veteran never retired, preserving his large holdings even after the majority of the individual cannerymen had merged their plants in the British Columbia Packers, the association floated some years ago through Aemilius Jarvis.

### SAME OLD DRINK.

A North Carolina preacher named Lemon was given an assistant. A kind of lemonade as it were.—Atlanta Journal.

# 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.

### Wethey's Celebrated Mince Meat

in Packages and Bulk.

### Laurel Canned Goods

**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.

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

**Breakfast  
Bacon**

**Buy The Best**



MADE BY  
**FEARMAN**  
HAMILTON

The  
Strongest  
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sales.

**CORONA  
HAMS**  
AND  
**BREAKFAST  
BACON**

*We have no Retail  
Stores*

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

**A SURETY OF SUCCESS**

The Ryan Brand has been  
that to hundreds of retailers.  
The people insist on our

**Bacon, Ham and Eggs,  
Cheese, Butter, Sausage,  
Bologna and Lard**

because of the recognized  
purity and wholesomeness  
of our provisions.

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**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 cheese market has continued pretty steady, without any remarkable price fluctuations. There is perhaps a slightly easier tone than a week ago, but it is not marked. Weekly receipts at Montreal are now running ahead of last year, but the total for the season is still far behind. For the week ending July 13 the receipts were 117,230 boxes, compared with 112,080 boxes for the corresponding week last year. The receipts from the opening of the season to date were 695,641 boxes, against 767,017 last year. This shows a shortage for the season thus far compared with last year, of 71,376 boxes.

The butter market continues firm, despite the very limited export demand.

## THE PROVISION SITUATION

Live hog prices continue upward borne upon the hope of better weather and higher prices in England. Last week the English market improved about 6d., and Canadian agents are asking a shilling advance. Prices of live hogs opened last week at \$6.40 and went to \$6.60. Packers sent out prices at \$6.55 f.o.b. country points for this week, but soon found that as high as \$6.75 was being paid and in order to get their share everyone had to meet that price. Deliveries are light, not over 23,000 last week for Canada. The weather in the Old Country has been very unpropitious. A Canadian agent, writing recently, said he was still lighting fires night and morning and wearing a top coat. There was snow in the north of England only a little while ago. During July and August, it is largely the seaside resort demand that gives the impetus to bacon consumption in Great Britain. This year that is largely lacking. There is, however, a fair demand, and the market is just now in the sellers' favor. Danish deliveries are somewhat less than they were. The total was 33,000 last week, which is 3,000 to 5,000 less than a little while ago. American shipments are about normal, but a little irregular. Last week they were 2,000 less than normal. This week cable advices indicate shipments of 4,500 more than normal.

At home the provision market is showing signs of a slightly easier tendency. This began in lard, which is always subject to the market movements in Chicago, and there prices are easy. There is a good, fair demand for smoked meats, but nothing unusual and prices are about steady, though with a slightly easier tendency, as stated. The advance in raw product tends to harden prices and packers talk of an early advance.

### ARMOUR TO BUILD IN FRANCE.

It is credibly reported that J. Ogden Armour and other packers have completed their plans for the establishment of a large packing house in France. In

Domestic demand is active and the season has not yet overcome its late start. Wholesalers have only lately had an opportunity to accumulate winter stores and these future requirements have been quite equal to the absorption of all receipts thus far in excess of immediate consumption. Receipts at Montreal last week totalled 21,143 packages, as against 35,447 packages, a decrease of 14,304. Evidently the discrepancy for the season as compared with last, when the make was considerably short of normal, is increasing. Total receipts from May to date were 153,652 packages and for the same period last year 240,079, showing a falling off this year of 86,427 packages, or over 35 per cent. decline from last year's figures.

in spite of vigorous denials on the part of Armour and his associates, and although no Chicago name appears in the transaction, which has lately been closed at Bonneuil, for the purchase of a large acreage on which a packing house is to be erected, it is generally admitted that the source of financial supply is the Chicago crowd.

The plans for the packing house at Bonneuil have been submitted for approval to the municipal council, and it is reported that at Havre and Bordeaux two other plants will be built.

### MONTREAL.

PROVISIONS—The demand for American pork is active. Lard is only fair in both compound and pure. There is a good demand for hams and bacon. Sorting orders are good. Quite a few changes in the price column took place within the last week.

Lard, pure, tierces.....	0 11 3	0 12 1
"    "    56-lb. tubs .....	0 1 1 4	0 12 2
"    "    20-lb. pails, wood .....	0 12 2	0 12 2
"    "    cases, 10-lb. tins, 60 lbs. in case .....	0 13 3	0 13 4
"    "    5-lb. ....	0 13 4	0 14 0
"    "    3-lb. ....	0 14 0	0 14 4
Lard, compound, tierces, per lb.....	0 10 0	0 10 4
"    "    tubs .....	0 10 4	0 11 1 1/2
"    "    20-lb. pails, wood .....	2 10	2 2 3/4
"    "    20-lb. pails, tin .....	2 0 1	2 18
"    "    cases, 1-lb. tins, 60 lbs. in case .....	0 10 4	0 11 1 1/2
"    "    5-lb. ....	0 10 3	0 11 1/2
"    "    3-lb. ....	0 10 2 1/2	0 11 1/4
Wood, net tin packages, gross weight—		
Canadian short cut mess pork .....	22 50	
American short cut clear .....	21 00	
American fat back .....	21 75	
Breakfast bacon, per lb.....	0 16	
Hams .....	0 15 1/2	0 16 1/2
Extra plate beef, per bbl.....	14 00	

BUTTER—The make of dairy butter at present is light, but is sufficient for the local demand. The market for creamery is reported to be 1/2c. to 3/4c. lower. The quantity offering is large and as there is practically none being exported there are large stocks in the hands of local dealers.

The local butter market just now is easy in tone with quotations unchanged.

New creamery, choice, boxes .....	0 2 1/2	0 2 1/2
"    "    pound prints .....	0 2 1/4	0 2 1/2
Dairy, tubs .....	0 1 1/2	0 2 0

CHEESE—There has been an easier feeling experienced since the board meeting last Saturday. Cheese continues to

be made in large quantities. The quantity exported is sufficient to meet the demand made to cover cost of construction quantities in the hands of the local exporters owing to the fact that the importers are not anxious to speculate at present prices. The cable quotations are 51s. to 55s.

Cheese, old .....	0 15	0 16
"    "    new, large .....	0 11 1/2	0 11 1/2
"    "    twins .....	0 12 1/2	0 12 1/2

EGGS—A fair trade continues to be done in small lots for local consumption. The demand from outside sources for round lots is somewhat limited. The market is weak, owing to the continued free supply and the poor quality of the eggs arriving. Buying, at the present writing, in the country, is 13 1/2c. to 14 1/2c. f.o.b.

Wholesale lots.....	0 16	0 17
Small to s .....	0 17	0 17 1/2
"    "    select d .....	0 17	0 17 1/2

HONEY—The market is quiet, with demand and prices easy. It is rather early yet to make any statement as to the quantity expected to be produced. White clover, extracted tins, are off the market until new supply.

White clover comb honey .....	0 13	0 14
Buckwheat .....	0 08	0 08 1/2

### TORONTO.

PROVISIONS — Trade is very active in some lines, especially smoked backs and hams. Here and there, there is a little talk of weakness, but it is only in unseasonable lines, such as long clear, which is 1/2c. lower, and lard, which is under the influence of the American market. The advance in the Old Country, followed by an advance in the price of live hogs here, has eliminated the easier tendency. Trade on the whole is about what it was a year ago. Prices are, if anything, a little lower on an average.

Long clear bacon, per lb.....	0 10 1/2	0 11
Smoked breakfast bacon, per lb.....	0 15	0 15 1/2
Roll bacon, per lb.....	0 11	0 11 1/2
Small hams, per lb.....	0 15	0 15 1/2
Medium hams, per lb.....	0 15	0 15 1/2
Large hams, per lb.....	0 14	0 14 1/2
Shoulder hams, per lb.....	0 10 1/2	0 11
Backs, plain, per lb.....	0 16	0 17 1/2
"    "    pea meal.....	0 16 1/2	0 17
Heavy mess pork, per bbl.....	19 5 1/2	20 00
Short cut, per bbl.....	22 00	22 50
Lard, tierces, per lb.....	0 11	0 11
"    "    tubs .....	0 12	0 12
"    "    pails .....	0 12	0 12
"    "    compounds, per lb.....	0 09	0 10
Plate beef, per 200-lb. bbl.....	12 50	13 00
Beef, 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 08	0 11
Lamb .....	0 12 1/2	0 15
Hogs, street lots .....	9 0 1/2	9 50
Veal.....	0 08	0 09 1/2

BUTTER — The market continues with a firm tone, with prices steady and practically unchanged. In view of the fact that there is little export call for butter the firmness of the market is somewhat surprising. Less butter is probably being made than last year, domestic consumption is heavy, and the season is still a fortnight behind, so that dealers here have only begun to accumulate winter stocks.

Creamery prints.....	Per lb.	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 1/2	0 18
Baker's butter.....	0 17	

CHEESE — New cheese is easier and quotations here are 1/4c. lower.

**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

Old cheese.....	0 15
New ".....	0 11 1/2
" " twins.....	0 12 0 12 1/2

EGGS — The market is easier inclined and there is a growing disparity between the prices paid in the country and those asked here. This is due to the increasing shrink. Prices here are unchanged, and in the country they are lower. Dealers are storing only what they have to, but deliveries are beginning to slacken a little.

Eggs.....	0 17	0 18
-----------	------	------

HONEY — Prices are nominal. There is practically no business passing.

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

POULTRY — Trade is quiet at unchanged prices.

Live Weight.	
Spring chickens, per lb.....	0 15
Old fowl.....	0 10
Ducks.....	0 10
Spring ducks.....	0 15
Dressed weight.	
Spring chickens, per lb.....	0 20
Old fowl.....	0 10
Ducks.....	0 10
Spring ducks.....	0 15
Tom Turkeys.....	0 12
Hen.....	0 14

**WINNIPEG.**

BUTTER—Dairy butter offering now is of poor quality and the price is weakening. Produce houses now offer 18c. for No. 1, and 14c. to 16c. for No. 2, delivered in Winnipeg.  
Creamery is selling at 20c. to 21c. per pound.

Bricks, 1 lb. fancy, per lb.....	0 28
" 1 lb. choice, per lb.....	0 24
Solids, fancy, 16's, 28's, 14's.....	0 25

EGGS—Produce houses offer the trade 16c. per dozen, subject to candling. This is the price for eggs delivered in Winnipeg.

50-lb. tins, 1/4c. per lb. over tierce basis, each.....	6 25
20-lb. wood pails, 1/4c. " " " ".....	2 55
6-10 lb. tin pails, 1/4c. " " " " per case.....	7 50
12-5 " " " " " " " ".....	7 50
20-3 " " " " " " " ".....	7 95

CHEESE—Ontario cheese is selling at 13 1/2c.

CURED MEATS—We quote:

Hams, selected, mild cure, 10 to 14 lbs., per lb.....	0 17 1/2
Bacon, " " " 5 to 7 " ".....	0 20 1/2
Bacon, " " " 8 to 10 " ".....	0 17
Hams, light, 10 to 14 average.....	0 17 1/2
" medium, 14 to 16 average.....	0 16 1/2
" heavy, 20 to 30.....	0 15 1/2
" skinned, 2 to 30.....	0 17
Picnic hams, 6 to 8.....	0 12
Shoulders, 10 to 14.....	0 13
Breakfast bacon, clear, bellies, 8 to 10.....	0 17 1/2
" " clear bellies 10 to 12.....	0 17 1/2
" " wide 14-16, strips 6-8 lb.....	0 16 1/2
Clear backs, bacon, 8 to 10.....	0 16 1/2
" " 12 to 14.....	0 17
Spiced rolls, long.....	0 17
" " short.....	0 14 1/2

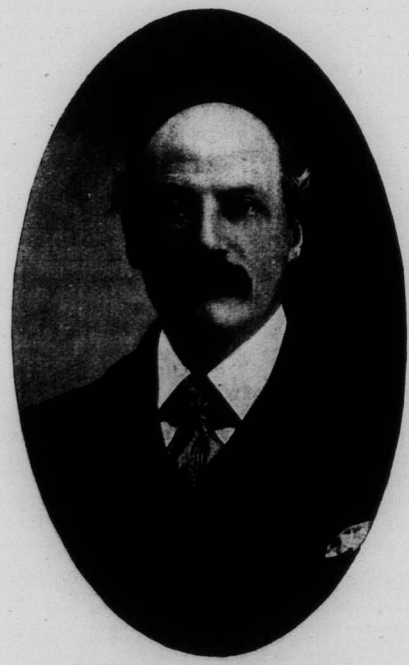
Canadian shipments of bacon to the Old Country were 2,000 boxes for week ending July 13th.

**BUSINESS MEN IN MUNICIPAL LIFE**  
No. 23.

**William Binning, Treasurer**  
Board of Trade, Lumsden, Sask.

William Binning, treasurer of the Board of Trade of Lumsden, Sask., is a type of the progressive business man who has grown up with the west and has taken his part in the municipal life of the town or village in which his lot has been cast. To write the history of many a western town is to tell the business story of a public-spirited business man, and the history of Lumsden, Sask. could not be written without extended reference to the part played by the subject of this sketch.

Mr. Binning came to Western Canada from London, Eng., in 1894, and settled

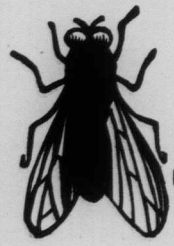


WM. BINNING, LUMSDEN, SASK.

in Lumsden when it was a very small hamlet. First impressions were not very favorable, but Mr. Binning started a grocery store on a small capital and in the years that have passed has, in spite of transportation difficulties and other drawbacks which have somewhat retarded the growth of the town, built up a good business.

From the first Mr. Binning has taken an active part in the public life of the town and has served in many capacities.

Lumsden's municipal history consists in a long effort to obtain proper streets, roads, bridges, etc., and in all this Mr. Binning has borne his part, a business man giving his time to the affairs of the municipality. At the present time he is treasurer of the Board of Trade and still very active in promoting the business interests of the town.



**WILSON'S**  
**FLY PADS**

Keep a box where it will be seen by your customers, and my advertising will do the rest.

**ARCHDALE WILSON, - HAMILTON**



**"YES  
MISS**

I always find  
great  
satisfaction in  
handling

**Clark's  
Canned Meats**

Customers like them, they are  
**Easy to Sell**  
and the quality is always the same."

Latest Summer Price List Now Ready.

**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

**Wheat Market Had a Weak Spasm but Flour Prices Still Hold—Renewal of Export Business—Home Trade Buying From Hand to Mouth.**

The wheat market continued strong last week to the end, but on Monday developed a weakness. Fears of a telegraphers' strike in the States and better Northwestern crop news caused heavy selling. By Tuesday the weakness had about spent itself and the market turned firmer. Flour prices for domestic demand have remained steady, but for export some slight concessions have been made, English buyers also yielding somewhat. The buying for Canadian account is on a hand-to-mouth basis, as is usual at this season. Cereal business is not too brisk, though some millers report a good seasonable demand.

### Confectionery.

Readers of this column may be getting tired of hearing the grocers continually urged to handle confectionery. But there are still some unregenerate retailers without the fold, and it is the shepherd's business to go after them until he gets them. All wise grocers stock confectionery, and they don't give it a back place in the store, either. The grocer who sets out to handle confectionery in the right way gets a silent salesman to start with, and fills it up with high-class confectionery as the second move. Success comes easily after that. Try it, and if you don't succeed we shall be surprised.

### MONTREAL.

FLOUR—Prices continue steady with demand fair. Export trade with some firms is good, with others quiet. The

local trade is fair, considering the season. Nominal prices prevail.

Winter wheat patents.....	5 03
Straight rollers.....	4 47
Extra.....	4 23
Straight rollers, bags, 90 per cent.....	1 75 2 40
Royal Household.....	5 30
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**—Heavy feeds are still to the fore. Demand for bran is light at the reduced price. A good export demand for bran is likely to keep prices up during summer months. No change in prices at present.

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, 90-lb. bags.....	2 41 2 50
" 80-lb. bags.....	2 30 2 34
" bbls.....	5 05 5 35

**ROLLED OATS**—The market is firm, with demand fair.

Ontario bran.....	18 00 19 00
Ontario shorts.....	23 00 24 00
Manitoba shorts.....	13 00 24 00
bran.....	19 00
Mouillie, milled.....	23 00 30 00
straight grained.....	28 00 30 00
Feed flour.....	1 35 1 45

### TORONTO.

**FLOUR**—Prices continue unchanged, despite the easier tone to the wheat market. Domestic buying has again begun, but at this season of the year it is a purely hand-to-mouth business. Millers report a demand from the east especially. Export business has begun again too, English buyers having come up somewhat and Canadian millers having made some concession.



## GOOD MORNING!

I'm the D. & R. paper traveller. I'm not booking any orders, only around to remind you that my firm

### Douglas & Ratcliff, Limited

carry the finest line of Wrapping Paper, Paper Bags, Twine, Etc., in the Dominion. If there's anything you require just sit down **NOW** and drop them a line. You'll get what you want shipped to you like lightning.

Our regular travellers will be calling upon you as usual. Try to reserve an order for them.

Good Morning! Hope to hear from you at my Toronto or Winnipeg address, c/o



**Douglas & Ratcliff, Ltd.**  
TORONTO, WINNIPEG

## 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

### NAP. G. KIROUAC & CO.,

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

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WE CLAIM THAT OUR

## Calcium Acid Phosphate

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| (1) Is quite as successful for Baking purposes as Cream of Tartar, and | (3) That it keeps well and retains its strength.     |
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Write for Recipes, Samples and Quotations

**CHARLES C. BRYCE & CO.,**

43 & 5 Great Tower St. E.C.  
LONDON, ENGLAND

## 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**



Manitoba Wheat.		
60 per cent. patents.....	4 90	5 00
85 " " " " " " " " " " " "	4 50	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 49

CEREALS — There is a fair demand for staples, considering the season. Prices are unchanged.

Rolled wheat in barrels, 100 lbs.....	2 75	3 00
Rolled oats, in wood, per bbl.....	5 25	5 25
" " " " " " " " " " " "	2 57	2 57
Oatmeal, standard and granulated, per bbl.....	5 55	5 55
" " " " " " " " " " " "	2 65	2 65

CONFECTIONERY NOTES.

B. H. Herron, baker and confectioner, of Lander, has sold out.

The confectionery business of the Ninette general store, Ninette, has been sold to W. C. Way.

Alfred Tideman, baker and confectioner, of Grand Bend, has sold out to Frank Geremotte.

The Lake of the Woods Milling Co.'s new mill at Keewatin, is now running up to 5,000 barrels daily, and everything is going very satisfactorily. A deputation of leading millers from Minneapolis visited the plant at Keewatin last week and expressed themselves as greatly pleased with the equipment and the work being done.

\$2,000,000 CEREAL COMPANY.

The Edward Ellsworth Company, of Buffalo, formed to manufacture cereals and all kinds of foods, grain and food products, and to operate mills and elevators, has filed articles of incorporation with the Secretary of State. It is capitalized at \$2,000,000. The directors are Thomas D. Powell, Almon W. Lytle, Leo A. Weter, Hugh J. Rourke, Walter Minchan, Horace L. Mann and William G. Heimlich, all of Buffalo.

NOTES.

The assets of F. Girard, grocer, Montreal, have been sold.

Sesias & Gallo, confectioners, of Montreal, have dissolved.

The assets of J. Arsenault, grocer, Montreal, have been sold.

J. A. Williamson, grocer, of Hamilton, has sold to E. Lees.

W. R. Dawson, of Inwood, general store, has been burnt out.

E. A. Wooton, general store, Maynooth, has been burnt out.

Meredith & Melville, general store, High River, have dissolved.

W. R. Brock, grocer, etc., of Lynden, has sold to George Haines.

The assets of C. M. Leveille, grocer, of Montreal, have been sold.

Eaton & Co., general store, Sperling, have sold to R. H. Waddell.

Brown, Longacre & Arthur, general store, Erskine, have dissolved.

Donohue & Co., general store, Wardner, have suffered loss by fire.

E. N. Croker, general store, Brooks, has been succeeded by W. J. Ball.

F. Bentham & Co., grocers, of Merriton, have sold to W. A. Richardson.

The assets of Pitre Fortin, general store, Portneuf, Sag., have been sold.

J. J. Keating, general store, South Woodslee, has sold to A. W. VanEvery.

C. M. Irwin, general store, Grayson, has been succeeded by Irwin & Winter.

The Rapelje, Thompson Co., of Moose Jaw, general store, have sold out.

S. Chipperfield, general store, Abernethy, has sold to D. B. Campbell.

O. D. Fleming, general store, Penhold, has been succeeded by Geo. Fleming.

R. B. Roddy, grocer, of Winnipeg, has been succeeded by W. J. Sutherland.

T. R. Horner, grocer, of Brandon, has been succeeded by S. P. Wilson.

W. J. Powell, grocer, etc., of Belmore, has sold out to Wm. Mallough.

J. E. Price & Co., grocers, of Brandon, have been succeeded by J. E. Price.

The Shrewd Grocer

makes it

Perfection Cream Sodas

on the order list for various reasons—the chiefest being that particular and economic housewives, women who know and appreciate biscuit goodness, always insist on



It could hardly be otherwise. First Quality goods are bound to capture the market and that Quality must last if that brand of goods holds the market.

The immense sales of

Perfection Cream Sodas

can be explained in no other way. It does pay the grocer to recommend and push them, and most grocers know it.

The Mooney

Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

THE BEST BY ACTUAL TEST

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

McLAUHLAN'S CREAM SODA BISCUITS

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

McLAUHLAN & SONS CO.,

OWEN SOUND, ONT.



COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:

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

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



## Pride of Canada

Thousands of gallons of this standard brand maple syrup and maple sugar are sold annually.

People are asking for it everywhere. Live grocers meeting this great demand are reaping large profits and are adding to their reputation through the selling of a line that is guaranteed in *purity* and *excellence*.

If you do not handle PRIDE OF CANADA brand maple goods, please let us know.

IT PAYS.

The Maple Tree  
Producers' Association

WATERLOO, - QUE.

## IMPORTANT NOTICE

We beg to notify our numerous customers and friends that we have secured the representation for Canada for the celebrated

**Kkovah Jellies,  
Custard Powder,  
Health Salts**

and other well known products of

**SUTCLIFFE & BINGHAM  
MANCHESTER, ENGLAND**

A full stock of these goods will be kept in our Toronto and Montreal warehouses, and all orders will receive prompt attention.

**Maclure and Langley**

152-154 Pearl Street, TORONTO

Note our new Montreal address  
38-40 William Street, MONTREAL

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

(Produced in 4kg)

You will certainly realize  
some day that

## CAILLER'S CHOCOLATE

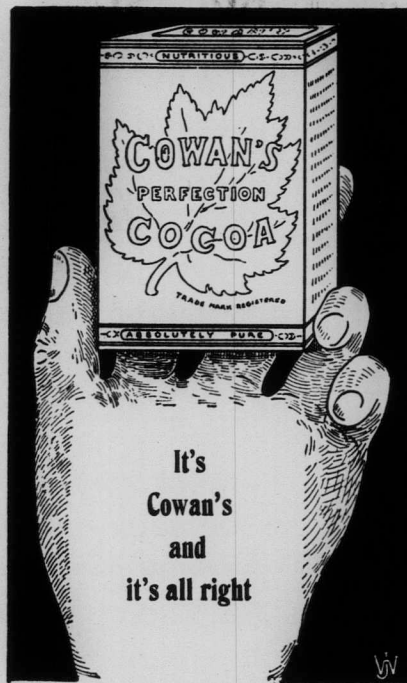
is the leading brand in the taste of  
your customers.

Get it into your store. We  
are creating a demand from  
the customers. Be prepared  
to meet this by stocking.

General Agent for Canada

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

## A Surety of Purity



The Maple Leaf is  
the buyer's surety  
of purity and  
quality when it  
comes to buying  
cocoa and choco-  
late.

## Cowan's Cocoa and Chocolate

are the best  
on the Canadian  
Market. Guard  
your reputation by  
stocking Cowan's.

**The COWAN CO., Limited**  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Grocers who have really tested the  
merits of Cooking and Eating  
Chocolates invariably order

## Mott's

"Diamond" and "Elite"  
brands of

## Chocolate

It rests with you to give your cus-  
tomers the best. In Chocolate it is

**MOTT'S**

**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.

## CORRESPONDENCE

## CHATHAM.

After an illness extending over seven weeks, Joseph Barassin was able this week to resume his duties at Harry A. Andrew's grocery. His many friends are glad to see Mr. Barassin out again.

Chas. Burnie, of Malcolmson's grocery staff, is spending his holidays in Detroit.

Blenheim has just scored what it claims to be a record, in the shape of a monster rhubarb stalk and leaf grown in the garden of Mrs. Jos. Stokes. The leaf was twelve feet in circumference, and the stalk was <sup>thirteen</sup> inches long and nearly an inch and a half in diameter.

John McCorvie is spending the week in London, where he is taking part in the big bowling tournament. While in the Forest City he is the guest of his sister, Mrs. McVicar.

\* \* \*

The strawberry season here is pretty well ended. Last week's rain served to prolong it a little, but the supply of berries offered on Saturday, nevertheless, showed a noticeable falling off. Owing to the shortness of the supply, the extremely low prices of some former years were not repeated this year; in fact, three boxes for 25c. was about the lowest retail price quoted.

The raspberry crop is as yet an uncertain quantity. The canes are in many places reported dead; evidently killed by the cold of last winter. The prospects are that the crop will be a small one. Raspberries are usually in by this time in July, but thus far none have appeared.

Incidentally, the heavy rain last week proved a godsend to the farmers, and the latter are once more jubilant. The rain will help largely to bring on the beans where the latter were replanted, following on the recent heavy frost.

\* \* \*

There was a big crowd in the city last Friday, the occasion being the annual celebration of the Orangemen from Essex, Kent, Lambton and parts of Middlesex and Elgin, together with large contingents from Detroit and Port Huron. The crowd must have numbered between 5,000 and 7,000 people.

As usual with celebrations and circuses, the day did not materially assist the grocery business. People came in to celebrate, rather than to buy. Hotels and lunch-counters did a thriving business, as did the ice cream and refreshment parlors, and many grocers report having benefitted indirectly through orders from hotels and boarding houses, while the day is also reported to have helped along in quite a few small lines.

The crowd, though large, was quite orderly, and amply deserved Mayor Stone's congratulations on this point. The parade in the afternoon was probably the largest ever seen in Chatham, and the merchants along the route decorated liberally for the occasion.

\* \* \*

The market tower clock has been duly installed. It commenced to mark the passing of the hours at about 5 o'clock Saturday afternoon. The clock, which is illuminated at night, is quite an addition to King street. It is equipped with an automatic striking apparatus to tell the hours.

The clock, in all its glory, will be a lasting monument to Chairman Potter of the property committee, to whom its erection, as well as the remodelling and beautification of the old market front are both very largely due. Ald. Potter has shown, during his three years in municipal life, a marked faculty for "sticking at it," and the market clock is one of the permanent results.

As a result of Ald. Potter's efforts, it looks as if the electric lighting system here will continue under municipal ownership. The plans for a new gas engine plant have been approved by the Ontario Municipal and Railway Board, and the council at their next meeting will undoubtedly give the by-law its final reading. Ald. Potter is naturally elated at the successful outcome of his efforts for the maintenance of municipal ownership, in which he is a firm believer.

\* \* \*

North Chatham has secured the Wolverine Brass Company, the latest addition to the Maple City's industries. The concern will locate on St. Clair street, and as a result the merchants in that vicinity are looking forward to a boom in business. The location was decided on last week, and building operations will be commenced at once, the factory to be completed by Nov. 20th.

The St. Clair street merchants certainly deserve this consolation prize. Since the middle of last January business in their vicinity has been hampered by the continual blocking of the street, for a variety of reasons. First, there was the repairing and strengthening of Aberdeen bridge, and later the paving of the bridge approaches and St. Clair street. The latter work is not yet complete. It was anticipated that the pavement would be completed and the street opened for traffic this week, but a break in the water main, due, apparently, to electrolysis, has just occasioned a further delay. The blocking of the street has a tendency to divert country trade, temporarily at least, to other channels, and the kicks registered by the merchants of this vicinity have been strong and vigorous.

## KINGSTON.

Crowds brought to a city by any attraction means a lot to that city by way of advertising it. Grocers get the lion's share, leaving out the hotels, of course, where people are taken inn.

People must eat or die, and when they come on a holiday they are given the best to be had, even if the aunt or uncle they are visiting has to go on tick for it. Oh, that word tick! How many grocers it has stopped in the race for business. When will they learn that cash business is the best?

Ninety-nine out of a hundred will tell you that the wholesaler who sells wholesale only and does not retail and interfere with his customers' customers is the one they should support. On the other hand, 99 per cent. of the wholesalers will tell you that the retailer who jobs and tries to do a wholesale business is making an awful mistake and sooner or later will be an incurable case of financial pro-nomia. He should look after family trade, and keep pure goods. The man who jobs must carry all sorts of cheap mixtures and compounds.

To obtain a good, first-class family trade you must do a cash business.

Then, Mr. Grocer, do it now. Give up your mixing and give pure foods to your patrons instead.

\* \* \*

Talking about clerks, the thoughtful, painstaking kind is in the minority. The young man who wants to be a good clerk and afterwards a good business man, must be able to discern and grasp opportunities of improving himself all the time and not try to take up too many distractions outside of business. Recreation is necessary, but there is a limit.

In the Old Country the clerk used to work in a hard school. He was taught to rise early in the mornings and not to be too anxious about closing hour. To cut up the large sheets of paper into suitable sizes. To open up the boxes carefully and nail the lids on again so they could be disposed of and turned into money. To sell old goods first and not to put new goods in front of them. To wear clean aprons, look tidy and pleasant, and wait on customers well and make them feel he is glad to see them and have them come back again. A good clerk is a good asset, and Canada has the material. With better prices and less cutting we can give them as good wages as Uncle Sam and keep them at home.

\* \* \*

Attempts have been made by coffee roasters and grinders of Canada to put up goods to compete and win against American houses, but they seem to fail, like Sir Thomas with his yachts. Why is it? The quality of goods, or lack of advertising?

\* \* \*

"Yes," said Jim the Grocer, "the advance in tea is going to make it hard for the package tea men to put up a good 25c. line."

The coupon business is fast fading away, and the sooner the better. It creates a lot of annoyance.

Kingston is to have a Made in Canada exhibition for the benefit of the hospital.

Capt. Sharp has again resumed his duties as head clerk in Crawford's grocery store. The captain is an all round athlete, a practical joker and public entertainer. He often appears at concerts and always puts his audience in good humor.

Arthur Bryant, clerk for Gilbert Oster, of Plevna, died suddenly of heart failure, while bathing in the lake. Arthur managed one of Gilbert's stores in Kingston at one time and was popular and well thought of. His sudden death has cast a gloom among the grocery element here, and his parents are heart broken.

Albert Hebert, of the firm of Hudon Hebert & Co., Ltd., Montreal, is still traveling on his European trip. He writes that he is enjoying the vacation immensely. When last heard from he was at Berlin, Germany.

J. A. Stephenson, Arthur, has refitted his store for the fall trade. Mr. Stephenson has done remarkably well since he took over the business from his father and is to be complimented. He has many admirers in his town and his likeableness is reflected in his business.

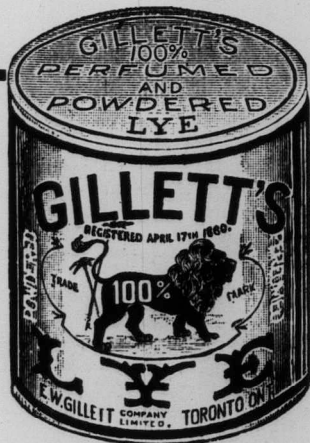
**LEA AND PERRINS'**

**SOLD BY FIRST-CLASS GROCERS ONLY!**

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

**SAUCE**

BY ROYAL WARRANT.



**Millions of People Use Gillett's Lye.**

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

**GILLETT'S LYE EATS DIRT!**

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.



plentifully, but the prices are too high to admit of much business passing. Late valencia oranges are showing up better each carload and dealers declare the stock to be unusually fine. Bananas, which have been high at seaboard throughout the season, show a tendency to decline, and the demand continues as brisk as ever. It is probable, however, that with the heavier arrival of the Canadian small fruits, both the inquiry and the price will ease off somewhat.

Oranges—

Late Valencias (California), extra fancy, 96's ..	4 25	4 75
" " " 126's ..	5 00	5 50
150's, 176's, 200's, 216's ..	5 25	5 50
Late Valencias (California) fancy, 96's ..	4 00	4 25
" " " 126's ..	4 75	5 00
" " " fancy, 150, 176, 200, 216 ..	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 51
Sorrentos, 20's 300's ..	3 00	3 75
Lemons, Verdillia, 300's ..	5 00	5 50
" " 2's 300, 360 ..	4 50	5 00
" Messinas and Sorrentos, 30's ..	4 25	5 00
Pineapples, 30's, per case ..	5 00	5 50
" 35's, ..	4 50	5 00
" 42's, ..	3 75	4 00
" 48's ..	3 00	3 50
Bananas, Jamaica firsts, per bunch ..	1 60	2 50
Bananas, jumbo bunches ..	2 00	2 50
Strawberries, Canadian per qt. ....	0 08	0 11
Cherries, Canadian, eating, per lask t ..	1 25	1 50
" " cooking ..	1 00	1 25
Cantaloupes (California), per crate ..	7 00	8 00
Limes, per crate ..	1 00	1 25
Watermelons, Florida, each ..	0 40	0 45
Gooseberries (Canadian), per basket ..	0 90	1 25

VEGETABLES.—Canadian tomatoes are expected to be on the market shortly, the hot weather having arrived at the right time to force the growth along. A heavy crop is anticipated. Egyptian onions are still quoted but the stocks held by dealers do not collectively amount to much. Cauliflower is expected to go lower almost immediately. A car of Canadian new potatoes arrived on the market early in the week, but the stock was not attractive and did not meet with much favor from buyers.

Potatoes, Delawares, per bag ..	1 00	1 05
" Ontario ..	0 75	0 85
New potatoes, per bbl ..	3 15	3 50
Onions, green per doz ..	0 15	0 20
" Egyptian, 110-lb. bag ..	4 10	4 50
Cabbage, new, per case ..	2 75	3 00
" Canada per bbl ..	2 25	2 50
Beets, new, per doz. bunches ..	0 30	0 40
Carrots, Canadian, per doz. bunches ..	0 40	0 60
Carrots, new, imported, per box ..	2 25	2 50
Lettuce, Canadian leaf, per doz. bunches ..	0 40	0 75
Spinach, fancy, per bush ..	0 50	0 75
Radishes, Roseland, per doz ..	0 25	0 35
Cucumbers, imported ..	2 00	2 75
" Canadian, per bush ..	1 00	1 25
Cauliflower, per doz ..	1 25	1 75
Beans, green, per bushel ..	2 25	2 50
Green peas (Canadian), per basket ..	0 40	0 75
Tomatoes, Texas, 4-basket crates ..	2 00	2 50
Parsley, per doz ..	0 25	0 35
Rhubarb, per doz ..	0 40	0 50

FISH.—The fish business is quiet, but compares favorably with the amount usually transacted at this time of year. The supply of fresh fish is none too large, but at that is ahead of the demand.

Perch, large, per lb ..	0 06	0 07
Blue pickerel, per lb ..	0 06	0 07
White fish, Georgian Bay, per lb ..	0 10	0 12
Whitefish, winter caught, per lb ..	0 10	0 12
Haddock, fresh caught, per lb ..	0 07	0 08
Herring, medium, per lb ..	0 05	0 06
" Jumbo, per lb ..	0 09	0 10
Sea salmon, per lb ..	0 17	0 18
Trout, fresh, per lb ..	0 08	0 10
Osages, per basket ..	1 00	1 25
Labrador herring, per bbl ..	4 75	5 00
Cod, fresh caught, per lb ..	0 07	0 08
Halibut, fresh caught ..	0 08	0 09
Shredded cod, per lb ..	0 08	0 10
Shredded cod, per doz ..	0 90	1 00
Halifax fish cakes, case ..	2 40	2 75
Live lobsters ..	0 17	0 18
Mackerel, each ..	0 17	0 22
Sauefus, small white, per lb ..	0 06	0 07

White & Co. are handling large quantities of California peaches, pears and plums. The quality is improving. Some good Bartlett pears and St. John peaches were received in last car and sold at fair prices.

# JULY LEMON Weather

When you are ordering, remember we have the goods.

*Fancy Verdillis, sound and juicy,  
Watermelons, Pineapples, Bananas,  
Oranges, California Fruit in abundance*

**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

## YOU ALWAYS GET THE BEST GOODS

obtainable when you send your orders to us.  
We have arriving daily

**FRESH** Strawberries, Tomatoes, Pine-apples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

**HUGH WALKER & SON**  
Established 1861 Guelph, Ont.

**FRUIT GROWERS' DIRECTORY.**

The first annual directory of the Niagara District Fruit Growers has been issued by the Niagara District Fruit Growers' Directory Company, of St. Catharines. It is published in the interests of the fruit growing and handling industry and includes the names of the leading commission houses and wholesale and retail merchants handling fruit in Ontario. Practically all the fruit growers of the Niagara Peninsula are listed, the few exceptions consisting, according to the publishers' preface, of those "who wish to be considered extensive growers and who, for obvious reasons, declined having their 'extent' published."

The directory should be of inestimable value to all who are in any way interested in the fruit growing industry, and a copy may be obtained by applying to the publishers.

\$16 per case is being paid for lobsters, at St. John, and the market continues very firm.

Latest reports from St. John's, Newfoundland, state that the shore fishermen are making good catches. One trap at Cape Broyle took 100 quintals at one haul.

The first car of Elberta peaches was received by White & Co. this week. The stock was good, and brought \$3.50 per crate.

**PERSONALS.**

P. J. Cuddy, traveler for the Montreal Packing Co., Montreal, has left for the Maritime Provinces, where he will remain for two weeks on business.

James Ireland, general merchant, Durham, is anticipating a trip to Montreal in the Masonic interest in the near future. He's sure of a good time and as a close observer will have some interesting incidents to relate.

J. W. Irvine, Clinton, is expecting to leave for the west on Aug. 1st. He intends to be gone a month visiting his son, the dentist, at Calgary, and another son who is accountant with a large manufacturing firm in Moose Jaw.

J. W. Shields, formerly of Grand Valley, has opened a general store in Elora. He has fixed the place up in first-class shape and it is a credit alike to himself and the town. He has started in the right way to build up a big trade.

R. E. A. Stinson, general merchant, Moorefield, gave out he would attend the Orange demonstration in Arthur. Mr. Stinson has a reputation for wit. "I'm anxious to have Stinson's opinion

and description of the gathering," remarked a traveler, "it will be comical."

Mr. Green, of the Anglo-American Direct Tea Co., Toronto, was in Montreal this week interviewing the wholesale trade, along with their agent there, Alex. Hendery.

J. S. Ireland, Mount Forest, last week killed two birds with one stone by taking a bowling team to London. Besides enjoying himself on the green he improved the opportunity to do some seasonable buying. The bowlers went out in full regalia and had a good time.

Gilbert McKechnie, of M. G. & J. McKechnie, Durham, is looking forward to a trip west on business. Mr. McKechnie is secretary-treasurer of the Portland Cement Co., Durham, and his work has been heavy enough of late to tell upon his health. It is hoped he will return from the west feeling quite himself again.

Geo. Ballantyne, traveler for Melagama tea, is under way again after laying up to repair an injured leg. He made the mistake of getting into a rig behind a kicking horse, and when the animal began his performance, Mr. Ballantyne attempted a hasty exit, tripped and fell, cutting a deep gash from knee to ankle on a sharp part of the buggy. He kept on for a week, but finally had to rest up.

**THE LATE MARTIN F. NIERMEYER**

The many friends of Martin F. Niermeyer, known almost universally in the trade as Mr. Martin, of G. F. Sutton, Sons & Co., London, England, will regret to learn of his sudden death at Saskatoon, after a few hours' illness. Mr. Martin had made a number of successful trips from east to west in Canada, solely in the interests of Messrs. Sutton's and a year or two ago made a trip around the world, visiting China, Japan, India, South Africa, Australia, and New Zealand. Besides being a most successful traveler and a keen business man, he was an accomplished linguist, and he received renewed proofs of the popularity of his firm's goods, by his success on the tour which was so shortly to end in Canada.

A successor to Mr. Martin will be appointed as quickly as possible, and the firm's customers will be duly advised.

To Mrs. Martin we tender our sympathies.

**TEA IMPORTS.**

The importation of tea into the United States via Canada in the calendar year 1906 amounted to 2,301,201 pounds, valued at \$548,290. This was admitted free of duty, as there is at present no customs charge on American tea imports. Canada has the following customs regulations for this article: "Tea and green coffee imported direct from the country of growth and production and tea and green coffee purchased in bond in the United Kingdom, free;" from other countries, including the United States, 10 per cent. duty is imposed. Under this tariff restriction the shipments of tea from the United States to Canada in the fiscal year 1906 amounted to only 78,564 pounds, valued at \$18,522. The foregoing facts are furnished by the Bureau of Manufactures.

**FLORIDA PINEAPPLES****LAST CAR OF THE SEASON**

Chase's packing. 18's \$5.00. 24's \$4.75. 30's \$4.50.  
36's \$4.25. 48's \$3.65. f. o. b. Montreal.

**MONTREAL FRUIT EXCHANGE**

195 MCGILL STREET.

MONTREAL.

**! SALT ?****Full Stocks****All Lines****VERRET, STEWART & CO.**

LIMITED

**MONTREAL**



# "The Finest Flavored Fish in the World are caught off the Coast of Nova Scotia"

YOU have often heard this before, but we repeat it to remind you that the Prepared Codfish done up in packages and bearing this



all come from the waters which are famous for the fish they produce. When talking fish to your customers do not forget to mention this fact.

Sole Packers

## Atlantic Fish Companies, Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal

Stuart, Watson & Co., Winnipeg

Chas. Milne, Vancouver

Every fish canned isn't a Sardine, but every fish in a tin of

## "King Oscar" Sardines

is the real thing.

It is so real that those who "know" can't be persuaded to use any other. There's something so rich, clean, and flavory about a King Oscar Sardine that one can't get away from the desire for more.

That's the kind to sell to your customers they will use a lot this summer.

*For sale by all 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.

## MARITIME WHOLESALERS AT ST. JOHN, N.B.

**Maritime Wholesale Grocers' Association in Convention — Largest Attendance on Record—Sugar Dropped 20 Cents in Four Weeks — Crop Prospects.**

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., July 15.

The annual meeting of the Maritime Wholesale Grocers' Association was held Wednesday morning, July 10, in the Board of Trade rooms here. The attendance was the largest in the association's history, indicating an increased interest in the organization. A good deal of routine business was transacted.

All the grocers reported that the present year was the most prosperous in their experience, far exceeding that of previous years. The markets had been most favorable, and the outlook was extremely bright. The price committee did good work in the past year, arranging fixed prices on canned corn, tomatoes, peaches and strawberries, gelatine and brooms.

The business session was concluded after one o'clock. Officers were elected as follows:

W. C. Cross, St. John, president.

H. G. Bauld, Halifax, 1st vice-president.

W. H. Aitken, Charlottetown, 2nd vice-president.

Price Committee—W. C. Cross, G. E. Barbour, C. H. Peters, St. John; M. Dwyer, Halifax; E. T. Higgs, Charlottetown.

The delegates in attendance at the meeting were:

Halifax—R. M. Symonds, Henry G. Bauld, John E. Hills, Arthur C. Pike. New Glasgow—Robert Murray.

Yarmouth—R. W. Brown, J. L. Lovitt. F. C. Kenney, J. A. Kirk.

Amherst—D. A. Morrison.

Truro—Albert S. Black.

Moncton—J. H. Harris, J. F. Edgett. Charlottetown—E. T. Higgs.

St. John—W. C. Cross, A. Malcolm. W. L. Harding, Thomas Gorman, C. E. Cowan, R. M. N. Robertson, W. M. Barlow, G. E. Barbour, I. H. Northrup, S. A. Jones.

In the afternoon the visiting delegates were treated to a sail on the St. John River on the steamer Champlain as the guests of the St. John members of the organization. They went half way up the Belleisle, and a beautiful sail was enjoyed. Dinner was served on board.

The visitors were delighted with the trip, and on motion of E. T. Higgs, of Charlottetown, seconded by H. G. Bauld, of Halifax, a hearty vote of thanks was tendered the St. John members who furnished the excursion and entertainment. The visitors left for their homes in the evening.

### Sugar.

A decline of twenty cents in the price of all grades of refined sugars has taken place in the last four weeks. On June 18, a drop of 10 cents was announced, and a further decline was reported on

July 9 of a like amount. This is considered very unusual, coming, as it does, on the eve of the "preserving season." Local wholesalers are at a loss to account for the drop, except that some of the refiners wish to unload some of their stock. There has been no change in the quotations of the raw material. The drop in price is hardly sufficient to affect the consumer.

### Crops.

John Macaulay, of Lower Millstream, Kings County, was in the city last week. He says that crop prospects have very materially improved in the country within the last fifteen days. Up to that



Geo. H. Campbell, Red Rose Tea.

He always looks happy, because that's the way he feels

time things looked pretty blue, but now everything points to at least an average year. Hay will be about the same as usual, he said, and all kinds of grain and potatoes promise excellent yields. Owing to the lateness of vegetation this spring, nothing has been killed by the late frosts, and berries and fruits are quite up to the average.

### Meats.

The wholesale price of the best quality of western beef is now 9 to 10c. a pound. Butchers' beef is quoted at 8½ to 10c., and country beef 7 to 9c. Mutton is also easier, at 8 to 10c. Lamb is getting quite plentiful, but as yet the price is unchanged. The only quotations are by the carcass, \$3 to \$5.

### Butter.

Butter has fallen off in price in the produce market, rolls selling at 19 to 21c., and tubs 18 to 20c. Old potatoes will soon be off the market and what

stock is left is offering for from \$1.80 to \$2 a barrel, a decline of from 20 to 25c. since last week.

### Potatoes.

According to all reports, the potato crop this year will be very large, much greater than heretofore, as the demand for potatoes from this province is becoming greater every year. In Carleton, York, Victoria and Westmoreland counties a much larger area has been sown than in former years, and the farmers predict that the present year will be by far the most successful ever experienced. Dozens of big potato warehouses have been built for storing the crop and the shipments from New Brunswick to Upper Canada and the West Indies will be the greatest ever.

\* \* \*

In the grocery and provision line cheese has eased off a little, while beans have advanced owing to discouraging crop reports.

The reports from cheese and butter factories throughout Kings county are more encouraging now than at any time since the spring opened. The recent rains have helped the pasturage materially and the flow of milk is increasing. The gain means much for the business interests of the county.

\* \* \*

The explosion of a lamp in the cellar was responsible for a fire in Robertson & Co.'s grocery store, on Main street, on Thursday evening last, that did about \$1,000 damage. Insurance to the extent of \$2,000 was carried.

\* \* \*

Stanley Howell and J. V. Kierstead, two of T. H. Estabrooks' travelers, in company with Walter Rollinson, of London, England, pride themselves with holding the Kings county record of trout fishing. During Tuesday and part of Wednesday of last week they caught over 200 of the speckled beauties at Jack's Lake, varying in weight from one-half pound to one and three-quarters. They also saw two moose, a bear, wildcat and fox, but owing to the present restriction of the game laws they were left unmolested.

### A MONTH'S PLAY.

George Campbell, Toronto manager for T. H. Estabrooks, and chief pusher of Red Rose tea in Ontario, is taking a holiday. The accompanying striking likeness shows his start. He always was a hustler. This trip he is headed for his old home in Hartland, N.B., whither his wife preceded him a little while ago. Hartland is on the St. John River and is in Mr. Campbell's estimation the choicest spot without the pearly gates. He will spend a day en route with Walter Gaden, the Red Rose tea man in Montreal. The week of Aug. 5 will be occupied by the Red Rose annual reunion in St. John and Mr. and Mrs. Campbell will return to Toronto about Aug. 14.

During Mr. Campbell's absence, Walter Harrison of the St. John office, Mr. Estabrooks' secretary, will superintend the work in Toronto. Mr. Harrison has been there before and is a favorite with the staff.

**WHERE HAS THE TEA TRADE GONE TO ?**

To the Editor Canadian Grocer :  
 Replying to the comments subscribed by a correspondent of The Canadian Grocer regarding the letter of the writer, which appeared in your valued paper under date of July 4th, I fear that the gentleman who inspired this criticism jumped at conclusions without verified data. He makes caustic remarks about my references to the "decreasing tea consumption in the United States and Canada," and uses rather extreme language in his exceptions thereto. He says that the writer should consult statistics of imports in both Canada and the United States before rushing into print with such a statement, and, therefore, I take pleasure in giving the following statistical facts,

which prove my statement and which can be verified by referring to the Custom House reports of either country.  
 The increased population in both countries has been most rapid (within the last ten years) and the import of teas to-day would necessarily have to show much larger quantities to equalize the per capita consumption of 1897, but notwithstanding, however, the import of China teas into the United States in 1904 totalled 53,146,080 lbs.; in 1905, 42,938,984 lbs.; in 1906, 37,466,689 lbs., thus showing a decrease in China teas in three years of 15,679,391 pounds.  
 The importation from Japan in 1904 totalled 42,711,127 lbs.; in 1905, 41,823,-

115 lbs.; in 1906, 37,806,414 lbs., showing a decrease in Japan tea during the same period of 4,904,713 lbs.  
 The importation of India and Ceylon teas in 1904 was 7,674,663 lbs.; in 1905, 7,813,564 lbs.; in 1906, 7,340,106 lbs., showing a decrease in India and Ceylon teas during the same period of 334,557 lbs. You will notice that in 1905 there was an increase over 1904 in the importation of India and Ceylon tea, when a decrease followed in 1906 which carried the number of pounds imported in 1906 below the importation of 1904.

The total importations from other Asiatic countries in 1904 was 450,923 lbs.; in 1905, 658,076 lbs.; in 1906, 456,731 lbs. The total imports from the United Kingdom, Canada, and sundry other countries to the United States in 1904 shows a total of 8,915,224 lbs.; in 1905, 9,472,860 lbs.; in 1906, 10,551,810 lbs., an increase of 1,636,586 lbs. The grand total of all teas imported into the United States less tea exported therefrom in 1904 totalled 109,614,993 lbs.; in 1905, 101,937,084 lbs.; in 1906, 92,561,498 lbs.

In these days of extraordinary prosperity, in this period of strenuous commercialism, many firms are striving to introduce package teas, but notwithstanding, the grand total decrease in the United States importations of tea within three years was 17,053,495 lbs.

Now, a word about Canada. It may interest you to know that the imports of India and Ceylon teas in 1905 totalled 18,312,396 lbs.; in 1906, the India and Ceylon imports totalled 20,447,304 lbs., showing an increase of 2,134,908 lbs.

The total import from China, Japan, and other countries into Canada in 1905 was 8,001,846 lbs.; in 1906, 5,185,323 lbs., showing a decrease of 2,816,523 lbs. The exports from Canada to the United States, Great Britain, Newfoundland and other countries in 1905 totalled 1,921,841 lbs. and in 1906, 2,387,358 lbs., leaving a net import into Canada in 1905 of 24,392,401 lbs., and in 1906, 23,245,269 lbs., showing a decrease between 1905 and 1906 in Canadian imports of 1,147,132 lbs.

The census and statistic department of the Canadian Government has figured the population in Canada up to April 1st, 1907, at 6,504,900, which shows an increase of 1,133,586 inhabitants, during the last six years, which should be accounted for in the per capita consumption of tea.

The Canadian consumption of Japan and China teas show a decrease during the same period of 2,816,523 lbs., whereas the India and Ceylon teas show an increase of 2,134,908 lbs., thus leaving a deficit of 681,615 lbs.

Where has the tea trade gone to ?  
**GEORGE LEWIS.**  
 George Lewis & Company, Chicago.  
 Chicago, July 11, 1907.

**TAKE YOUR TIME.**

Don't leave your advertisement writing until the last minute. An ad that is dashed off without thought is almost invariably a pretty poor ad. Take your time to it and write something that means something.

Roberston & Co., grocers, of St. John, N.B., have suffered loss by fire. Some insurance was carried.

# The Standard Olive Oil

## BARTON & GUESTIER

### BORDEAUX, France

ESTABLISHED 1725

Shippers of the Highest Grade

OF

# Olive Oil

In Quarts, Pints and Half-Pints

---

## JOHN HOPE & CO.

Sole Agents for Canada

### MONTREAL



## CIGAR GOODNESS

Some grocers overlook that point - although there isn't a grocer in Canada who can afford to do so. The quality of your goods originates more trade than almost anything else, while it is absolutely certain that quality goods can alone retain trade. You must cater to the tastes of your customers, and—judging by the orders arriving from grocers in all parts of Canada—the

# PHARAOH and PEBBLE

cigars must be mighty popular. There are reasons for their popularity.

**Pharaoh** is a carefully made cigar—I personally select and supervise the maturing of every leaf of tobacco used in my factory—and easily worth fifteen cents but retails for ten.

**Pebble** is the five-cent head liner. Smokers marvel at its goodness and some grocers sell it for ten.

**N. B.—The Payne Plan of doing business says more for the sterling quality of my cigars than all the words we could print. Do you know that plan?**

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

## Good Business

The kind of business that pays depends largely on the brands of tobacco you carry. There was a time when tobacco had little to do with the grocery business; but that's so long ago that we do not remember it. There's a multitude of men sitting in smoking jackets and here's about the way Mr. Smoker talks: "You might make it a point to order your groceries at Smith's. Smith carries a good stock of

# T. & B.

the best tobacco placed on the market to-day. The Grocer who is wise enough to appreciate tobacco quality and its influence is wise enough to appreciate quality in every article he sells. Go to Smith's and, by-the-way, you might bring a couple of packages marked **T. & B.** with you." Enough said for the shrewd grocer to think over.

**T. & B. Tobacco sells more than Tobacco.**

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

**HAMILTON, CANADA**

### THE GROCE THI

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**THE GROCER, THE FARMER, AND THE CITY BUYER.**

The Guelph correspondent of The Canadian Grocer, recently, after writing of the efforts of Toronto wholesale buyers with farmers in the Guelph market on a Saturday morning, continues:

Now what I can't understand is why these Toronto buyers can't come in and say on Friday night: "I will give you so much for your surplus stock on Monday morning," and then stay off the market and let the grocers go ahead and get what trade they can out of the farmers on a Saturday. Why I remember when the boss would come along on Saturday morning and say: "Boys, so much for eggs and butter to-day in trade; no cash," while to-day I venture to say not one grocer in Guelph can say to a first-class butter maker: "You must trade it out." He simply cannot do it. Why, to-day in Guelph the farmers to my own knowledge don't trade half of their produce out, in fact, the best butter makers won't. But why? Just because the grocer hands out the cash and his next-door neighbor has something special for Saturday, and the next, &c., and the farmer's wife is a good buyer as well as a good seller.

There is no use kicking individually, but get together. If we have to pay the cash let us fight him on Toronto market or some other together, and in a short time the Toronto buyers will be out of our way on a Saturday.

**BUILDING UP TRADE IN NEW-FOUNDLAND.**

T. A. Macnab, the head of T. A. Macnab & Co., manufacturers' agents and commission merchants, St. John's, Newfoundland, was formerly with Mathewson's Sons, Montreal. For some eight years he was their sole representative in the city of Montreal and left them three years ago to go to St. John's to look after the agency part of the business of W. A. Munn. On the first of the present year Mr. Macnab took over this part of the business on his own account.

The offices of the firm are in the Cabot Building and are centrally situated. The accounting work is under the management of E. M. Macnab, who was some ten years accountant with Chas. Gurd & Co., Montreal.

The following are some of the Canadian firms represented by the firm: The Canadian Salt Co., Windsor; the F. F. Dalley Co., Hamilton; the Edwardsburg Starch Co.; MacLaren Imperial Cheese Co.; Truro Condensed Milk Co.; the Walter M. Lowney Co. Besides these Canadian houses they also represent a number of American and continental firms. They are also exporters of Newfoundland products and their aim is to ship only the first qualities.

**CONDENSED INFORMATION.**

"15 minutes with Edmonton, for the busy man of the 20th century," is the title of a handy folder, issued by the Publicity Department of the Edmonton Board of Trade. The remarkable amount of condensed information contained in this folder is well worth more than a quarter of an hour's study, but anyone who only dips into it for this amount of time cannot fail to learn many facts about the Alberta capital,

of which he was formerly ignorant. Among other information is given 70 "Facts about Edmonton," 19 buildings, institutions, etc., which Edmonton "will have in the near future," 27 different kinds of factories wanted, fifty-two different occupations, reliable representatives of which can always be sure of securing good positions in Edmonton, "Facts for Farmers," and 13 things "To Remember" about the city for men who are thinking of locating there. A fine colored panoramic view of the city as it stands to-day is shown, maps of Alberta, of the Edmonton and Peace River districts are given, and a number of fine photographs representative of the best scenery of the country, are reproduced.

Especially attractive is a sheet of "Photographs of Peace River Scenes," reproducing with admirable fidelity a comprehensive selection of the rivers, wheat fields, ranches, homesteads, and farms that together contribute to the attraction of the Peace River district. A copy of this folder, with any other information desired, may be had on application to the secretary of the Edmonton Board of Trade.

**PERSONAL.**

C. Stephens, of C. Stephens & Co., Collingwood, was in Toronto the early part of this week.

F. W. Morley, vice-president Canada Brokerage Co., Toronto, is on a trip to Manitoba, and through to Victoria.

F. W. Thompson, vice-president of the Ogilvie Flour Mills Co., Montreal, has just returned from a two weeks' resting trip at St. Andrews.

R. Carrigan, traveler for Laporte, Martin & Co., Montreal, was in Ottawa throughout the present week in the interests of the firm.

James H. Robinson, Canadian advertising manager for the N. K. Fairbank Co., Montreal, spent some days this week with the trade in Toronto.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**CLAY PIPES**

THE BEST Made ARE

**McDOUGALL'S**

Insist upon this make

**D. McDOUGALL & CO.,** Glasgow, Scotland.

Firm Established in 1887

**JOS. COTE**

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town  
Warehouse: 119 St. Andrew St., Lower Town  
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS } 5c.  
CHAMPLAIN }  
E SERGEANT 10c.

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

## GROCERY TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., July 15.

The grocery markets are quite active, and there is a good demand for some lines. With berries coming in the demand for sugar increases, and will likely continue for some time. Pork and lard are a little easier, but beans have been advanced 25c. per bushel. Beef packers have not been offering any quotations for the past fortnight, owing to the scarcity of cattle and the fight in Chicago between the packers and the cattle dealers. Seeded raisins are now selling at 13c., an advance of 1c. per pound since last week. All dried fruit is becoming rather scarce. The wheat market is very strong, and oats and corn are very strong. The receipts are improving some and it is thought that the highest prices have been reached. Bran is more plentiful and the stocks are equal to the demand. Middlings are as scarce now as at any time during the winter.

Strawberries are now coming in very plentiful and the price has dropped rapidly. During the latter part of last week berries retailed at 25c. per box. Early this week a big shipment of Canadian berries arrived, followed by a lot of American, and then the Nova Scotia berries commenced to pour in. The price dropped to 18c., and as the Nova Scotia berries were arriving at the rate of 200 and 300 crates daily, the price continued its downward tendency until three boxes could be purchased for a quarter. The local berries are of very fine quality and they forced all the others off the market.

Butter and Eggs.—There is a good demand for the former, but for the latter it is light. The receipts of both are fully up to the average. There is considerable choice dairy butter coming on the market now and this helps to relieve the demand for creamery, the sales of which have been very heavy during the past season, though the price was high. All the creameries were taxed to their utmost and the change is most welcome. Good dairy butter in small tubs can now be purchased for 23c. Creamery is holding firm at 25c. to 26c. Eggs appear to be plentiful, with the price steady at 17c. for Nova Scotia.

\* \* \*

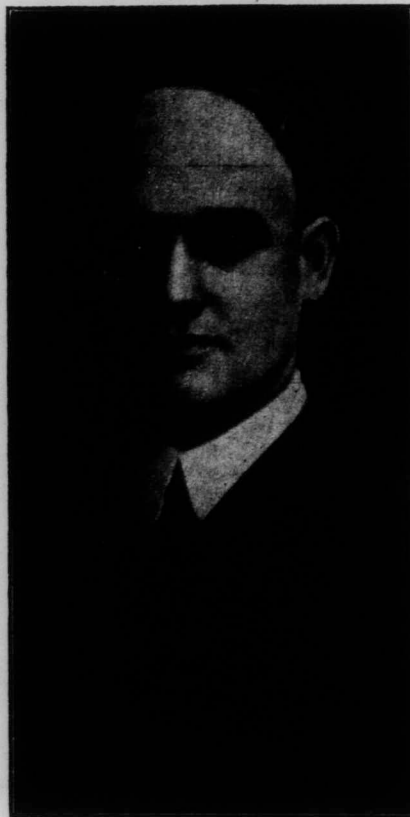
The steamer Boston, which arrived here on Friday last from Jamaica, landed 950 tons of cargo, which included sugar, cocoanuts, honey and bananas. The schooner Burleigh, which arrived during the latter part of the week, landed 276 puncheons, 41 tierces, and 36 barrels of molasses. The cargo was from Barbadoes.

\* \* \*

Bauld Bros., one of the oldest and most reliable wholesale grocery firms in Halifax, has been re-organized as a joint stock company and will in future be known as Bauld Bros., Limited. The transfer has just been completed and the new firm will carry on the business on a more extensive sale. The officers of the new company are: President, Henry G. Bauld; directors, W. C. Bauld, A. M. Bauld; treasurer, Hugh Johnstone; secretary, John L. Wilson.

No change will be made in the staff or the management of the new company.

The name of Bauld has always been associated with courtesy to customers, prompt and fair dealing and the officers of the new company are determined to keep up this reputation. Besides the main house in Halifax, this firm has two outside branches, one at Sydney, and the other at Springhill. The new company's growing trade throughout the province made it necessary for them to establish warehouses at these points and complete establishments are maintained there. Altogether upwards of



ALEX. MacWILLIE  
United States Manager, MacLaren Imperial  
Cheese Co.

forty people are employed by the company.

The firm carries a very extensive stock and makes a specialty of fancy goods. It is claimed that the firm handles more fancy goods than any other east of Montreal.

\* \* \*

Ex-Ald. John F. Ryan, who conducted grocery stores on Argyle and Pleasant streets for a number of years, has disposed of his stock at auction. Mr. Ryan has been appointed to the staff of the Inland Revenue Department at Halifax.

All the wholesale grocery establishments in this city close at one o'clock on Saturday afternoon, and also several other lines of business. Recently the employes of several establishments endeavored to have the retail stores

close on Saturday afternoon and evening, but the movement was not very favorably received. The merchants would not entertain such a proposal while Saturday remains "pay day."

### ALEX. MACWILLIE'S NEW SPHERE

#### Heinz Co.'s World Traveler Goes to MacLaren Imperial Cheese Co.

Alex. MacWillie has given up his position as world organizer with the H. J. Heinz Co., to become United States manager for the MacLaren Imperial Cheese Co. Mr. MacWillie is much more than a salesman. He has introduced the "57 Varieties" into many foreign countries in a way that has spelled success from the start. For instance, on his latest trip round the world, and it was one of many such, he gave a dinner of Heinz goods to the royal princes of Siam, the oldest ruling family in the world.

Mr. MacWillie is a remarkable man. He came off the farm with his brother, both young men, and started a retail grocery store on King street, Toronto. Some time later, when the Confederation Life Insurance Co. erected the largest and finest building in the city, MacWillie Bros. rented a large section of the ground floor with frontage on Yonge and Richmond streets, and proceeded to put the retail grocery business in Toronto on a new footing. They had the most attractive foodstuff store in Canada. They organized a systematic delivery system. They made the distribution of groceries an art. But the new venture fell upon hard times; Toronto suffered years of grinding depression. The venture was several years too soon. The business was wound up, and Mr. MacWillie's health failed. He went to the States and engaged as salesman with the Heinz Co. A remarkable thing about Mr. MacWillie is his self-confidence. He would not work on anything but a commission basis, and he was going to Atlantic City, where, before his time, no Heinz salesman had been able to pay expenses. He was still an invalid, but within a couple of years his income was greater than that of the manager of his district. That was but the beginning of his success with the "57 Varieties."

Mr. MacWillie evidently thinks there is for him a larger future handling in the United States (with an eighty million market to develop) MacLaren's Imperial cheese and Maconochie's goods for which the MacLaren Co. are the American agents. Mr. MacWillie may rest assured that the grocery trade in Canada will watch his career with interest and wish him all kinds of success.

#### ENCLOSE SLIPS IN PARCELS.

An Illinois hardware dealer runs a small ad in two local daily papers, changing his copy every day. From each ad he has one of the papers reprint a lot of slips on good paper. These are placed on counters in the store and wrapped up in every package that leaves the store. This is a very cheap and effective way of advertising. The slips cost only for the paper and presswork, as the composition is already paid for in the ad.

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*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.*



**HIS MAJESTY THE KING**

*Sole Proprietors:*

**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.*

## BECAUSE IT PAYS

Shrewd Grocers stock favorite brands of goods because it pays to do so. And most grocers know that

# Purnell's Sauces—Pickles—Vinegar

are popular favorites because of quality and purity. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. They'll pay you and please your patrons.

**PURNELL WEBB & CO., Ltd.**  
**Bristol, Eng.**

EST. 1750

Apply to Agents for further particulars:

**J. W. GORHAM & Co.,** Jerusalem Warehouse, HALIFAX, N.S.  
**E. JARDINE,** ST. JOHN, N.B.  
**H. HARRARD,** CHARLOTTETOWN, P.E.I.  
**R. MITCHELL & Co.,** 26 St Peter St., QUEBEC.  
**C. S. HARDING,** Room 46, Canada Life Building, MONTREAL.  
**BICKLE & GERRING,** HAMILTON, ONT.  
**CARMAN ESCOTT Co.,** 723 Union Bank WINNIPEG, MAN.  
**O. E. JARVIS & Co.,** VANCOUVER, B.C.  
**KYLE & HOOPER,** 27 Front Street East - TORONTO.

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF

# Symington's "Edinburgh" Coffee Essence



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

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


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

**Thos. Symington & Co.**  
**EDINBURGH**

Agents for Ontario—  
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—  
Messrs. F. L. Benedict & Co., Montreal.

**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.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**Yearly Contract Rates.**

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

**BUSINESS CHANCES.**

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

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

**\$11,000 GENERAL BUSINESS**, good country town, eighty cents on invoice. John New.

**\$5,000 HARDWARE**—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

**FIRST-CLASS Residential Grocery** doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

**FOR SALE.**

**FOR SALE** at a bargain—coffee roaster, fan and cooler. Apply Geo. Marshall & Co., London, Ont.

**FRUIT GROWERS' DIRECTORY.**

**WHOLESALE AND RETAIL GROCERS**, Attention—The Niagara District Fruit Growers' Directory is now being distributed all over Canada, why? Because it contains the names of all the fruit growers of the Niagara Peninsula, giving the post office address, shipping stations, phone number; express, railroad and steamship service, together with the number and variety of fruit trees, and the acreage and variety of small fruits, etc. The growers listed will ship to any reliable merchant, any kind and quantity of fruit desired, and at reasonable prices; the fruit will have only one handling and one shipping expense, and will arrive in first class condition without any middlemen getting a profit out of it. The directory will be sent post paid to any address on receipt of one dollar. The Niagara District Fruit Growers Directory Co., Box 302, St. Catharines, Ont.

**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.

**BOY WANTED**

**TO START IN BUSINESS FOR HIMSELF.**

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

**The MacLean Pub. Company**  
10 Front Street East, TORONTO, CANADA



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

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### A Dollar Saved Is a Dollar Made.



This cut shows the **Diamond Hall Awning**, Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

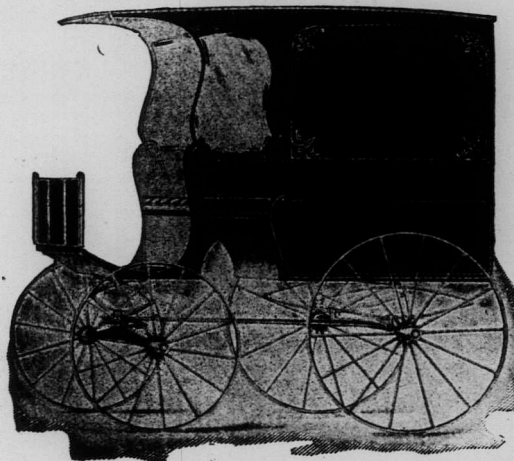
**Durability, Ease of Operation and Reasonable Price.**

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

## Wm. Bartlett & Son

20 Adelaide St. West, Toronto

### The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. **EWART'S** waggons are easily the best on the market.

Write for prices

Phone 1188

## J. A. EWART,

257-9 Queen St. E.  
TORONTO

### This Canner Cans at Home

You operate the Modern Canner right on your own farm or in your own store.

Fruit growers, vegetable growers and grocers use it. Saves all waste. Profits are large.

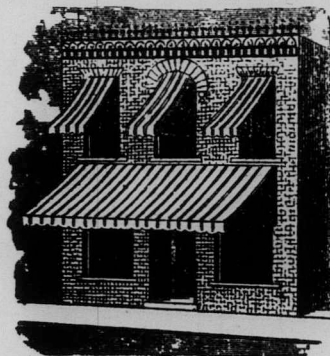
Put up your surplus perishables and market them to the best advantage.

Our descriptive booklet tells all about the Modern Canner. Write for it.

## The Modern Canner Co.,

Canadian Branch, St. Jacobs, Ont.

IF YOU  
WANT AN  
AWNING,



WHY  
NOT  
TRY

## The Tobin Tent & Awning Co., - Ottawa?

IT'S WORTH CONSIDERING.

—BUY—

# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL  
JOBBER'S

3/4-lb. tins—3 doz. in case.

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

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

**"ENTERPRISE"**

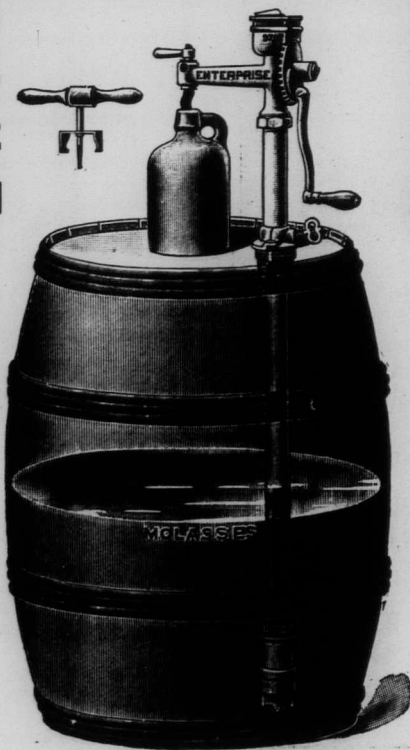
with new **Total Registering Device**

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

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

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



**SELF-PRIMING & MEASURING PUMP**

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

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

Write for Illustrated Catalogue of all the Enterprise Specialties.

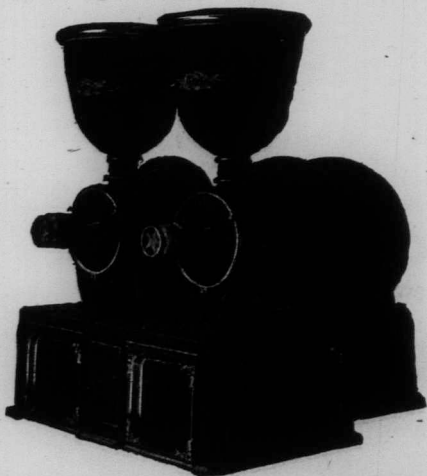
The Enterprise Mfg. Co. of Pa.  
 Philadelphia, U.S.A.

**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.

AGENTS:

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.

**THE SHREWD GROCER**

knows that there's just one **Best Laundry Soap** on the market, viz.:

**Canadian Castile Soap**

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada



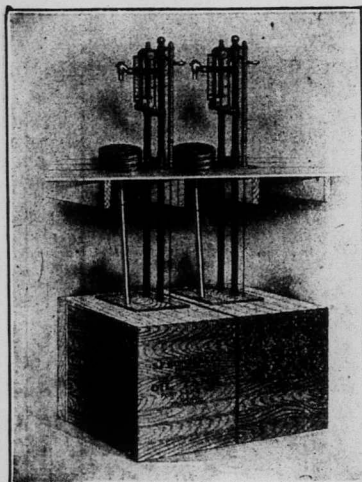
**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS.  
**EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.**

**Increased Oil Profits**

The Bowser Self-Measuring Oil Tank will increase your profits because it reduces expenses and cuts off all losses.

- No Leaks
- No Evaporation
- No Spilling
- No Waste

The Bowser really costs you nothing because its own savings will soon pay for it.



Cut No. 35  
Cellar Outfit for Two Kinds of Oil

Send for catalog B.

**S. F. BOWSER & COMPANY, Limited**  
66-68 Fraser Ave., Toronto

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

**THE GREAT PACIFIER**

between the retail merchant and his grouchy customers is the adoption of the



**Allison Coupon Books**

It's mighty hard for a man to pick a quarrel with you about his account when he always pays as he goes---and that is exactly what he does when you use the Allison System---he pays you in coupons just as he would in cash.

For sale by the jobbing trade everywhere

Manufactured by  
**ALLISON COUPON CO.,**  
Indianapolis, Indiana.

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

**QUIT LOSING!**

It's easily done. Keep tab on all goods sold by installing our

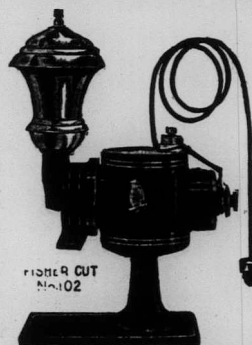
**"Duplex" Counter Check Book**

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

**The Carter-Crume Company, Limited**  
Toronto

**ELECTRIC POWER COFFEE MILLS**



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

# Value Wins the Day

A low price or a pretty label may attract some of your customers some of the time, but in such cases your profit is fickle, your trade fleeting. The problem of how to attract all of your customers all of the time is solved so far as pickles are concerned by selling the greatest combination of quality and value—

## Maconochie's Pickles



Your customers will ask for them again, the surest indication that dollar-for-dollar value goes with every bottle.

Why not co-operate with us and push the sale of Maconochie's lines? If you do so, save the bottle wrappers and compete for one of the nine cash prizes to be awarded November 30th. Ask your jobber for our goods, or write for particulars of competition to the Canadian agents,

**MacLaren Imperial Cheese Co., Limited**

Head Office, TORONTO, ONT.

Quota  
The f  
responsible  
Grocer, at o

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

W. H.  
Diamond—  
1-lb. tins, 3 doz.  
1-lb. tins, 3  
1-lb. tins, 4 "

IMPERIA  
Cases.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....

Ocean Baking P  
" "  
" "  
Borax, 1 lb.  
Cornstarch  
Freight pa



ROYAL  
Size.  
Royal—Dime ...  
" 1 lb. ....  
" 8 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When p  
cent. discount  
CLEVELAND  
Size.  
Cleveland's—Dim  
" 1 lb. ....  
" 8 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When p  
cent. discount  
T. KIN  
Crown Brand—  
1 lb. tins, 2 doz. in  
1 lb. " 2 "  
1 lb. " 4 "

ST. GEORGE  
Trial size, packed  
4-oz. "  
6-oz. "  
8-oz. "  
12-oz. "  
16-oz. "  
32-oz. "  
Terms net 30 day

Keen's Oxford, per  
In 10-box lots o  
Gillett's Mammoth  
JAMES' DO

6s size .....  
2s size .....  
Wheat OS, 2-lb. pk  
" " 7-lb. oo

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 19, 1907.

Sauing Powder.

Table with columns: Item, Per doz. Includes 'Cook's Friend' in various tin sizes and 'Diamond' brand in various tin sizes.

W. H. GILLARD & CO.

Table for 'Diamond' brand items, listing prices for different tin sizes.

IMPERIAL BAKING POWDER.

Table with columns: Cases, Sizes, Per doz. Lists various sizes of Imperial Baking Powder.

OCEAN MILLS.

Table for 'Ocean Mills' baking powder, listing prices for different sizes.



MAGIC BAKING POWDER

Table with columns: Cases, Sizes, Per doz. Lists prices for Magic Baking Powder in various quantities.

ROYAL BAKING POWDER.

Table for 'Royal' brand baking powder, listing prices for different sizes.

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Table for 'Cleveland's' brand baking powder, listing prices for different sizes.

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Table for 'Crown Brand' baking powder, listing prices for different tin sizes.

ST. GEORGE'S BAKING POWDER.

Table for 'St. George's' brand baking powder, listing prices for different sizes.

Terms net 30 days.

Sius.

Table for 'Sius' brand items, listing prices for different quantities.

Keen's Oxford, per lb. \$0 17. In 10-box lots or case 0 16. Gillett's Mammoth, gross box 2 00.

JAMES' DOME BLACK LEAD.

Table for 'James' Dome Black Lead', listing prices for different sizes.

Cereals.

Table for 'Wheat OS', listing prices for different quantities.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Table for 'Cocoa' products, listing prices for various brands and sizes.



Table for 'Chocolate' products, listing prices for various brands and sizes.

The following unsweetened: Perfection, 1/2 lb., per lb. 0 30. Flat cakes, per lb. 0 30.

Table for 'Toings for cake', listing prices for various flavors.

Table for 'Confections', listing prices for various items like cream bars and chocolates.

FRY'S.

Table for 'Fry's' products, listing prices for various items.

Cocoas.

Table for 'Cocoa' products, listing prices for various brands.

EPSS'S.

Table for 'Epss's' products, listing prices for various items.

BENSODER'S COCOA

Table for 'Bensoder's Cocoa', listing prices for various sizes.

JOHN P. MOTT & CO.'S.

Table for 'John P. Mott & Co.'s' products, listing prices for various items.

R. S. McIndoe, Agent, Toronto

J. A. Taylor, Montreal. Jos. E. Huxley, Winnipeg. Standard Brokerage Co., Vancouver, B.C.



Table for 'Elite' and 'Prepared cocoa' products, listing prices.

WALTER M. LOWNEY CO.

Table for 'Canadian Branch' products, listing prices for various cocoa items.

Table for 'Sweet cocoa powder', listing prices for various sizes.

Table for 'Premium chocolate', listing prices for various brands.

Table for 'Milk chocolate', listing prices for various sizes.

Table for 'Vanilla sweet chocolate', listing prices for various sizes.

Table for 'Diamond sweet chocolate', listing prices for various sizes.

Cocoanut.

Table for 'Cocoanut' products, listing prices for various packages.

Table for 'Bulk' products, listing prices for various quantities.

Table for 'Condensed Milk' products, listing prices for various brands.

Table for 'Evaporated cream' products, listing prices for various brands.

Table for 'Jersey Cream' and 'Reindeer' products, listing prices.

Table for 'Jersey Cream' and 'Reindeer' products, listing prices.

Table for 'Jersey Cream' and 'Reindeer' products, listing prices.

Coffee.

Table for 'Coffee' products, listing prices for various brands and quantities.

Table for 'Old Crow' and 'Condor' coffee products, listing prices.

Table for 'Arabian Mocha' and '15-year-old Mandhelng Java' products, listing prices.

Table for '100 lb. delivered in Ontario and Quebec' products, listing prices.

Table for 'Patterson's "Camp" Coffee Essence' products, listing prices.

Table for 'Agents, Rose & Laffamme, Montreal and Toronto' products, listing prices.

Table for 'Rep. quarts' and 'Imp.' products, listing prices.

Cheese.

Table for 'Imperial—Large size jars' and other cheese products, listing prices.

Table for 'Imperial holder—Large size' and other cheese products, listing prices.

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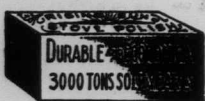
Table for 'Imperial—Large size jars' and other cheese products, listing prices.

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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.**

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL



There's never any trouble with the milk or cream during hot weather if your customers use

## BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk

and

"PEERLESS BRAND" Evaporated Cream

—Now is the time to prove this to them.

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shalcross, Macaulay & Co., Vancouver and Victoria, B.C.



(Unsweetened)

Extra  
 LAPORTE, M  
 Vita' Pasteurized  
 Bottles 1-oz., case  
 " 2 " "  
 " 4 " "  
 " 20 " "  
 " 30 " "

Wilson  
 50 10c. pe  
 three box

Infant  
 Robinson's patent bar  
 " " gro

Jams at  
 BATER'S WHOLE FE  
 Agents, Rose & La  
 To

1-lb. glass jar, screw t  
 T. UPR

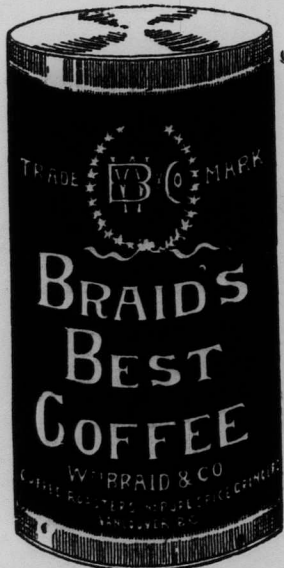
Compound Fruit Jar  
 12-oz. glass jars, 2 doz.  
 2-lb. tins, 2 doz. in cas  
 5 and 7-lb. tin pails, 2  
 crate.....

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

30-lb. wood pails.....  
 Home Made Jams.....  
 1-lb. glass jars (12-oz.  
 case.....  
 5, 7, 14 and 30-lb. pail

HE N. K. FAIRBANK  
 LABD CO

**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 & CIE, LTD.  
Vita<sup>®</sup> 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 loc. 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  
" " " 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

**Compound Fruit Jams—**  
T. UFTON & CO.  
12-oz. glass jars, 3 doz. in case, per doz. \$1 00  
2-lb. tins, 3 doz. in case, per lb. 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  
30-lb. wood pails, per lb. 0 06½

**Compound Fruit Jellies—**  
9-oz. glass jars, 3 doz. in case, per doz. 1 00  
7-lb. tins, 3 doz. in case, per lb. 0 07½  
5 and 14-lb. wood pails, 6 pails in crate, per lb. 0 07  
30-lb. wood pails, per lb. 0 06½

**Home Made Jams—absolutely pure—**  
1-lb. glass jars (16-oz. gem) 3 doz. in case, per doz. \$1 60  
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

**Lard.**  
HE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces ..... \$0 11½ 30-lb. tins ..... 2 23  
1-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 (36 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, per jar 1 75  
" 20 5-lb. cans, per can 1 50  
" Purity " licorice 10 sticks, per doz. 1 45  
" " 100 sticks, per doz. 0 75  
Dulce large cent sticks, 100 in box, per 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  
2 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.**  
COOLMAN'S OR KEEN'S.  
D.S.F., 1-lb. tins, per doz. \$1 40  
" " 1-lb. tins, per doz. 2 50  
" " 1-lb. tins, per doz. 5 00  
Durham 4-lb. jar, per jar. 0 75  
" 1-lb. jar, per jar. 0 25  
F. D. 1-lb. tins, per doz. 0 25  
" 1-lb. tins, per doz. 1 45

**E. D. MARONAU, Montreal.**  
"Condor," 12-lb. boxes—  
1-lb. tins, per lb. \$0 25  
" 1-lb. tins, per lb. 0 25  
" 1-lb. tins, per lb. 0 25  
4-lb. jars, per jar 1 25  
1-lb. jars, per jar 0 25

**Old Crow," 12-lb. boxes—**  
1-lb. tins, per lb. 25  
" 1-lb. tins, per lb. 0 25  
" 1-lb. tins, per lb. 0 25  
" 1-lb. tins, per lb. 0 70  
4-lb. jars, per jar 0 70  
" 7-lb. jars, per jar 0 25

**Olive Oil.**  
LAPORTE, MARTIN & CIE, LTD  
Minerva Brand—  
Minerva, qts. 12's ... \$5 75  
" pts. 24's ..... 6 50  
" 1-pt. 24's ..... 4 25

**Orange Marmalade.**  
T. UFTON & CO.  
12-oz. glass jars, 3 doz. case, per doz. \$1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 3 doz. case, per doz. .... 1 75

**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.**  
COW 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 pkgs., per box, \$3 00.  
1-lb. and 60 1-lb. pkgs., per box, \$3 00.  
Case of 50. 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, " 30 1-lb. " ..... 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 85  
5 cases ..... 2 75

**Soap and Washing Powders.**  
GUELPH SOAP CO.  
1 case. 5 case.  
Royal City Soap (bar) .... 2 50 2 40  
Peerless 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, per gross 15 30  
Oriole soap, per gross 10 20  
Gloriola soap, per gross 12 00  
Straw hat polish, per gross 10 20

**Starch.**  
EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches— per lb.  
No. 1 White or blue, 4-lb. carton, \$0 06½  
No. 1 " 3-lb. " 0 06½  
Canada Laundry, per lb. 0 05½  
Silver gloss, 8-lb. draw-tid boxes, 0 07½  
Silver gloss, 6-lb. tin canisters, 0 07½  
Edward's silver gloss, 1-lb. pkg. 0 07½  
Kegs silver gloss, large crystal, 0 06½  
Benson's satin, 1-lb. cartons, 0 07½  
No. 1 white, bbls. and kegs, 0 07½  
Canada White Gloss, 1-lb. pkgs., 0 06  
Benson's enamel, per box 1 25 to 2 50

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 (5½)  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. .... 0 5½  
Finest Quality White Laundry—  
5-lb. Canisters, cases of 48 lb. .... 0 06½  
Barrels, 200 lb. .... 0 06½  
Kegs, 100 lb. .... 0 06½  
Lily White Gloss—  
1-lb. fancy cartons, cases \$0 lb. 0 07½  
6-lb. toy trunks, 8 in case, 0 07½  
6-lb. enamelled tin canisters, 8 in case, 0 07½  
Kegs, ex. crystals, 100 lb. .... 0 06½  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lb. .... \$0 07½  
Canadian Maccos Starch—  
Boxes of 48 fancy pkgs., per case 2 50  
Celluloid Starch—  
Boxes of 48 cartons, per case ..... \$ 50





**Batger's**

**Lime Juice Cordial**

is a trade-winning article to sell. In selling Lime Juice, quality is everything

**Batger's has it**

**Rose & Laflamme**

**Agents**

**MONTREAL and TORONTO**

**Some Seasonable Sellers**

**Cunningham & De Fourier Co.**

LONDON, ENG.

**Pickles**—Small Vegetables and well packed.

**Soups in Glass** of the very finest quality.

**Dried Herbs**—Full English strength.

**Potted Meats** that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

**All Big Sellers with Good Profits**

AGENTS

Rose & Laflamme, Montreal - Toronto



**THE TWENTIETH CENTURY FLY-CATCHER**

About 3 ft. of Fly-Catching Space.

**BROWN'S FAMOUS CATCH 'EM ALL**

**1<sup>st</sup>. 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.

**MARGE FILS & CIE Vermicelli and Macaroni**

Now is the time to look over your stock and to prepare your import order. We are ready to take it at the best prices of the market for

**Any Quantity**

**Any Size**

**Any Quality**

Remember that we are one of the oldest and best firms.

**Leon Fontanel & Co.**

**General Agents**

6 St. James St., - Montreal



Send  
for  
our  
price list

# Our Matches

show you a larger profit and save you more money in freight charges than any other brands in Canada.

Drop us a post card for particulars.

## The Improved Match Co.,

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.



**"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

## "GLEAM"

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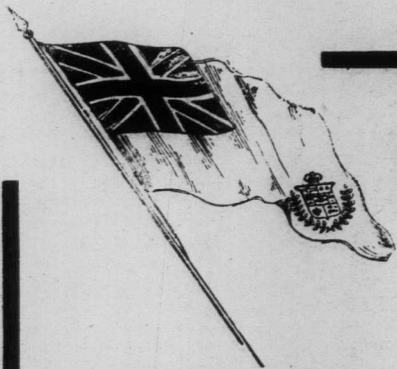
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