

CANADIAN GROCER

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

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

VOL. XXIII.

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NO. 29.



It doesn't pay to change

Keen's Oxford Blue

is a household necessity and your customers will not appreciate any suggestions for a change
In your own interests it pays to advocate and sell Keen's Oxford Blue—

FOR SALE BY ALL JOBBERS

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

STARCHY WEATHER

These hot summer days are hard on linen and the laundry is
kept busy. The use of

EDWARDSBURG "SILVER GLOSS" STARCH

makes it easier for the housewife and everything shines brightly
and wears longer.

Advise your customers to use Edwardsburg "Silver Gloss" Starch.
They will thank you for the advice. Every jobber can supply you.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

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

THE CANADIAN GROCER.



Profits are Assured

by satisfying customers.

Imperial Products

satisfy everybody.

Your business will increase and
your customers be pleased by your
handling



MacLaren's Imperial Cheese

Imperial Peanut Butter

Imperial Dessert Jelly



MANUFACTURED AND GUARANTEED PURE

BY

MacLaren Imperial Cheese Co. Ltd.

TORONTO, - ONT.

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Nectarin
Prunes.

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The Best Only — Always the Best

Griffin & Skelley's DRIED FRUITS

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

Taylor's

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

Unvarying Quality

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

Peels

QUALITY COUNTS

"Thistle"

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

Unvarying Quality

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

Haddie

"STOWER'S" Lime Juice Cordial

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

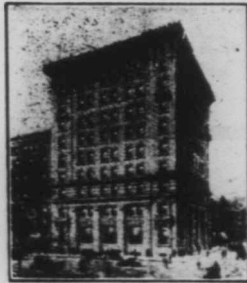
**Palatable — Profitable
Has no musty flavor**

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

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

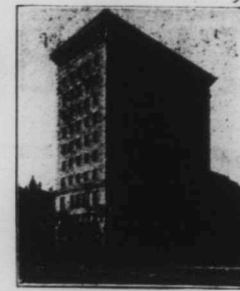
THE BEST DEALERS SELL

Arthur P. Tippet & Co.



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

GREATER HAMILTON

Population 1909 - 70,000. 1912 - 100,000.
This is no dream, it is a fact. Every man, woman and child in our city is working to make the city GROW under the direction of The Greater Hamilton Association, an organization of business men.
THIS MEANS MORE BUSINESS FOR MANUFACTURERS.
How about getting some of it? I can help a lot. Write me to-day.

G. WALLACE WEESE,
Manufacturers' Representative
30-32 Main East HAMILTON, Canada
"FACE TO FACE BUSINESS"

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

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

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

STORAGE IN OTTAWA

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

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

D. STAMPER

Wholesale Grocery, Fruit and Confectionary Broker. Manufacturers' Agent
Sales agent for Stewart & Young's Pure Whole Fruit Jams, Jellies, Marmalades and Confectionery; Cooper Cooper & Co.'s Delicious Tea Plant Blend of Teas. Laid-down prices quoted any point in Saskatchewan or Alberta.
Grocers, it will pay you to write for quotations.
Warehouse: City Spur Track. Office: Temple Bldg., Main St.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS

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

SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

BEANS

ON THE SPOT
HOW MANY?

W. H. MILLMAN & SONS
GROCERY BROKERS,
TORONTO

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

Importer, Wholesale Broker and Commission Merchant.

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

G. C. WARREN
P.O. Box 1036. REGINA, SASK.
Established 12 Years.

W. G. A. LAMBE & CO.
TORONTO

Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Whole Halves and Broken
SHELLED WALNUTS

also

2, 3 and 4 Crown
SHELLED ALMONDS

LIND BROKERAGE CO. Toronto
23 Scott Street

**Merchants, Manufacturers
and Shippers**

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

Good track storage.

Advances made on consignments.

J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WINNIPEG STORAGE
TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order

K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - - - MAN.
Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA

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

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4 1/2 millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to
10 Garfield Chambers, Belfast, Ireland.

3 Specials—

that are worth looking into
RANGOON BEANS—Hand picked, bags, 2 bushels

An especially good sample—Get our quotations

We have an especially interesting proposition in

CANNED SALMON

Don't miss this. Full particulars from our travellers.

Ask them also for the particulars of

THE AMERICAN KITCHEN FRIEND

EBY - BLAIN, LIMITED

Wholesale Grocers

TORONTO

Worth Digesting

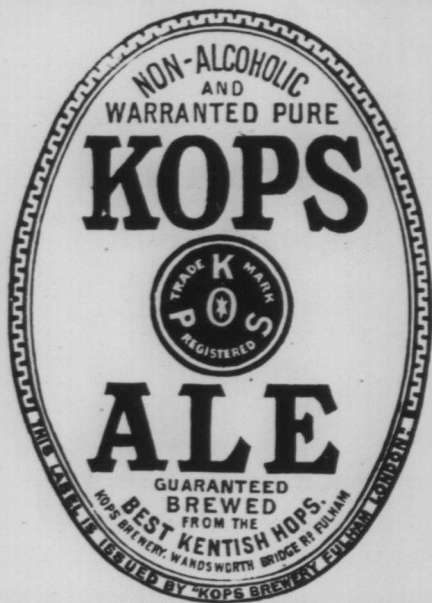
MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c. grade costs you	20c. for 1 lbs.
25c. " " "	21c. for $\frac{1}{2}$ lbs.
30c. " " "	24c.
35c. " " "	25c.
40c. " " "	30c.
50c. " " "	35c.
60c. " " "	42c.
80c. " " "	55c.
\$1 00 " " "	70c.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

KOPS' NON-ALCOHOLIC ALE



Prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops. It has a delicious and appetizing aroma, and is an agreeable salutary bitter, and whilst it will be found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers. sufficiently aerated to make them pleasantly sharp.

HAVE YOU TRIED IT?

By introducing it to your customers you will be creating NEW and very profitable trade. Printed catalogues and full particulars from us or our agents.

KOPS' BREWERIES, London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg.
Kenneth H. Munro, Coristine Bldg., Montreal. The Turner Co., 106 Front St. East, Toronto. Royal Stores, St. John's, Nfld.

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

Are Coming to Canada

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

English Rolled Ox-tongues, Pates

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

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Time for Caution



The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay FAIR PRICES for NEW PACK.

We are completely sold out of 1908 pack and we intend maintaining the standard of "ESSEX BRAND" rather than lower the QUALITY to meet present competition.

HOLD FAST to the BRAND that has given you PERFECT SATISFACTION.

It will pay this year above all other years.

THE ESSEX CANNING & PRESERVING COMPANY

Head Office: - ESSEX, ONTARIO

LIMITED

In a Class all by Itself

is the

Farmer Brand Canned Goods

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

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

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING Co.

LIMITED

Bloomfield,

Ontario

THE QUALITY IS RIGHT

That is one of the distinguishing characteristics of our products. Invariably they are sure to please the most exacting. It's the flavor of nature, combined with purity and quality, which makes our canned fruits and vegetables so enjoyable and appetizing.

OLD HOMESTEAD BRAND Canned Fruits and Vegetables

Our policy is to use only the highest grade of sound, properly-grown, full-flavored fruits and vegetables grown in one of the richest counties of Canada. Our factory is a model of up-to-the-minute completeness, containing every approved scientific appliance for the better packing and preserving of fruits and vegetables. The result is a product so good that it is uniform and unexcelled.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton,

Ontario



E



BI



A WELCOME GUEST

is a can of the

E.D.S. BRAND JAMS and JELLIES

It is perfectly pure and its quality is guaranteed. Being absolutely unadulterated the flavor, nutriment and deliciousness of nature is fully retained.

Beware of any foodstuff that is chemically preserved.

Sell the E. D. S. Brand. Your customers know what they are then getting.

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

AGENTS

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



THE A1 SAUCE

*A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."*

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers
HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means
EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

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

ALSO IN BULK

There are plenty of Goods nearly as good,
but remember there is only one BEST.
It requires very little extra effort to speci-
fy Gingerbread when ordering from your
wholesaler, but it means a lot to your
customers in extra quality.

Dominion Molasses Co., LIMITED

Halifax, - Nova Scotia

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Two ways the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited
Wallaceburg, Ont.



Snap

Sells

We Want to Hammer Home That Fact

And also that there is no substitute which
will do the work of cleaning dirt, grease,
paint, ink, tar, stains, etc., as quickly,
nicely and smoothly as SNAP. It requires
no verbal boosting from the grocer. It is
an article of proved merit and not a mere
experiment.

BUY FROM YOUR JOBBER

THE SNAP CO., Limited
MONTREAL CANADA



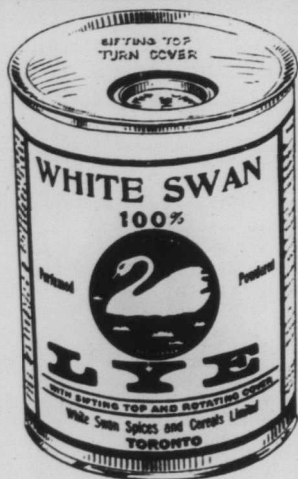
Here is a New One in Biscuits

INDESCRIBABLY delicious—a delicacy revelation,—and a business awakener. A layer of soft, enticingly-palatable Maple Cream, smothered with two wholesome Maple-flavored Biscuits of Maple design.

Order your supply early—the demand is certain to reach the high water-mark made by McCormick's other products.

MCCORMICKS

MAPLE LEAF BISCUITS



A POSITIVE BOON TO THE
GROCER FROM ATLANTIC TO PACIFIC

WHITE SWAN

100%

PERFUMED-POWDERED

LYE

(100% LYE CAN BE EQUALLED BUT NOT SURPASSED)

- 1st IT SHOWS YOU A MUCH LARGER PROFIT THAN YOU HAVE EVER RECEIVED ON SIMILAR GOODS.
- 2nd IT IS ENCLOSED IN A TIN WITH ROTATING COVER AND SIFTING TOP. NO CAN-OPENER REQUIRED TO REACH CONTENTS.
- 3rd OUR TIN CONTAINS ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

Don't Pay Fancy Prices

Write for Quotations To-day

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

SYMINGTON'S

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

TO BE HAD OF ALL
WHOLESALE

UNQUESTIONABLY THE VERY BEST
THOMAS SYMINGTON & CO.

EDINBURGH

The Original Chocolate "Bordo" is one Confection that comes to your counters as temptingly good as the moment it leaves us.

The Chocolate has a deliciousness peculiar to itself. The centre is as soft as velvet, with a delicate yet distinctive flavor developed by our special process.

We could pay 5c. lb. less for our Chocolate coating.

But we don't.

We could cheapen the ingredients of our centers,

But we don't.

Why?

Because we want you to have the very best. There are no purer ingredients in any product than there are in this piece.

You should handle and push with your best energies a Chocolate with a reputation of quality as "Bordo."

Don't Wait.

Don't Delay.

Don't hold back

Simply because you have never seen them. Hundreds of customers voice their approval of this delicious confection by their liberal patronage. So get in line quick and get a share of the profits.

Write for samples and particulars and Do It Now.

The Montreal Biscuit Company, Manufacturing Confectioners
MONTREAL

PACKARD'S "SPECIAL" SHOE DRESSINGS

Give the Retail Grocer a

Larger Percentage of Profit

than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St.,

MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retail at 10c.



BLACK "O"
A Liquid and Paste combined
Retail at 10c. Tin.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad

Your



with The McG



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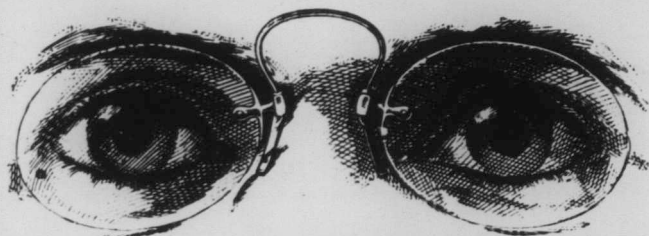


Ask an Eureka

EUREKA

54-5

Your Accounts under your



ALWAYS

with **The McCaskey Credit Register System**



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

Information free for the asking.

The McCASKEY REGISTER CO.

Cor. Hughson & Rebecca Sts.

HAMILTON, CANADA

Old Friends Are Best

An old friend that has stood
the test of years is

**Cooper Cooper's
Delicious Tea**

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

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

CANADIAN AGENTS:

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

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

NOW OR NEVER



This is the season
when you most need
in your store a first-
class, strongly built,
patent dry air circula-
tion

**Eureka
Refrigerator**

Back of its build
and style, its work-
manship and construc-
tion, is our experience
and knowledge of a
quarter of a century.

Ask any grocer or provision dealer who has
a Eureka what he thinks of it.

Write us for Prices and Catalogue

EUREKA REFRIGERATOR COMPANY, LIMITED

54-56 NOBLE ST., TORONTO, CANADA

Near Queen St. Subway

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

The Tea You Can Sell Quickest is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

*and all good Mer-
chants know that*

The Turnover's the Thing



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THE CANADIAN GROCER

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

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

It brings new and permanent customers.

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

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

MIDLAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



British Columbia Buyers

PLEASE NOTE THAT

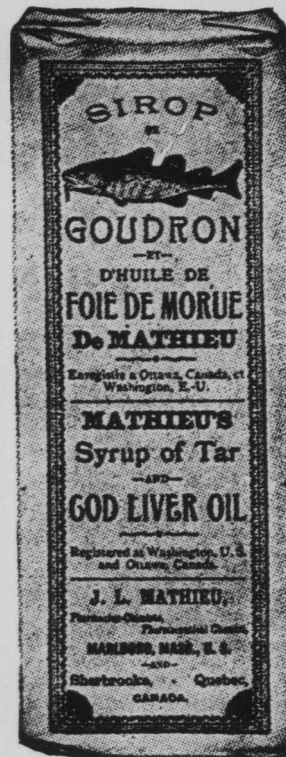
TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil
REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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

GET WISDOM

Handle goods on which you can place every dependence—goods that you know are exactly as represented and which make for permanent patronage.



GET TRADE

Then business—steady and increasing—will follow. One of the purest, most wholesome and satisfying articles is represented by the cut in this advertisement.

CANADA FIRST Evaporated Cream

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



You MUST Push the Best Goods
if You Would Hold Your
Trade Permanently



The "Best Goods" in a grocery stock
always includes

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

WILLIAM H. DUNN, Montreal and Toronto

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

**Banner and Princess
Brands Condensed Milk.**

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

WRITE FOR PARTICULARS.

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

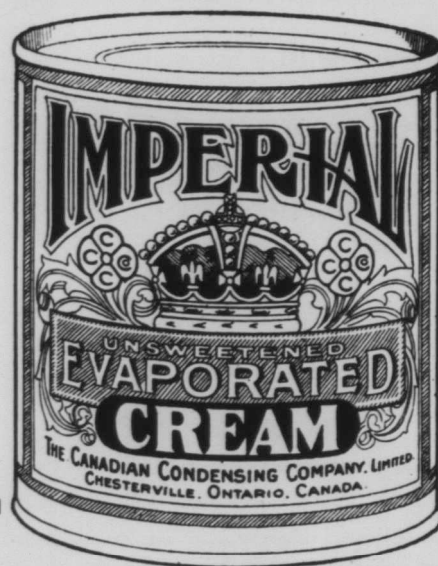
CLEAN, DRY and WHITE

Our "PURITY BRAND" is a Salt that
will build up your trade and give your cus-
tomers satisfaction.

Are you handling it?

Samples and Prices cheerfully submitted.

The Western Salt Co.
Mooretown, Ont. Limited



DO YOU STOCK IT!

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

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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

'Phon
Write or
Mail Or

Lines
Will S
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Successf
who have st
of the Taylor
Ltd., declar
much better
dinary, and
satisfactory
Here are our

Quee
Qu
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Sweet, Mix
Bulk Picl
Tomato Cats
shire Sauce,
Cider, Cider

NON-ALC

German

RY

Taylor

Tartan
BRAND

You always have the best and highest quality of **Canned Goods** when you handle **Tartan**. All goods under this brand **fully guaranteed** by

SIGN OF PURITY
Phone 596
Write or wire for information.
Mail Orders promptly executed.

BALFOUR, SMYE & CO.
Wholesale Grocers HAMILTON

Lines That
Will Sell Well
Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

**Queen
Quality
Pickles**

Sweet, Mixed and Chow

Bulk Pickles, all sizes;
Tomato Catsup, Worcester-
shire Sauce, Pure Apple
Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS
AND IN BULK IN KEGS

German Sauer-Kraut

Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.

NEW SEASON
Strawberry Jam

Now Ready

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

WAGSTAFFE, Ltd.

Pure Fruit Preserves

Hamilton, - - Ont.

JAPAN TEAS

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

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

THE CANADIAN GROCER

CANNED SALMON

See our Travellers

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

**The St. Lawrence Sugar
Refining Co., Ltd.**
MONTREAL

The Name is the
Guarantee

Redpath

Granulated Sugar

Manufactured by

The
**Canada Sugar Refining
Company, Limited**
MONTREAL, QUE.

TO BOOST SUMMER SALES—

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

Margin of profit large. Sales numerous and quick.

Lemonade easily made—add only cold water.

8 oz. and 4 oz. packages.

You sell them at 20c. and 10c.

SEND IN YOUR ORDER TO-DAY.

S. H. EWING & SONS, Montreal and Toronto

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Prepared

The M



SCOT

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Their
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Why n
please

SNOW
34 GUARD



The

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by **GEO. MASON (The Original)**
From London, Eng.

The Mason, Miller Company, Toronto, Canada

THIS IS



About 3-ft. Long.

"IT"

Half Actual Size.

**OF ALL JOBBERS
OR FROM**

T. A. MacNab & Co.,
St. John's, N.F.

W. S. Clawson & Co.,
St. John, N.B.

MacLaren Imperial Cheese Co.,
Toronto.

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

G. C. Warren,
Regina, Saskatchewan.

Standard Brokerage Co.,
Vancouver, B.C.

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



In CORNETS and
ICE CREAM SPECIALTIES

We are ready to fill your
orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in
the world.

42 St. Vincent St., Montreal
Tel. Bell, Main 1316



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases

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

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

Capacity one ton per hour.
Sold by all wholesale dealers

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

**SELL THE BEST
SCOTCH MARMALADE**

John Gray & Co., Glasgow, have a reputation of many years standing behind them. Their marmalade is everywhere recognized as without superior.

Why not sell it? If you do you will always please exacting customers.

Prices and free sample from

SNOWDON & BORLAND, Agents
34 GUARDIAN BUILDING - MONTREAL




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

"Soclean"

The Dustless Sweeping Compound

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

BUY FROM YOUR WHOLESALER
or
The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. Montreal



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

The Canadian Coconut Company
Montreal

I Offer New Crop

Fine Filiatra Currants

Barrels, Half Cases and Cartons

August, September or October Shipment

Import Lots Only

ANDREW WATSON, Importer
91 Youville Square, Montreal

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

WANTED.

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

ADDING MACHINE.

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

AGENTS WANTED.

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

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

COUNTER CHECK BOOKS.

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

MISCELLANEOUS.

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

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

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

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

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

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

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

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

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

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

FOR SALE.

FOR SALE Entire stock and fixtures of general store and post office in Norfolk County. No opposition; annual turnover upwards of \$6,000. Good reason for selling. Box 66, Wilsonville, Ont.

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

NATIONAL CASH REGISTER, suitable for general store, has produce key, paid out, charge, no sale, gives you detailed record of business. Only used 4 weeks, bought it for our Arkona store, which we have since disposed of. Cost \$300, for \$175. Also 2000 pound platform scale, Wilson make, cost \$26 wholesale, for \$20. One coffee mill, Cole's make, Philadelphia, for \$7. Seven paper cutters 75c. each; 2 barrel capacity, galvanized oil tank, with iron tap, for \$6. Bungborer, fruit auger, nail puller, twine holders, all at less than wholesale cost. Write us. All goods f.o.b. McKenzie & Meldrum, Theford. (29p)

SITUATION VACANT.

WANTED—An experienced, hustling man at once as clerk in a large general store. Give full particulars. Chas. Lowrey, St. Davids, Ont. (29)

EXPORT TRADE DEPARTMENT.

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

DAVID SCOTT & CO.

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



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

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

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

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



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

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

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

P. & F.
VINCENTELLI
& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialties

CITRON, LEMON, ORANGE
Drained, Cut and Candied

Prices and Samples on Application

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

Do You Under-value
Premiums ?

given with



and

Quick Naptha Soap

They are very effective in reaching the public and the benefits go direct to the customers.

Each Box or Bar displayed or sold is a

Silent Salesman

BANKRUPT Stock For Sale.

I have bought at a favorable price the Warehouse Stock of T. A. Bourque & Co., wholesale grocers, Sherbrooke, who recently failed.

I offer this desirable stock at
Marked Reductions.

The stock, all fresh goods; consists of General Groceries, such as Canned Goods, Nuts, Raisins, Fry's Chocolates, Salt, Tea, Coffee, etc.

SEND FOR PRICE LIST.
IT WILL SAVE YOU MONEY.

Victor Archambault

Wholesale Grocer,
SHERBROOKE, QUE.

OLIVES!!!

Packed in Canada. QUALITY ALWAYS UNIFORM.

Our new price list is now ready.

See it before placing your orders.

Gorman, Eckert & Co., Limited

LONDON

The Largest Packers of Olives in the British Empire

WINNIPEG

How about your coffee department ?
Is it standing still ?
Try a line of CHASE & SANBORN'S
High Grade Coffees and the increased
sales will surprise you.

Chase & Sanborn
The Importers MONTREAL

**BANISH
"BLUE MONDAY"**

**SELL
SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from
vegetable oils with enough ammonia incorporated to
make it cleanse quickly and thoroughly, with less rubbing
than ordinary laundry soaps.

YOUR CUSTOMERS should try it
and avoid the aching backs which
cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

**MANY
THIRDS
CUSTOMERS**

This
when

Grocers
well stocked

**The
Sterilized**

White

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pure
product

Wor

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**MANY
THIRSTY
CUSTOMERS**

This is the season of the year
when there is a large call for

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

Grocers lose trade who do not keep
well stocked in these popular goods.

Made in Canada by

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

OK
**THE
COLD
MEAT
SAUCE**

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

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

**Whitens Clothes
Saves Labor
Economizes Time
Cleans Rapidly**

These are four distinctive char-
acteristics of that absolutely
pure and thoroughly reliable
product

Wonderful Soap

It is a soap, Mr. Grocer, that
will not test the temper of your
customers. Along with our cele-
brated Crystal Soap Chips it
will give every satisfaction in
work and worth.

Let us send you quotations

The Guelph Soap Company
GUELPH, ONTARIO

Valencia Raisins

A. MAHIQUES PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

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

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

Recollections of Quality

remain long after the price is forgotten.

"SALADA"

quality is always remembered by those who drink it, because no other Tea tastes just as good. That is why it is the most popular Tea and the best seller.

Send in your order now.

TORONTO and MONTREAL

INDEX TO ADVERTISERS

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Qualifications of a Successful Retail Salesman

Stores That Coax Customers To Buy Will Be Dishked—The Business Of The Clerk—No Top To Salesmanship—The Necessity For Using Tact When Selling Goods—You Must Be A "Man."

By Frank Farrington.

The man who thinks that because he is just a clerk there is no use for him to try to be anything else, never will be anything else. And the man who is satisfied with his lot will never have any better lot. Success in salesmanship, like success anywhere along the line, calls for a constant struggle upward.

There is no such thing as falling up the ladder. Men have been kicked up by fate, but they have invariably come down with a thud that betokened the falling of a dead weight.

The successful salesman must be industrious. He must keep busy. There is none too much time in this life to get to the top, with everything working to help. Little of the time should be allowed to go to waste. Industry is the king-pin of success.

Persistence must be prominent in the make-up of the man who is bound successward. There must be persistence in the endeavor to succeed, and that persistence must continue after success has been attained, or success will speedily fly away. Persistence is what makes a man smile at the curt "no" flung in his face. Many a buyer can be coaxed by a little careful handling, and this is oftentimes necessary in the traveling salesman's work, though it is less desirable in the store.

A store that get the name of always coaxing and importuning its customers to buy more will be disliked and people will avoid it. The public like to step in and buy, and be free to go away without having to stand off a series of insistent attempts to sell them other things which they do not want. The retail salesman may easily overdo persistence under such circumstances.

On the other hand, the mere handing out of the goods asked for is being nothing that a slot machine would not be, and the machine would have the best of the argument.

If I had a clerk who was nothing more than a machine for taking orders, I would discharge him and get a phonograph. The fellow who cannot help the business by encouraging people to buy better goods, more profitable goods, or other goods than merely what they come in and ask for, is not a bit better than a phonograph, which would take the orders and repeat them with far fewer mistakes than the order-taking clerk would make.

The mere order-taker is worth as much as fifty cents per day, maybe a dollar, if he can wrap parcels nicely, or if he is willing to help deliver goods, and do odd jobs.

A good deal of the live advertising of the modern store is done on the basis

that if people can be induced to come into the store for one thing they are pretty apt to buy something else before they get out. How much does a clerk help on this proposition? That is the measure of his salesmanship. If he does not help the store to get its money back on a sale that made no profit, he is a poor investment for the store. And any clerk who is a poor investment for the store is a poor investment for himself.

Of course, customers may look around and find things they want even if no one calls their attention to them. So might they go looking around town for a store at which to trade, and stumble into yours without ever having seen it advertised, but that is scarcely an argument against advertising.

It is the business of the clerk to help people to find things they want, other than just what they ask for, and the clerk who is most successful at this is the best salesman, provided all the time that it is understood that there is no salesmanship in overloading a customer.

Know What Is Doing.

It is the clerk's business to know what the store is advertising. If the store is properly run it will make it easy for the clerks to keep posted on such things, but it is up to the clerk to find out, anyway. There are too many cases where the customer goes in and asks for some special she has seen advertised only to find that the salesman knows nothing about it and has to look it up. This gives a visitor a pretty good line on the amount of business being done on the article that has been advertised as such a big seller.

Plenty of stores get a bad name on account of the incapacity of a few of the employes. It is the poor service that is noticed, rather than the good, even if it happens only occasionally. And one or two mistakes a day will soon give a very general opinion that there is something wrong with the service in that store.

This is due to the fact that it is human nature to complain of any real or fancied injustice, and each customer who feels a grievance will take more pains to air that grievance elsewhere than to come back to the store and get it adjusted. A few such customers going around telling their troubles will soon make much feeling that the store is not fair.

A part of salesmanship is carrying at heart the interests of the customer. People soon discover when a salesman is inclined to help them to a wise choice of goods, or when he is inclined

to sell them the most he can regardless of their own needs or inclinations.

It is frequently the case that the salesman knows better than the buyer how many or what goods ought to be bought, and this enables the salesman to do the buyer a favor that will leave an everlasting impression. It is at this juncture that the poor salesman falls down, and loads up his man, while the wise one restrains himself and lays a foundation for future business.

Build For The Future.

It is just as important for a salesman to build for his future as for a merchant to do so. None of us can hope to succeed in a day or in a year. We are here for life, and if we expect to continue in business, either in one place or another, it is wise and necessary that we build well as we go along. Otherwise we are using no better judgment than any fly-by-night con. man.

Any practical art can be made more practical by being made more scientific. That is, the way to make an art worth the most possible money, the way to raise its value to the highest power is to perfect it from the beginning. When you start in to learn salesmanship, learn each step well. Get the rudiments firmly implanted and then the advanced steps will be more easy.

One of the rudiments of salesmanship (or of any other art) is health. With health as a basis any man has ten times—yes, a hundred times—the chance to make a success that he could have without health, and it is questionable whether there can be any large success unaccompanied by health.

Eat to live. Sleep till well rested. Exercise enough to keep your chest expansion normal, and take recreation sufficient to keep your mind fresh.

After health comes the necessity for making one's self personally pleasing. Learn to talk intelligently of other things than your business. Keep posted upon current events well enough to be able to reply with sense to a remark upon any of the subjects of the day. Don't be a one-idea man.

Strive to develop a character that will give people reliance in you. That will help you with the public and it will help you with your employers. A man cannot make a success without a good character. Whatever seeming success he achieves will be based upon a foundation of sand, and it is only a question of how long before the fall will come.

In order to be a successful salesman you must first be a success at what God made you—a Man. You cannot hope

otherwise to succeed would make your

The man who he thinks that he about at the top from which he will he takes his own on the toboggan

There is no top man who will call his ability along ever reaches a point there is about self

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otherwise to succeed at these things you would make yourself.

The man who reaches a point where he thinks that he is a crackerjack, and about at the top, has reached a point from which he will go down hill unless he takes his own measure before getting on the toboggan.

There is no top in salesmanship. The man who will can forever improve in his ability along that line. No man ever reaches a point where he knows all there is about selling goods.

They say an old dog can't be taught new tricks. That is a mistake. An old dog can be taught new tricks; and if not many new ones, he can at least be taught to do the old tricks better. As long as a man remains in the harness he is capable of improvement. He may forget some things, but he will learn others, and if he has reached the point where it is easy to forget he has reached a point where he particularly needs to learn.

How Habits are Formed.

The thing which will keep a man from forgetting to do his work properly is habit. We are all slaves of habit, and to habituate one's self to right methods is to make them a second nature which cannot be laid aside.

It takes no more of doing a thing right to make a right way a habit than it takes of doing it wrong to make the wrong way a habit. And it is surprising how few times one needs to do a thing to form a habit.

This makes it easy to make a habit of enthusiasm, cheerfulness, politeness, neatness, any of the desirable attributes. Habits of exercise, dress, thought, manners, emotions, all are easily learned and with difficulty cast aside.

Enthusiasm is one of the important things that a salesman should cultivate, and it is even more important than most of us realize. Enthusiasm is communicable even to the man to whom we are trying to sell goods. I don't believe you know of a single man who has made a real, great success who has not a large amount of enthusiasm in his make-up.

Enthusiasm encourages one to think and to expect great things for himself and for his business. It keeps him firm in the belief that his line of goods are the best goods and that all others are inferior. Enthusiasm is the mother of optimism, and as long as optimism can be curbed to a point where it will not altogether run away with the man, it is the greatest thing invented for making success.

Without enthusiasm and optimism the great things of the world, the great inventions, the great businesses, the great works of art, anything great, would not have been accomplished. Of course, when enthusiasm runs riot in a man's brains and he begins to think he can accomplish the impossible, and he discounts his future by thinking and living in amounts of five figures while his income remains low in the four-figure column, then it is too much of a good thing.

Along with the cultivation of enthusiasm should go the cultivation of good judgment. These two, judgment and enthusiasm, the success twins, will make life's hills easy.

Enthusiasm allows no half-hearted devotion to a cause. It makes a man all interest in his work and compels him to devote all his energy to accomplish the one thing he has set out to do.

The habit of cheerfulness is one that is native with some people and totally unknown to others. "The smile that won't come off" is a thing that will attract ninety-nine in a hundred and the hundredth man can be spared.

Customers should be greeted with a smile and a "good-morning" that carries with it the idea that it is a good morning. If it is a good morning for you, you can make others think it is a good morning for them, by the exercise of a reasonable amount of cheerfulness and tactful suggestion.

And that reminds me of another important qualification for the salesman. Tact. Tact is the ability to make a customer feel comfortable. Lack of it is what makes the blunderer, and if there is an absolute apotheosis of the salesman, that apotheosis is the blunderer.

Tact tells a man the right way to say and the right time to say it. It helps him to put the hesitated customer at ease, and it makes the man or woman with a little money feel that his or her purchase is just as important as if it involved a large sum.

Tact keeps a man from inquiring after a customer's father when the old man died just the other day. It also keeps him from alluding to divorces, and second marriages, and mothers-in-law, and other similar subjects in talking to people with whose family history he is unfamiliar.

It tells a salesman what grade of goods a customer can afford to buy, and it prevents the often fatal blunder of recommending a grade lower than that desired by the customer, thus to insinuate that that customer is of that grade herself.

Tact is a wonder-worker in the selling line. It is almost a cure-all. Cultivate tact, and I am almost inclined to say salesmanship will cultivate itself.

ON THE PRIMARY MARKET.

A Government Law In Patras, Greece, Relating To Export of Currants.

The Retention Act in reference to business methods in Patras, Greece, is something not generally known among the trade. Wholesalers should be particularly interested in it and the explanation as supplied in the following letter to C. N. L. Marshall, Toronto, from a company he represents in Patras contains the meaning concisely:

"Being asked by several of our friends abroad to publish the principal features of the workings of the Chartered Company, we take the pleasure in giving the following information that may enlighten them on the subject:

"On the one hand, the Chartered

Company pay over to the government the sum of 4,000,000 Drachmas (about £152,000) per year. They guarantee the grower a minimum price at which, from the 15-28th June till 1-14th August each year they are obliged to buy up any quantity offered to them. They give the grower considerable cash advance on his fruit, at a moderate interest, leaving him free to take his fruit back by the time the new season comes or leave the same to themselves at the fixed minimum prices less interest. The Chartered Co. are not allowed to export any currants direct or through any other channel, no matter if retention currants or such are bought up at the fixed minimum prices. They are allowed to export the stuff only in a smashed condition, such called currant pulp, of which they sell a lot abroad, especially in Germany. Otherwise they are allowed to use the currants within the country, only for winemaking, distillery and other industrial purposes.

"On the other hand, the Chartered Company receive from exporters an export duty of 35 per cent., according to the size of the crop, either in kind, or part in kind and part in cash money (at a uniform rate) or entirely in cash, the object being always to bring the quantity free for export as near as possible to the approximate world's demand, thus doing away with over-production. Thirty-five per cent. are being levied all in kind this season considering the large crop. A special government committee assemble each year in August to fix the retention. The Chartered Company also receive a cash commission from exporters of 7 Drachmas per 1,000 Ven. lbs. (equal to about 7 pence per cwt.) on quantity declared for export.

"From the above it is evident that the Chartered Company will do the better the smaller the crop is. They have however, shown, through ingeniously turning the never thought of advantage the currants belonging to them, that their existence is safeguarded (and thus far they are paying large dividends) to the great benefit of the grower and indeed the whole currant trade."

TRADE NOTES.

The Thomas Company, Quebec, has been formed and given a Dominion charter to deal in china, glass earthenware, etc.

D. L. Macdonald, 416 St. Nicholas Building, Montreal, has been appointed agent for Millette & Bro., Laurenceville, Que., manufacturers of woodenware.

B. H. Berry & Co., who have been conducting a large general store at Turtle Creek have just completed a large new store at the corner of High and St. George streets, Moncton, N.B.

Ferguson & Son have opened a grocery store at Allandale, Ont., formerly occupied by Budd Lawson & Co. They are doing a good business and are looking forward to a prosperous year.

London, Eng., Window Draws Curious Crowds.

**Novel Idea Worked Out which Served the Desired Purpose—
Passers-by Could Not Resist Tarrying At The Offer of A Re-
ward—How the Display Has Been Constructed.**

Staff Correspondence.

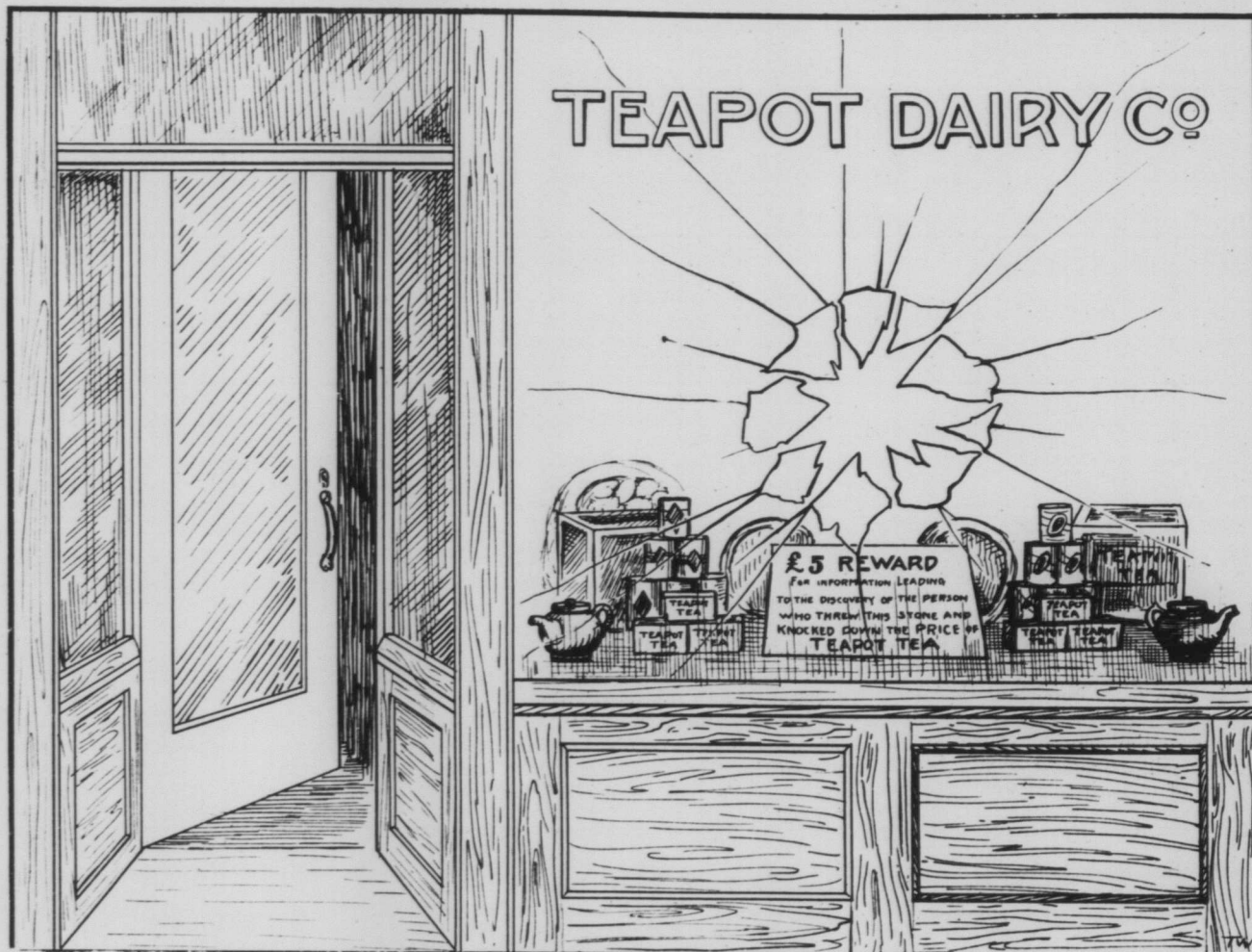
London, England, July 10—A large multiple store concern here has lately been attracting a great deal of attention by means of a clever window dressing idea. For days these shops in the various parts of London have been surrounded by curious and interested groups of people.

to the inside of the window and arranged in a roughly circular form as that the plate glass is clear where the opening through the window is supposed to be. The jagged parts of glass give a very realistic effect which is increased by the addition of radiating lines cleverly touched in by means of a soap pencil.

made entirely by motor-car with the exception of the jaunt from London to Liverpool. Mr. Larkin had his private auto and chauffeur with him and as the car was shipped from London the trip across to Liverpool had to be made by railway. Mr. Larkin states that the general tone of the business world at present bespeaks better progress than at any time during the past 18 years. He is very optimistic regarding the progressive trend business affairs are taking and predicts a general enhancement of trade in the commercial world.

NEW SUGAR COMPANY.

The amalgamation of the Wallaceburg Sugar Company and the Dominion



Window Display That Attracted Interested Crowds—Pieces of Glass Stuck on Inside of Plate Glass and Crack Effects Carried Out in Soap Streaks.

The windows are filled with attractive displays of butter, eggs and tea with smartly printed price cards. The novel and attractive part of the scheme is that the window has the appearance of being broken and a notice is conspicuously placed in the centre of the display:

£5 reward will be given for the person who threw this stone through our window and knocked down the price of our Teapot Tea.

In reality the window is not broken but the delusion is well carried out by a number of broken pieces of glass affixed

The accompanying drawing gives an idea of how the display has been carried out and shows how simply it has been constructed.

AN IDEAL AUTO JOURNEY.

After a delightful pleasure trip extending over a period of six months less two days, P. C. Larkin, proprietor of Salada Tea, returned to Toronto on Sunday morning last. He was accompanied by his wife and daughter. The itinerary which included Italy, France, Spain, and England proved an ideal one, particularly because the journeys on the continent and in England were

Sugar Company, Limited, is announced in the last Ontario Gazette.

The new company, to be known as the Dominion Sugar Company, Limited, will have an authorized capital of \$1,500,000. The head office will be at Wallaceburg. It is authorized to carry on business in the raising of sugar beets and the manufacture of beet sugar and development of natural gas and electricity.

The provisional directors are: Senator Jaffray and Mr. Robert Laidlaw, Toronto, and Messrs. D. A. Gordon, Wallaceburg; G. E. Avery, J. H. Avery and F. W. Gilchrist, of Detroit, and Charles Eddy, Benjamin Boutell and H. B. Smith, of Bay City, Mich.

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A Retail Grocer's System in Running Three Stores

How the Two Branch Establishments in Other Cities are Kept Track of—Buying Methods Which Save Money—Deliveries Done on Schedule Time—New Ideas in Bookkeeping—Advertise Only in Newspapers—Cash System in Two Stores.

Staff Correspondence.

St. Catharines, July 13.—When a merchant undertakes to personally supervise the operations of three stores in cities or towns miles apart, he has got to have his business methods down to a science. Every grocer knows the cares and worries accompanying a single business. He understands that his buying and selling methods, his advertising, delivering, and accounting systems have necessarily to be worked out methodically if he wishes to succeed in making money.

It will not be maintained that the cost and work of operating three stores will be treble that of one. Buying can be done more economically; circular literature can be prepared and accounting stationery be purchased cheaper and while the work of preparing advertising, dressing windows, etc., will be much greater the fact that ideas thought out and applied to one store will be useful for another, makes the labor comparatively light.

This has been the experience of Bradley & Son of this city. Eleven years ago they established their store here and seven years later were in a position to open another in Niagara Falls. Two years ago they turned their attention to Chatham, where now they have a handsomely fitted grocery establishment.

Strict attention to methods has been one of their strong points and in this lies the chief secret of their success. They do not stick to old and conservative ideas. If a new scheme for bettering conditions presents itself, and it looks reasonable, they do not hesitate to give it a trial. In this way Bradley & Son have in operation modern methods in all the departments necessary to the advantageous running of a retail store—buying, selling, advertising, delivering and book-keeping.

The St. Catharines store is looked after by R. P. Bradley and his son George. They do the purchasing for the Niagara Falls and Chatham stores as well. The latter writes the advertisements for the three, and as they are changed daily he has considerable work to perform in this respect.

The Bradley ads. bring results because they are well written and the advertising is persistent. The accompanying cut testifies to the quality. The correct idea of what good advertising means has been learned long ago and this department is a feature of their business.

Great care is exercised in purchasing. Wherever possible Bradley & Son buy in large quantities and distribute to their three stores what is needed by them.

Canned goods are purchased in quantities sufficient to last all stores for the season. Starch is bought by the carload and their codfish comes direct to them from the coast. They make a specialty in fish and during the season average no less than 30 boxes of haddie per week. Another specialty is cooked ham, breakfast bacon, smoked meats,

etc. They contract in February for a year's supply of the leading lines and look to quality. They sell over 1,000 cooked hams in a season.

Deliveries on Schedule Time.

Prompt deliveries is made another feature of the business. The Bradley store claims to be the only one in St. Catharines delivering on schedule time. They have four deliveries daily and their customers are educated to the hours. Two are made in the morning at 9.30 and 11 o'clock and two in the afternoon at 2 and 5 o'clock. Before holidays and on Saturday nights an extra delivery is made at 8.30. That gives the drivers plenty of time to conclude their work early and be home long before the day turns into Sunday. The store closes sharp at 6 o'clock during the week and at 10 o'clock on Saturday night.

Delivery slips are sent out with each order and duplicates kept in the store so that complaints may be better handled.

A unique idea is worked out in the construction of the delivery waggon. A great trouble experienced by many grocers has been carrying coal-oil alongside foodstuffs. Housewives object to having goods taste of oil, and correctly so. When they want butter they want it without a coal oil flavor. So the Bradley store devised an arrangement to protect food-stuffs from the oil by building an oil tank underneath the waggon box. This is fitted with a tap so that much less trouble is experienced than if the customary can were carried around from house to house.

Altogether Bradley & Son have 23 employes in the three stores. They own 6 delivery horses and 5 wagons.

A "Cash Only" Business.

In the Niagara Falls and Chatham stores a strictly cash business is done. The store here having been so long established the proprietors have not found it expedient to establish the pay-as-you-go rule, but they watch carefully those to whom they sell on credit. In this way they seldom lose from bad debts.

They do not believe in premiums and were one of the few who refused to handle trading-stamps when that craze was on some years ago. They have regular salesmen soliciting orders and claim a great deal of business is obtained in this way.

Their book-keeping system has been carefully worked out and in many respects it is unique. They use the counter-check book giving one page to the purchaser and the other to the office. Each clerk has a small book about 4 inches by 2 inches, containing his own private letter such as "A," "D" etc. The pages are perforated down the centre so that they may be torn in two easily, the half going to the purchaser containing the request, "please pay cashier," as well as the

letter and number of sale. The other with the letter "D"—or whatever it happens to be—also contains the number of the sale from 1 up to 100. The amount of sale is of course marked on each half of the leaf.

These sales are transferred to a book the pages of which are divided downwards into ten sections each contain-

Bradleys The Store that's
Talked About

Friday, April 30, 1909

Rice

As an item of food Rice is unsurpassed. More nourishing than meat. We carry a splendid assortment of Rice—note these:

Fancy Java, 10c per lb.
Choice Japan Rice, 8c per lb., 2 lbs. for 15c
Choice Patna Rice, 4 lbs. for 25c
Rangoon Rice, 6 lbs. for 25c

Try any of the above varieties.

Japan Tea 25c per lb.

At this popular price we are offering an exceptional quality in Japan Tea. It is a regular 30c Tea. We secured a quantity at an extra low price—hence this saving to you.

Try a pound.

We deliver to Thorold every Tuesday and Friday.

Bradley & Son
THREE STORES

St. Catharines, Niagara Falls
and Chatham, Ont.

A Representative Ad. Written for a Newspaper by Geo. R. Bradley,

ing numbers from 1 to 10; 11 to 20; 21 to 30, etc., up to 100. Ruled blank spaces are left in which to place the amounts of sales so that at any time the cashier is in a position to ascertain the extent of purchases. A 'total' column is ruled so that totals may be found by adding either up and down or crosswise and in this way the book-keeper can tell whether his or her work is correct.

Modern Buying Methods for Retail Grocers

How Discounts May Be Easily Kept Track Of—Purchase In Quantities That Can Be Turned Over Rapidly—Advantages Of Buying Quality Goods—Work With Other Merchants—Keep a Want List.

By Tom Farmer.

The Bradley store has its own private bank-book for cheques. It issues circulars occasionally on its own letter head and these circulars are written with a view to making them money-getters.

Their trade mark is "The Store That's Talked About," as will be observed from the accompanying advertisement.

In Touch With Branch Stores.

Details regarding the running of the stores in Niagara Falls and Chatham are attended to systematically by Bradley & Son. This is done through a correspondence system that certainly has its merits.

Every morning they receive statements from the branches showing the extent of the previous day's sales. Monthly statements are also made out so that one is able to see at a glance whether an increase or decrease has resulted and the amount.

In addition to these Bradley & Son have weekly correspondence sheets printed on which several questions are asked and blanks are left for the answers. This is attended to by the managers of the branch stores.

Among the questions asked may be seen the following significant ones:

- Have the windows been cleaned?
- Have window displays been changed?
- Total sales for proceeding week.
- Does this show increase or decrease?
- If increase why?
- If decrease why?
- Have the ads. proved business getters?

"What would you suggest advertising next week?"

It is interesting to note that question number 7 is invariably answered in the affirmative. The Bradley ads. have a distinct feature about them that causes them to be read. They are confined strictly to newspapers, the proprietors stating that any "hold-up games," such as programme or hotel register advertising, are always given the cold shoulder. Newspaper space, they claim, is good enough for them.

The store here has spacious store-rooms in the basement, and in the second and third storeys. As they buy whenever possible in large quantities they find this necessary.

With two energetic men at the helm this store has made and is making rapid progress. This has been principally due to the fact that they have made a study of trade conditions and have not hesitated to discard the old systems for the new. They follow trade paper advice and read the best articles that are written in other magazines on salesmanship and the art of doing business on modern principles. They are not satisfied with the amount of business they do—they are after more.

"Put your hammer in the locker,
Hide the sounding board likewise;
Any one can be a knocker.
Any one can criticize.
Cultivate a manner winning,
Though it hurts your face to smile,
And seems awkward in beginning,
Be a booster for a while."

In ordinary grocery buying the question of available funds always plays a part. Many of to-day's successful stores were started on small capital but by always working within their capital successful businesses have been built up. Buy in small quantities and often if need be till you get a start but buy always so that you will have no difficulty in meeting accounts, and if possible taking discounts on all purchases.

If you get a 1 per cent. discount at 10 days and pay net price at 30 days you are really getting 1 per cent. on your money for 20 days or about 18 per cent. per annum. Three per cent., thirty days net 60, means, if discounts is taken, about 36 per cent. per annum.

Discounts may be kept track of in a very simple way. Rule an additional column in your Bills Payable book. Enter the discount you take on each bill when entering your check or draft acceptance; total up your columns and carry forward your amounts. It will surprise you how they grow.

Always ask for the best cash price and confine business to two or at most three good reliable houses in each line. This means that your account is worth something to each house from which you buy. Usually these firms give you first chance on anything special they have to offer and their travelers are not nearly so apt to try to "load" you with goods as they would be if each had but a very small share of your business.

Turnover Goods Rapidly.

Consider always whether or not you can handle goods in a reasonable time when offered at 10c a case cut in 5-case lots. You may sometimes save money by buying the single case. Usually it does not pay to buy goods which will last you for say a year. Let the wholesalers carry some of your stock; even canned goods can usually be bought in the spring at little over autumn prices.

When stocking up for winter trade take notes of what you buy. These supplemented by entries showing how various lines cleaned out will be a big help in your next fall's purchases.

Watch market tendencies. By reading The Canadian Grocer you will be kept posted in this line.

For the sake of giving a traveler an order do not order goods for shipment six months from now unless you are sure of requiring them. You can usually buy your goods and have them delivered promptly when you need them.

Buy what you can from those who trade with you. If you can get white beans, onions, etc., from one of your country customers take them from him and do not wear a long face if you have to pay him the cash. Use him right and

if you do not get his business to-day you may later on.

Quality Necessary.

Aim at quality goods always, even if the price is a little higher; keep up the standard of your stock. If the tea you have this month gives satisfaction do not change but buy the same line for next month. You will find the statement: "The memory of quality lingers when prices are forgotten," will hold true.

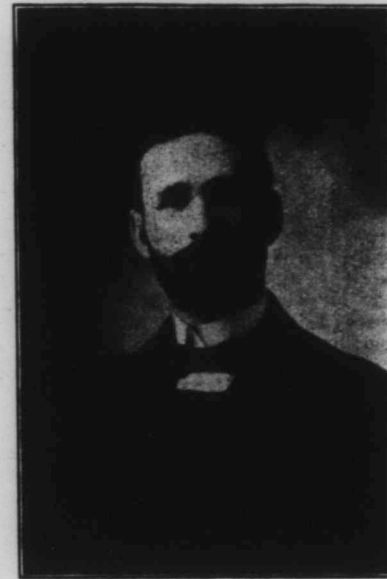
Work with other dealers somewhat. It may take you a long time to handle 25 cases of soap for instance, but if two or six buy together you get your lower price as well as better freight rates and each one can handle his quantity in a reasonable time.

Of course keep a "want list" and when you notice you are nearly out of some line note it down.

OPEN TORONTO BRANCH.

Brush, Broom and Woodenware Manufacturers Represented by Commission Merchant.

F. M. Baker has opened offices at 27 Front St. East, Toronto, where he is doing a brush, broom and woodenware commission business. Mr. Baker has been seven years with the United Fac-



F. M. BAKER.

tories and he is now representing Wm. Cane & Son, Newmarket, Ont., woodenware manufacturers and T. S. Simms & Co., brush and broom manufacturers, St. John, N.B. This is the first branch the latter company have ever opened. Mr. Baker will sell to the wholesale trade.

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What Western Development Means to Merchants

Mixed Farming Gradually Making Inroads Upon the Wheat Industry—Hog Raising an Important Feature—Fruit Growing in its Infancy in Manitoba, but Vegetable Culture is Greatly Aiding the Merchants—Western Flour in Good Export Demand.

By C. L. Harkness.

Western Canada is developing rapidly in every phase of its industrial life. In view of this development and in view of the unlimited possibilities from its fertile soil, the retail merchant who is alive to the trend of conditions and circumstances, has before him a golden future.

At the present time the West is far from being sufficiently populated. Thousands of homesteaders, however, are flocking in year by year and are finding new uses for the soil, so that the annual production is advancing with the stride of a Marathoner.

What does all this mean to the retail merchant?

The answer is quite plain. It spells success to the business man who properly handles his business, by the fact that wealth is pouring in, in ever-increasing quantities, as the years go by.

The one great industry which lies at the base of all others is that of wheat-growing. Perhaps less skill is required in growing wheat than any other crop grown in western Canada. It is a fact, however, that wheat cultivation is becoming more scientific each year in the older sections of the country. For the land is by no means imbued with the eternal power of producing wheat without failing in its productiveness as years go on.

The problem is facing many farmers at the present time, and to avoid it some are going to newly-opened sections of the country to procure farms that will yield profitable crops without the extra labor of soil cultivation that is necessary in older sections.

Progress of Mixed Farming.

Others, however, are resigned to remain on old farms, and develop the mixed farming industry. This is the tendency of Manitoba farming to-day. Farmers are beginning to depend upon their live stock to keep up the productiveness of their soil to a great extent. They, however, have not generally realized the value to themselves which the live stock would be, and they are still endeavoring to grow wheat even though the yield per acre each year is decreasing.

In the past ten years the increase in the number of hogs was 82 per cent., and in cattle the increase was 88 per cent. This increase is not sufficient to ensure the standard of soil production. For in 1902 the acreage in wheat in Manitoba was over 2,000,000, and the yield was on an average of 26 bushels per acre. In 1908 the acreage in wheat was over 3,000,000, but the average yield was only 18 bushels per acre, showing a falling off of about 12 bushels per

acre. This comparison shows the significant relationship between live stock and grain. The future welfare of the one is dependent upon the other. A farm without its live stock soon loses its fertility, and with its loss of vitality, it will soon lose its productivity. Rotation of crops may help for a time, but in the end the real secret of diversified farming lies in live stock. Live stock is dependent upon the crops. The crops are dependent upon the soil, and the fertility of the soil is dependent upon the live stock. Thus each year there is a complete rotation, showing good results.

Twenty-five years ago wheat-growing was the great craze of Minnesota. That state became the great wheat-growing section of the country, greatest in point of area in the world. But as the years went by the productions became less and less and the vitality was gradually but surely sapped from the soil. To-day,

meats and dairy products. As to the conditions of the dairy industry, we will investigate later. Regarding the live stock market, there is no doubt that the market for hogs is the most important, because hogs are the most profitable farm stock for the production of meat. They do not require the same amount of care as cattle, and will thrive well on the barley grown in this country, which is the best bacon-producing food known. Regarding the hog market we quote the words of W. R. Ingram, of J. Y. Griffin Company, Winnipeg.

"The market capacity for hogs in western Canada is a big subject. It is hard to see far enough in the future and yet see the time where there could be too many hogs raised in our western provinces. The returns show that for the year 1908, hog receipts at Winnipeg were approximately 150,000; for the year 1907, 82,500, and for the year 1906,



A Section of Winnipeg's Public Market—The Largest Retail Vegetable Store in the Western Metropolis.

Minnesota only averages from 10 to 12 bushels per acre. The farmers of that state prospered for a short time, just as Manitoba farmers prospered and are prospering to-day.

But Minnesota has since learned the value of live stock. Statistics show that to-day Minnesota boasts of having 2,400,000 cattle; 1,400,000 hogs; and 800,000 sheep. It was the introduction of live stock that saved the state. And it is live stock that will save the Manitoba farmer from the humiliation of raising 10 bushels of grain per acre. It is the cheapest soil feeder there is. It gives two returns: Increased crops, and the sale of progeny.

To the Merchants' Advantage.

With the advance made in stock raising there will necessarily need to be a development in the market opening for

86,000. It is conservative to say that Winnipeg packing concerns in 1908 could have absorbed at least three times the number of hogs that were offered them, and it is only good business to say that as fast as an increased supply offers itself, that capital and facilities will be forthcoming to take care of them. I do not believe that hog raisers and shippers need to worry about the danger of hog values getting to an extremely low level, such as may have happened a good many years ago. There is a limit to the quantity of hog products which can be marketed in Canada, but after our home demands are supplied, we have the big advantage of being able to look to Great Britain as an outlet. The English demand is practically unlimited and England, with her small producing power and immense consuming demand, will always be the

THE CANADIAN GROCER

world's biggest customer for grain and meat products. An index of big demand from England is shown by figures covering annual exports for meat and meat products from the United States to Great Britain, which have averaged about one billion pounds a year during the past five years. Canadian bacon and hams stand high on the English market, and while prices are not so high as Danish or Irish, Canadian prices are, as a rule, considerably ahead of United States product, owing to the bacon type of hog, feeding and handling they get as against fat corn-fed hogs from the United States."

Science is Needed.

Scientific hog raising is not developed in the West as yet, to the same extent as in some parts of the States and in Ontario. In order that any farmer can make a success of raising them for market, he must cater to the demands of the market. The packers do not want to handle hogs over 200 lbs in weight, and they prefer to get them at 150 pounds. In the majority of cases the hog raiser loses money on his hogs, after they have passed the 200 pound mark, for the heavier the pig becomes the greater quantity of feed is required to sustain the weight. And again the packers are continually calling for lean pork, and the farmers persist on fattening their hogs and expect the packers to accept them as first-class bacon types. These are some of the disadvantages at the present time in the hog raising industry, but it is only a matter of time when the farmers will take the trade more seriously to heart, and produce in a way that will be profitable to themselves and to the merchants and satisfactory to the packer.

The average price paid for live hogs at Winnipeg for the year 1908, to packers, was probably 5½c; for year 1907, 6½c; and for the year 1906, slightly over 7c.

Dairying Industry.

Perhaps the most prominent branch of mixed farming from the western merchant's standpoint is that of dairying. While the farmers may have some difficulty in marketing hogs satisfactorily there seems to be not so much difficulty in Manitoba in marketing the dairy products.

To keep a dairy herd on the farm means a greater revolution in farming than the keeping of hogs. Varieties of field crops must be grown for feed, and thus the crop of wheat is decreased. From this very fact it will be seen that dairying must be gone into thoroughly if it is to take the place of wheat growing. That there is a sad lacking in scientific methods employed in the dairy branch, is a fact of considerable importance to merchants and consumers. It may be that the poor quality of farm dairy products is the cause for the tendency towards the creamery outputs.

Dairy butter at the best is selling for from 5c to 10c less than the creamery butter, and during the past few weeks

the dairy butter has become so unpopular that few grocers care to accept any direct from the farmers.

It would seem that just now, while the transition is taking place from the dairy to the creamery product that there is not a rapidly growing trade in dairy products. In 1900 the total amount of butter marketed in Manitoba was 1,557,010 pounds, and the total amount for 1908, was 1,561,398, making only a slight increase in quantity in the eight years. The increased value, however, due to higher prices was considerable, being about 28 per cent.

An Increase in Demand.

There is no doubt that the consumption of butter will materially increase as the creamery branches increase. We are in the habit of estimating the value of our dairy industry on the figures of the export trade, but in view of the fact that the value of the cheese and butter exported amounts to less than one-third of the total value of our dairy production including milk for direct consumption, it goes without saying that the home market is much the most important of the two.

The development in home consumption means much to the retail merchant who passes the dairy products on to the consumer.

There have been several creameries built recently throughout the province, due to the high price of products and the weakness in the dairy product market. This is one of the hopeful signs of the province. The farmers can co-operate in the industry more conveniently, and with greater profit than to make their own butter at home. And when the consumers demand good quality from the creamery, and the creamery in turn impresses the farmer that he must do his share in furnishing pure milk or cream, then will the consumption increase, and the province will develop that very important branch of industry, upon which it must sooner or later, to a very large extent depend.

There are also cheese factories in many sections of the country, but the cheese business, as statistics show, has deteriorated to a very great extent in recent years. In 1900 there were 1,298,413 pounds of cheese manufactured in Manitoba, and in 1907 there were 1,265,592 pounds manufactured, which shows a decrease of over 30,000 pounds in seven years. This decrease in cheese production is general all over the Dominion. The export statistics show a decrease of 800,000 boxes of 80 pound cheese since 1904.

Poor Cheese the Cause.

The reason why there is a decline in the home and foreign consumption of cheese, according to J. A. Ruddick, Dominion dairy and cold storage commissioner, is that it is not properly made, and is put on the market in too green a condition. In Manitoba there is a lack of scientific knowledge employed in the making of cheese. We have been satisfi-

ed too long with ill-cured stuff, such as expert cheese makers in England, Scotland and Denmark can easily kill on the market.

Strawberries in the West.

Merchants during the past few years have been able to extend their businesses in the fruit and vegetable lines, on account of the development that has and is being made. Easterners can scarcely realize the extent of this development, especially in the case of the latter case.

Fruit growing in Manitoba is, of course, only in its experimental stage. Rarely can any cultivated fruits be found in the province except in the gardens of those who grow varieties that they may test the adaptability of the plant to the soil or climate. It has been known for several years that fruits may be grown here, but the difficulty lies chiefly in the fact that a special science is required to discover the most hardy varieties.

Professor Green, of Minnesota, who is an authority on fruit growing, has studied the conditions of Manitoba in connection with that industry. He says, "It is absurd that the same principles adhered to in Ontario regarding fruit growing, should be adopted in Manitoba."

The one who grows fruit here must study the conditions and conform to them. In so doing, it will be found that it will be a much easier and successful operation than is usually supposed.

Much of the stock heretofore used was absolutely worthless and entirely unsuited for the climate of this country, yet with the experience gained in the past as a guide, thousands of dollars worth of poor stock is still annually imported. Much of the stock brought in will not succeed in the northern part of Ontario, say, for instance in the lower Ottawa Valley, so it cannot be expected to thrive here.

It is on account of the many failures in Manitoba that the idea is quite prevalent that strawberries is the most uncertain crop. But the proper system of growing them has been worked out with great success, and it is simply a matter of following a system of cultivation adapted to the country.

Wild Berry Unsuccessful.

The wild strawberry grows profusely on the prairie, but it is very small and of no economic value. Nothing will ever be done with it. Max Magor, a Manitoba gardener has tried to grow the wild variety, but with no profit. The flavor of the berry is good, but it is too small and its habit of throwing out endless runners makes it an extreme nuisance in the garden. A gardener is willing to spend considerable energy on good cultured varieties that will produce berries an inch or more in diameter, rather than be bothered with the wild type that grows too freely. But the fact that it does grow freely and produces abundantly is significant, since, if the secret of

the wild plant would aid in the types.

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the wild plant life could be revealed it would aid in the choice of better cultured types.

H. L. Patmore, of Brandon, has been developing the art of strawberry growing for a number of years; some years he produced profitable crops, while other years have been failures. Before coming to Manitoba, he had experience in the culture of strawberries in Ontario, and in comparing the two provinces, he says, "The soil and climate of Manitoba will produce strawberries of as large a size, as fine a quality, and in as great abundance, as will the soil and climate of Ontario."

There are many statements made by experts, just as encouraging as the above, but they have little effect upon the general farmer. His energies are all exerted in the production of wheat, and he looks upon such a line as strawberry culture as something beneath the dignified indulgence of wheat growing.

The time will come, however, when the farmer will find his wheat and grain yields decreasing, and the soil will be put to other uses. When this time comes, fruit growing will rapidly increase in popularity, since the experts are laying the basis for a thorough and profitable culture of all kinds of fruit. At the present time the nurseries in various sections of the country have varieties perfectly climatized, from which the crude farmer could produce, without great difficulty, luscious crops.

Vegetable Growing.

Vegetable growing in Manitoba is much more extensive than that of fruit and therefore has been more advantageous to the merchant. The reason for this is that the climate and soil conditions are more congenial to vegetable production, and also to the fact that the demand for vegetables is greater, locally, than for fruit. The farmer can get along quite well without fruit, but he usually goes to the necessary pains to produce vegetables for his own use.

As to the marketing of vegetables the supply is quite adequate to the demand, while the local vegetable season is open. This assures us that there is no difficulty in producing the various lines of vegetables. There has been some difficulty in obtaining suitable varieties of tomatoes and a few other lines, but the problem was not as discouraging as the same difficulty in fruit.

Celery Neglected.

There has been one valuable vegetable which has been seriously neglected in Manitoba among the market gardeners, and this is celery. There is always a good demand for this nerve restorer, and to comply with this Manitoba commission houses depend almost entirely upon foreign production. The cause for this limited production of celery in Manitoba is due to the fact that it requires scientific cultivation. It is not, however, as highly a cultivated plant as many people suppose, yet it does require peculiar treatment. Where the land is rich and the rain-fall plentiful there should be no great drawback in the production of this plant, and these two agencies are prevalent in Manitoba.

S. Lacombe, of Birtle, Man., the largest vegetable grower in Manitoba, has had great success with celery, having secured a variety that does not require the same method of cultivation as that usually employed.

The old familiar way of growing celery is in the trench, but Mr. Lacombe sows the seed in the field as though it were a field grain, taking cognizance only, of the requirements that the soil is rich and moist, and capable of sustaining the highly nutritive properties of the plant. The objection to this method is that it is later in developing than the plant that is started inside, and set out in a healthy condition.

Benefits to Grocers.

The development of vegetable growing in the province has been of great benefit to the retail grocery and produce houses.

A few years ago a greater part of the vegetables consumed in Manitoba came from the south all the year round. This meant a high price for the stuff, and consequently a poor market. The imported stock was not fresh, or of a good flavor, and were not attractive counter or window goods, all of which tended to weaken the market output.

A Winnipeg grocer, who has been in the business many years, said: "The sale of vegetables, as late as four years ago, was not to be compared with the heavy volume of trade done in the same line at the present time, since the local growers can put on marketable goods much cheaper than the imported stock. The grocers heretofore could never depend upon local stuff being put on the market. Each year the supply varied in quantity and often owing to the laxity of the few growers there would be a decidedly limited supply.

The grocers heretofore could never depend upon Manitoba stuff being put on the market. Each year the supply varied in quantity and often owing to the laxity of the few growers, there would be a decidedly limited supply. For this reason produce men would depend upon imported stock, paying little or no attention to Manitoba grown stuff when it did happen to come in. But now things have changed and the local grown produce is gaining more recognition each year.

The same is true, or will be true of fruits. The supply is so much below the demand that local fruit production does not figure very largely in the retail market. But it will be recognized just as vegetables have become recognized, and the day will come when almost all of the hardy fruits on the local retail counter will be grown in Manitoba. At the present time there are so many fruit importers in the province that the competition has become keen enough to reduce the price of fruits so that they are within the reach of the ordinary consumer.

But this cannot last long, since the profits are too small. The strong firms will eventually control the market.

Ontario garden and orchard fruits are cheap, comparatively, on the western market, and these all can be grown in Manitoba province. When they are grown the market will improve in every way, for the same reason as the market in vegetables has revived. This will stimulate the market, causing merchants to depend more and more upon western grown produce.

Flour Milling in Manitoba.

It was not many years ago when all western grown wheat was milled in Ontario and elsewhere. The milling industry was slow in opening here because the population was not large enough to support an industry of this kind. Wheat could be handled and shipped easier and cheaper than flour and this also has delayed the milling in the west.

Within the past four years the milling in Manitoba has increased from 2,000 barrels to 9,000 barrels per day. Several permits have been issued for new mills in various parts of the country.

The rapid increase in flour production is not due solely to the increase in population. It is owing more particularly to the special features of the industry which enable western flour producers to compete with the English miller, notwithstanding the fact that that it costs more to land flour on foreign markets than it does wheat. The flour trade is, of course, becoming more extensive each year, but the present population would not necessitate more than one-third of the present flour output in the west.

Some Large Mills.

In Manitoba alone there are four large flour mills with a capacity totaling 3,000 barrels per day. One concern operates two mills with a total capacity of 4,500 barrels per day. Another mill in Manitoba has a capacity of 1,500 barrels per day, and a third has a 3,000 barrel capacity. Each of these companies depend largely upon their foreign shipments.

As it was intimated before, it is the highly specialized features of the industry that enable them to do this.

The English miller puts his milled produce on the market simply as "flour," with little variation in price. The western Canada miller puts his goods on the market in "brands of flour," with a range in prices. Some of the brands may undersell the English flour, while other brands will overrate it. The Canadian miller can put "quality" into his flour while the English miller cannot. The over-sea miller gets his wheat in bulk of various grades and can only produce a limited variety of flours depending upon the milling process.

The western millers grade their wheat and from the various grades produce the various brands. They also have the spring and fall wheats from which distinct brands are made. These are the features, together with the fact that they can also mill as scientifically as the Englishman, that gives the home producer the advantages.

Cereal Production.

There is an idea prevalent in certain quarters, that the milling business is all running to cereal production. This line is developing, but it has almost reached its limit and Manitoba millers do not depend upon it to a great extent, except to use up the by-products of the mill. All the mills manufacture a wheat cereal, and it is a profitable by-product. As the population increases and export shipments grow larger this side of the business will necessarily figure more largely, but no wheat will be turned into breakfast foods, as long as the present market condition prevails in flour.

The Canadian Grocer

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THE WEEK'S FEATURES.

The uncertain condition of the canned goods market, the high price of pork and the easing off of grain prices are among the interesting points in connection with the week's market.

The canned goods situation will be found in another column. The continued scarcity of the supply of hogs has caused Montreal pork prices to advance another dollar and on the Toronto market the price of live hogs has scarcely ever been as high. Packing houses are therefore faced with a hog shortage amidst a good demand for the product.

Egg prices are high, due to various causes. The demand is good but apart from that the number of bad eggs on the market has had much to do with the recent advances in prices made by the large dealers.

Garden vegetables generally are declining in prices. Canadian grown tomatoes have been introduced and soon prices will be considerably changed. Home grown cucumbers have also made an appearance and will be presently lowered.

Strawberries are vanishing rapidly and their place has been taken by cherries. This crop has been an excellent one and the quality has never been better. Canadian raspberries are on the market in small quantities and at the beginning of the week were offered around 17 cents to the retail trade. As the season advances they will become cheaper.

The Winnipeg market shows a decline in oats and a consequent easing off in the rolled oats market, while in St. John, N.B., Ontario flour has declined.

CHAOS IN CANNED GOODS.

It still remains a difficult proposition to fathom the market in canned goods for delivery in the future. This is evident from the remark of a jobber to a query on what the present situation was. "There is no situation," he declared, and answers to several other inquiries bears out this assertion to a considerable extent.

New pack goods are being sold at prices quoted in our market columns last week, but only by some wholesalers. Others who are anxiously awaiting the turn of events are not naming any prices.

Last week peas were quoted at from 75c up to \$1.40 per dozen to the retailer, but some of the canners have cancelled the opening figures to jobbers. The reason as given by one jobber for this was the probable advance owing to the crop prospects not being so bright as they were when those prices were first presented. This phase of the question was referred to in our last week's report.

Everyone knows that the opening prices have been low and the question that should now attract the retailer's attention is "When shall I buy?" In some cases at least advances seem probable. It is stated that canners can make little profit at their prices quoted.

The pivot-point of the whole question however seems to bear on the extent of the crops. If the recent rains were not too late, they may play an important part. If they were delayed too long, the market may be given a bearish tendency.

Jobbers are now quoting prices on salmon for future delivery, sockeyes ranging around \$1.75 to \$1.80, while inferior grades are in the neighborhood of \$1 and \$1.05. Last year prices ran from \$2 to \$2.50 for the former, and from \$1.10 to \$1.15 for the latter. Different jobbers have different prices.

TEA SPECULATORS LOSE.

It is now practically assured that there will be no duty on bulk tea entering the United States. The effect of this on those who bought tea when the tax was proposed is apparent.

The Grocer has been informed by an authority that one firm, the Carter, Macey Co., New York, collected a stock of more than 6,000,000 lbs. with the idea that a duty would be imposed. A speculator in New York, named Butterfield, is said to have bought a 4,000,000 lb. stock with a similar purpose in view. It therefore seems evident that

those who bought like this on speculation are going to have a hard time and will scarcely be able to pull themselves out of the hole.

It is represented that the United States retailer and jobber are loaded up with bulk tea and that many of them have enough to fill their orders for two years. This must be more ill news for the speculator.

Already large shipments of tea are being exported to London at prices less than cost and holders are losing from 5 to 6 cents per pound.

In addition to holdings of bulk teas being enormous, large sums were expended for lobbying purposes. If the duty as proposed had been imposed speculators would have cleared a million at least.

FIRES AND FAILURES.

The fire losses in the United States and Canada for the first six months of the year were over \$21,500,000 less than for the same period last year.

The opinion obtains among insurance men that fire losses are always heavier during hard times, than when trade is in its normal condition.

The inference is that when business is inactive incendiaryism is active. This inference may not be based on fact. But whether or not the fire records of the past six months can be taken as evidence that trade is healthier than it was a year ago, other indications such as clearing house returns, railway earnings and fewer commercial failures place the question beyond dispute.

PERISHABLE GOODS IN DANGER.

At this season of the year considerable loss is incurred by many retail grocers, due to lack of equipment for sufficient care of perishable goods.

These include butter, cheese, fish, molasses, syrups pickles, etc., all of which need to be kept in a comparatively cool place, and some more so than others. Even canned goods should not be allowed to become too warm.

About the best method for efficiently attending to these, is to use the refrigerator. Those with glass fronts may also be used to display pickles, cheese and butter, as well as other goods.

Careful attention should be given to oat and cornmeal. Grocers should not purchase in too large quantities, as in the warm weather worms begin to move about in them, if they are allowed to stand too long.

Salt fish should also be watched and kept continuously in brine.

All goods of the above character need special care just now. If such is not given it may become necessary to consign them to the garbage heap.

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Nearly More West Grocer

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July 14.—Chas. time clerk in the Connal & Son, where he has s Before leaving I ed with a gold bers of the B.A. a member. He the choir of the church. At a was presented brella. Mr. H in the city and the firm with w

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Some Interesting Ontario Grocery Correspondence

Nearly all the Peterboro Grocers Handle Soft Drinks — No More Donations From Ingersoll Merchants—Raspberries from Western Ontario—Advantages of Half Holiday in London—Grocers Fined at Kingston for Selling Adulterated Coffee.

PETERBORO.

July 14.—Charles Harmer for some time clerk in the grocery store of Peter Connal & Son, has gone to the west where he has secured a good position. Before leaving Peterboro he was presented with a gold signet ring by the members of the B.A.C. club of which he was a member. He was also remembered by the choir of the Charlotte St. Methodist church. At a meeting one evening he was presented with a gold headed umbrella. Mr. Harmer had many friends in the city and was a valued clerk to the firm with whom he was employed.

Investigation among the grocery stores seems to prove conclusively that there has been more business on the part of grocers in the handling of tomatoes than in other years. In the past the custom was for the most part to wait until the local supply was received. The imported kind was sold mostly by the fruit and vegetable dealer. This spring the people seem to have been educated into buying the early tomatoes which have to be brought into the city. This has been noticed in connection with other vegetables that have been handled this spring and apparently the grocer is cutting in more on the exclusive fruit dealer's business.

Practically all the Peterboro grocers are handling bottled drinks and are also disposing of them in a satisfactory manner. The hot weather makes the demand and a good clerk can make it apparent to a customer that his or her comfort will not be completed without some of the ordinary summer drinks.

One of the disadvantages of the handling of tomatoes is the high price when they are first received. Twenty-five cents a pound has been the price prevailing for some time and this turns away too many customers. In fact with many it is prohibitive. A grocer stated recently that with the ordinary customer the purchasing of tomatoes was looked as a little extravagance.

Eggs are selling at twenty and twenty-one cents a dozen and are considered rather dear. The price was expected to go up on Saturday owing to the bad weather but there was not the usual large number of purchasers and no change was reported.

Strawberries are practically all done and the grocers are advertising cherries with berries to follow when the cherries are done. The crop in this district is a fair one. Market gardeners state that berries will be plentiful and that Saturday's rain will do a great deal of good. Although there are many good gardens in this vicinity the local supply is not sufficient for the demand.

Mrs. Sid Mitchell is meeting with encouraging business in her new store at the corner of Sherbrooke and Reid Sts.

R. C. Braund, grocer, and his family are camped on the Otonabee and is enabled to spend nights with them, occasionally taking a day off himself.

Harry Ball, a grocer, who has been in business here a short time has disappeared. According to his books he is in a fairly good position financially and the reason for his departure is credited to the small amount of business he was doing. A note that he left intimates this, and also that he had suicidal intentions.

INGERSOLL.

July 14.—Hereafter those who call upon the retail merchants during business hours soliciting donations for charitable or other purposes, or with a view of disposing of tickets will receive the courteous but emphatic answer "no, thank you." This plan of action has been unanimously endorsed by the members of the Retail Merchants' Association, and there will be absolutely no deviation. Only those actually engaged in the retail business can have a proper conception of the extent of the demands that have been made from day to day upon the finances of the merchants in consequence of the canvassing method. This plan has been in vogue in connection with practically every money raising scheme and the merchants have invariably been the first ones singled out for "attack." The merchants have long sighed for the day when concerted action would be taken which would enable them to say "no." This time has at last arrived. The reorganization of the Retail Merchants' Association, a few weeks ago, paved the way. The matter of indiscriminate giving was slated as one of the first to receive attention. It came up for consideration at the last meeting of the Association and was unanimously endorsed.

Another important matter dealt with by the Retail Merchants' Association at its last meeting was the question of cartage. In the past the merchants have had to pay the cartage at both ends on all consignments received by them. The manufacturers and wholesalers have added this to the freight bills and individual protests were unavailing. Hereafter the merchants will attach slips to all orders instructing the wholesalers and manufacturers to ship all goods cartage prepaid at their end. The slips will also clearly set forth that if this request will not be complied with the orders are to be cancelled. The association has affiliated with the Provincial Retail Merchants' Association and it is the intention of the members to give prompt and earnest attention to all matters pertaining to the trade.

Although none have yet made their appearance at the time of writing it is expected that raspberries will be offered

on the market this week. The season has been very favorable up to the present, but if the drought continues, it will no doubt reduce the crop to some extent. Present indications, however, point to a great supply.

Small quantities of the later varieties of strawberries are still being marketed. The berries for the most part are small, but nevertheless well ripened, but the price precludes their general adaption for preserving purposes. A rule they retail at ten cents per box.

The enterprising merchants have been busy during the past few days calling attention in their advertising spaces to "cherry week." This is said to be the big week. The local crop has practically nothing to do with regulating the market. Very few cherries are grown in this section, principally on account of the havoc wrought in bygone years by the Black Knot. Only a few trees of the old favorite varieties are to be found, and in most instances the fruit is so highly prized that it never finds its way onto the market. Most of the cherries, as with the peaches, are brought in from the Niagara and other famous fruit sections. At the present time cherries are ranging in price from \$1.25 to \$1.75 a basket, and it is doubtful if the price will be any lower.

CHATHAM.

July 14.—The first raspberries of the season made their appearance on Saturday, when the King Edward grocery, which makes a feature of early fruits, offered them at 20c a box. These are home-grown berries. To-day the price went down to 15c. During the past week, growers and consumers have been face to face with the prospect of a berry shortage, on account of the continued drought. Rain is needed, and with a little wet weather the next week or so the raspberry crop will be a good one. Home-grown tomatoes were also a feature at the King Edward on Saturday. Northwood & Bartlett offering a good article at 12½c a pound. This is where Chatham beats the east.

The recent hot spell has stimulated the demand for refreshing drinks for home use, and several grocers have seized the opportunity to display lime juice, lemon squash, ginger beer, orangeade and other lines in their windows.

Among the displays in vogue just now in connection with housecleaning accessories, W. E. Parrott has put in a novelty, the small size cans being so arranged on the bottom of the window as to spell the name of the product.

An important business transfer took place this week at Blenheim, when W. W. Logan and Mr. Walker, of this city, bought E. J. Spackman's grocery and dry goods store. Mr. Spackman came to Blenheim about a year ago, buying out F. R. Webb, now of Kingsville. He expects to move to Calgary, where he has large real estate interests. The new firm of Logan & Walker is now in charge.

The Dresden canning factory is being overhauled, under the direction of Manager Edgecomb, preparatory to the tomato "campaign."

THE CANADIAN GROCER

Ben Madden, grocer, of Dresden, has purchased a residence in North Dresden from his fellow-grocer, R. Heviand.

T. G. Guest, of Richmond, Mich., formerly in the grocery business in Ridgetown, visited old friends in this section last week, prior to leaving for New Westminster, B.C., where he will locate in business.

Mahler Bros. are purchasing labor-saving machinery and gasoline engines for installation in their evaporating factories at Forest and Dresden, an increased output being the objective.

LONDON.

July 14.—Wholesalers report business fair among country dealers. Sugar is not moving so rapidly here as it was expected would be the case, with the opening of the preserving season. The market for teas of all kinds is advancing. Mediums are about $\frac{1}{2}$ d up and very fine have also advanced. Excepting a sharp advance in African coffee, all the other staples are unchanged, as are also cereals, but in view of the splendid crop outlook, an early drop is looked for.

One effect of the Wednesday half-holiday is to enable grocers to get better acquainted with their families. Before the introduction of the mid-week breathing spell, it was work, work from Monday morning until early Sunday morning. Now almost every grocer in the city has his driving outfit, and it is a common thing on Wednesday afternoon to see a grocer with his wife and family driving to and from the country. It does them all good and no one suffers in any way.

This has been the biggest year for strawberries on record. The berries are just about over now. There were some on the market Saturday morning, but they were of poor quality and sold as low as five cents a box.

Agitation is being renewed for the establishment of a public abattoir as the result of a statement made by the chief of the Dominion veterinary department to the effect that the citizens of Canada are eating much impure meat owing to the lack of inspection of some slaughter houses. The trouble in London's case is that unless the county co-operates it will be impossible to solve the problem. The city could of course, establish an abattoir, but if the county permitted indiscriminate slaughtering there would still be a danger of bad meat getting into the market.

Thos. Shaw, ex-president of the Retail Grocers' Association, is president of the East End Merchants' Association, which is preparing for a big picnic in Queen's Park.

The hay crop hereabouts is one of the biggest in years.

C. R. Somerville, gum manufacturer is installing a smoke consumer in his factory.

Perrins and McCormick's employes' picnic at Port Stanley on Saturday, 24th inst.

McKinley Millman and Clem Garney, two local grocery men, are about to take

their annual holidays, and a friend of theirs volunteers the information that they intend taking a trip in "a first-class coach on a first-class ticket to spend a couple of weeks in a first-class town." However true this may be they are a first-class pair of fellows.

Bills are out announcing the grocers' picnic to Port Stanley on Wednesday afternoon of next week and a moonlight excursion on Lake Erie in the evening. The grocers promise a good time.

LINDSAY.

July 14.—Grocers and others have been predicting a famine in this part of the country, hard times, etc., during the past week owing to the fact that the ground was parched, and the small garden fruit, as well as the farmers' crops, were in dire need of rain, and lots of it. In the country everything was almost burnt to a crisp. But the rain descended in torrents on Saturday, and the prayers of the farmers and others were answered. The rain itself will prove a blessing, as already the roots, etc., in the garden are taking on an increased growth due to the nourishment. The grocers of Lindsay do a large amount of business in the small fruit and vegetable line. Every store has its display of this line of produce. There was a time when the market gardener and the peddler on the street took a large amount of this trade away from the grocer, but of late little small fruit and garden vegetables are to be found on the Saturday market, and the peddlars have given it up for a bad job. Inviting bunches of all kinds of garden vegetables are to be had at the grocery stores at reasonable prices. The outdoor home-grown Canadian tomato has not yet made its appearance, but it is expected within the present week. Green peas are plentiful, but cabbage has not made an appearance at all. New potatoes have been selling at fifty cents a peck with a good demand. The old potatoes are doing very well at seventy-five cents per bushel, but they are expected to go into disuse pretty soon. The first load of new hay was on the market Saturday and sold for \$8 per ton.

Fine preserving cherries were offered Saturday at \$1.25 per basket. Gooseberries have also made their appearance. The grain market remained the same, but owing to the hot and dry weather butter and eggs advanced in price.

On Saturday last a flash of lightning frightened L. A. Primeau's delivery horse and a tumble in groceries ensued. Granulated sugar, especially took a big drop, and was strewn all along the road.

Mrs. Ed Robson, wife of the popular west end grocer, is an enthusiastic fisherwoman. The other day she secured a beautiful ten-pounder in Seugog Lake.

Some of the town grocers would like to see a grocers' picnic, in which they could all enjoy a sail down the river, and have a jolly outing. The scheme is worth considering, as it has proved to

be a delightful outing in other towns and cities.

The Lindsay grocers are on excellent terms with each other. Sometimes one grocer will experience a heavy demand for a certain article, and will perhaps run short. The next customer asks for the same article, and to accommodate her, the grocer will send one of his clerks down to the store of a fellow-grocer and thus trade is not sent away to another store. It is good to see the grocers on such friendly terms with each other.

It pays to deal honestly with the people, and those grocers in Kingston, who are alleged to have sold "adulterated" coffee will be the losers to a large extent. Perhaps, it will not be noticeable at first, but in time trade at those particular stores will go elsewhere. The people will not patronize a grocer who seeks to "do them."

Chatting with a provision man the other day your correspondent learned that, with the exception of sugar, the raising in prices for groceries, generally, was about to take place. Lard and bacon, he stated were exceptionally high in price, and the high price of oats was causing mild consternation.

More poor news for the grocers. It is learned that the apple crop in this district promises poorly this season, and as a number of Lindsay merchants do a large brisk business in apples, the news will be doleful and unwelcome. The dry weather during the past few weeks is given as the reason. Messrs. Primeau and Spratt, two of the large apple-buyers, in conversation, stated that they had visited some of the orchards and thought that from observation both fall and winter apples would be at a premium, and they expect the prices to be the highest in years. In some sections of the province it is reported that an insect pest is killing the apples. However, that is not the case in this section yet. The recent rainfall, however, will do an immense lot of good to the apple crop.

OTTAWA.

July 14.—Creditors of a fruit dealer and confectioner named John Lopresti are anxiously awaiting his return and in the meantime are trying to discover his present place of abode. Some days ago Lopresti, who is a bachelor, failed to open his store for business as usual and suspicions were aroused. He lived to the rear of the store, alone, and on an entrance being made no trace was found of him. One of his largest creditors called in police assistance but search of the city failed to locate the missing man. At first it was thought he had gone to Montreal, for his father and uncle are in the same business on St. James street, there, but the Montreal police were unable to find trace of him. The father, Antonio Lopresti, formerly kept a fruit store on Wellington street, and the uncle, Joseph Lopresti, is also well known here, having been in business on Bank street near the corner of Nepean. The creditors who are interested and the amounts

Lopresti owe ascertained, change, \$12 \$34.75; Lan & Turner, maintained in the creditors pe

July 14.—strawberries this year. C is one of th this district to 15 cents berry boxes them all wi

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THE CANADIAN GROCER

Lopresti owed them, so far as could be ascertained, are: Dominion Fruit Exchange, \$121; C. E. Plain & Company, \$34.75; Langstaff Brothers, \$22; Maloof & Turner, \$49. What little stock remained in the store is being held for the creditors pending developments.

KINGSTON.

July 14.—Housewives who did not buy strawberries early were somewhat fooled this year. Giant Pyke, of Wolfe Island, is one of the most extensive growers in this district. His berries command 12½ to 15 cents per box. He bought 90,000 berry boxes this season and will use them all with his raspberries.

Secretary Dalby has been one of the busiest men in the city arranging for the grocers' picnic.

"Pompadour Jim" has a fine dressed window on Princess St.

The grocers' picnic prizes are displayed in Jas. Reddin & Co.'s window and include many valuable gifts.

Notwithstanding the rise in flour, some bakers have started in cutting prices selling to stores.

Two grocers here were fined for selling adulterated coffee. It seems that the manufacturers should pay these fines. It is strange how the government looks after this business and yet in getting supplies for their institutions call for pure coffee and sometimes accepts a 12c article, and a pure white pepper and accept one at 8 or 9c. It looks as if the searchlight were thrown on the doings of our governments there would be shown some large spots.

Ruling prices here during the week were: Potatoes, 70 to 80c a bag; eggs, 20 to 25c a doz.; butter, 25 to 28c a lb.; peas, shelled 18c qt., in pod, \$1, bushel; pork and meats are very high.

GUELPH.

July 14.—C. Hicks has had a demonstration of jelly recently, and a profitable sale was the result. His Paisley Street store is one of the cleanest stores in the city.

W. Metcalf reports good business. In addition to his confectionery department, he has started in on the ice cream business, and has had good results.

The fruit season is started, and the housewife is busy "putting down" preserves for the winter, which means increased sugar sales for the grocers.

The majority of stores closed on Thursday afternoon of last week, the first half-holiday of the season.

TORONTO.

July 14.—E. S. Calder, Gerrard and Mutual Sts., is pleased with his business, and that spells success. He is not one of those small men who has no time to take pleasure out of anything. He takes time to read the "Canadian Grocer," which he enjoys, and which, he says, keeps him in touch with the bright side of business.

Bail & Brown have bought out W. J. Fawcett, 418 Church St. These are two

young men with a well trained grocery experience, and intend to turn the old quiet corner into a hustling concern.

W. H. Armitage, Carleton and Church Sts., deserve credit for their well-kept store. Few windows in any grocery in the city are kept with more taste and judgment. The windows are regularly changed each week and neatly arranged with seasonable goods. This week soft drinks are displayed in one window and glass sealers in the other. They look very attractive.

E. A. McCarthy, 89 Roncesvalles Ave., is setting an example that would be well to follow by all grocers. He has a new store, and in one corner has a beautiful porcelain wash basin, with hot and cold water attachment where the hands may be washed, and wiped with a clean towel every time anything of a greasy or dirty nature has been handled. This is done in view of the customers, so that they may see that it is done. This is one of the best advertisements a retailer can have. Not long ago a grocer was seen to cut bacon, and the next minute he mixed tea in the hopper of his scales with his greasy hands. That is enough to lose a tea customer forever. Cleanliness is coming to be one of the essentials to success in the retail trade.

Some of the grocers who do not read their trade paper are still laboring under the delusion that they have to cut prices in order to get trade, while those who keep in touch with new ideas are snatching the business through more up-to-date methods.

One grocer recently said that he would not give 5c for The Canadian Grocer, and another said that he would rather pay \$10.00 than not have it. Who is right, the one who knows nothing about it, or the one who reads it? The answer is easy.

If a grocer is dissatisfied with his business, and finds fault with all other grocers, and with the trade in general, he acknowledges that others are getting ahead of him. He is a back number and does not know it.

Where you find a grocer who says he has no time to read his trade paper you always find a man who has plenty of time to do nothing, or to talk about things which are a year or two out of date.

Some grocers have two or three kinds of tea advertised on their windows, but to find out who runs the store you have to inquire inside.

Wm. C. Miller, 632 Yonge Street, displays many of his fresh fruit samples in clean and attractive baskets. As they are not large several can be placed in the window and they give the idea of cleanliness and care.

BRACEBRIDGE.

July 14.—Saturday was a day of sunshine and rain. The long looked for shower came down in torrents during the morning and made the farmers flock to town.

The grocers got together last week to consider the advisability of adopting the

cash system—that is more thoroughly than it is done at present. Considerable comment on the present system was made. The conclusion was reached that the dead beat now is practically shut out, and the meeting ended with the feeling that, strictly cash will soon be the motto of every merchant in town. The discussion touched upon the practice of ordering strawberries and sugar by telephone and having them charged. When a merchant sends out say 40 or 50 crates of berries with several hundred pounds of sugar and waits from 30 days to 6 months for his money, the limit was about reached. Those present took up the collecting system adopted in Guelph and Brantford but it was considered that in a town of this size, that would not be feasible.

The grocers on Friday and Saturday seemed to have the fruit craze. All kinds were to be had and judging from one remark made by a southern woman, we must be all right when she said: "This is certainly a wonderful business place; one can buy everything." So much for Bracebridge compared with Nashville, Tenn.

PERTH.

July 14.—Monday's celebration tripled our population and consequently made the grocers a busy lot. One Foster St. dealer removed the central display stands from his store, replaced them with tables and served meals to about 300 people. All stores had a large number of customers, but average sales to each were small.

Eggs are scarce but the price 16c, is unchanged. Cherries are arriving freely and are being retailed at \$1.35 a basket for red and white, and \$1.70 for black. Strawberries are over. The crop in this section was quite a failure. Growers had about one crate where they had five last year.

R. Richardson, Carleton Place, has been succeeded by Bennett & Code. The new firm took possession on July 2.

Deizelle & Warren have opened business in the Carleton Place Arcade. This store was formerly occupied by Jas. McPherson.

Grocery business as a whole is satisfactory. Those stores handling fruit have been especially busy for the past three weeks.

F. C. Harp, grocer, Brantford, Ont., visited Toronto on Wednesday of this week.

Delmere D. Butler, who has been clerking with F. C. Harp, a Brantford grocer, has cast in his lot with the knights of the grip, and on Monday morning next will go out on the road for Geo. E. Bristol & Co., wholesale grocers, of Hamilton, Ont.

AGENCY WANTED

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



GUARANTEED ABSOLUTELY PURE

Simcoe

Strawberry Preserves

Home Made Quality

Certificate of absolute purity on each jar.

Home Made Quality

Certificate of absolute purity on each jar.

We believe that these SIMCOE STRAWBERRY PRESERVES are absolutely the finest goods on the market. The strawberries are grown in the immediate vicinity of the factory, and are preserved the same day as picked, with the finest quality Granulated Sugar.

Ask your Jobber for Introductory Prices.

As the pack is limited these goods are offered subject to prior sale.

CANADIAN CANNERS
LIMITED

Notes from the Maritime Provinces and Quebec

Cape Breton Business Badly Affected by Strike — Halifax Commission Merchants Handle Many Strawberries—Decline in St. John of Ontario Wheat Flour—Sugar Selling Freely.

HALIFAX.

July 13.—Business will receive a serious set-back as a result of the strike of the miners in the Cape Breton coal districts, which started last week. Up to then the prospects throughout the province for a very busy season's business were excellent, but this unfortunate labor trouble has completely changed the aspect of the whole thing. Before the strike was called the travelers who had been in the Cape Breton towns reported business brisk and the outlook for trade was splendid. Although the strike has been on less than one week, business has already felt its effect. Some of the dealers at Glace Bay report that their sales had dropped 95 per cent., but throughout other parts of the province business is in a prosperous condition. The crops are progressing favorably, and the general outlook is most promising.

Prices still rule high in all lines, particularly in bread stuffs. Quotations have not changed since last report. On account of the high price of flour the sales are not as large as they otherwise would be. There is a good demand for hams and bacon, and grocers report large sales even at the high prices. There is a general complaint among the trade regarding the scarcity of first-class stock, and the prices asked for it. The opinion prevails among many that the supply is not equal to the demand. There is a ready market for everything that the farmer can produce, and in this province the farmers of the present day do not raise half enough stuff to supply the home markets. There is only a fair supply of eggs coming on the market now, and the demand is rather light. The price is also advancing, 20 cents being asked for P. E. Island stock, and 21 cents for Nova Scotia. Butter is practically unchanged.

The molasses market is now rather quiet, and the stocks have been considerably reduced as the jobbers have filled most of the large orders. Fancy Barbadoes is now quoted at 35 to 36 cents, and Barbadoes 35 cents.

Sales of sugar have increased considerably during the past week, as a result of the placing on the market of strawberries for preserving. Cut loaf in barrels is \$5.25, extra standard granulated is \$4.70, bright yellow \$4.55, and Austrian granulated, \$4.30.

John Coleman, referred to in last week's issue of The Grocer, as taking over the business of C. M. Walker at Dartmouth, has been identified with the grocery business for about forty-five years. He was head clerk with the old firm of Bauld & Gibson, wholesale grocers, and he continued in the same position with Bauld Bros., which succeeded the former firm. On his retirement he was presented by the firm with a handsome gold watch chain, and charm, suitably inscribed. The employees of the firm gave him an onyx clock, also bearing an inscription.

Charles H. Harvey, the recently appointed agent of the Marine and Fisheries Department in Halifax, formerly conducted a commission business here.

The fish markets are now rather quiet. The spring run of mackerel is over, the lobster season closed on the last of June, and the demand locally for salt fish is light. While large shipments are being made the foreign demand for lobsters is lighter than usual.

The commission merchants are kept busy handling strawberries, hundreds of crates having arrived for local consumption. With heavy receipts the price dropped from 20c to 10c per box. The dealers report a good demand for berries. Large shipments are being made to Newfoundland and St. Pierre Miq. It is generally expected that the heaviest of the shipments will be made about the first of this week, and after that the season will be pretty near at an end. The crop is much smaller than last season.

Jobbers who handle flour and feeds report trade rather quiet in these lines. Corn and oats continue firm with very light offerings. The feed market is cleared up. Some small lots of middlings are available, but there is no bran or feed flour to be had. The leading brands of flour are quoted at \$6.75 to \$7.00.

The crop of Bermuda onions is pretty well cleaned up and the stock offering is of poor quality. Some of the surplus is being sent to the auction rooms to clear it out. The prices obtained at these sales are only about half of the original cost.

MONTREAL.

July 13.—C. A. Chouillou, Montreal, sailed on Friday for Europe. He will be absent two months.

F. K. Keogh, representing Hills Bros. & Co., New York, was in Montreal this week, and visited the trade in company with the firm's local agent, W. C. Christmas. Mr. Keogh is covering Canada.

Harold H. Hughes, manager Spratt's Patent, Limited, Canadian branch, of Montreal, is in Winnipeg, attending the Industrial Exhibition dog show.

H. Collings, of H. Collings & Co., London, has left Montreal for Halifax.

P. M. Girard, with Hudon, Hebert & Co., Montreal, is again at his desk, after a short holiday.

L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal, re-elected president of the Canada Wholesale Grocers' Exchange, has returned from Victoria, where he was attending the annual convention of the Exchange.

ST. JOHN.

July 13.—About the only feature of interest in the local grocery markets last week was the decline in Ontario flour. After reaching the highest point attained in years the price tumbled on Thursday last, when full patents, which were selling at \$7.15 to \$7.20, and medium patents at \$7.05 to \$7.10 a barrel, declined to \$6.85 to \$6.95 for full patents, and \$6.75 to \$6.85 for medium.

Manitoba's still maintain their position at \$7.15 to \$7.20, with little likelihood of a change from present indications.

Sugars are stronger, and some of the cheaper grades of granulated have advanced 10c a hundred weight.

New cheese has been coming in quite freely since the last of May, and the price is a little easier. A decline of half a cent a pound was recorded last week.

There is not a great deal of produce arriving in the city yet, but the prices of new vegetables and spring lamb have declined. On the other hand, henry eggs are 2c a dozen dearer, while butter remains unchanged at 18c to 22c.

Strawberries reached the low water mark last Wednesday, when they sold at 4½c a box wholesale. Since then they have not gone below 6½c.

William C. Cross, manager for Hall & Fairweather, returned home last Saturday, after attending the Dominion Grocers' Exchange meeting in Victoria. After the meeting Mr. Cross made a flying trip to southern California. He reports having had a delightful time on the Pacific coast. Andrew Malcolm and W. L. Harding, who also attended the meeting in Victoria, are expected home this week. They have been visiting friends in Minneapolis and Calgary.

B. H. Berry & Co., who have been conducting a large general store at Turtle Creek, have just completed a large new store at the corner of High and St. George Streets, Moncton, and opened for business last week with a big special sale.

CANADIAN TRADE NOTES.

Louis Midanick, grocer, Toronto, has sold to David Davidovitch.

The H. Beasley Co., wholesale confectioners, Toronto, have changed their style to National Candy & Wax Paper Company.

P. Lamarre, grocer, Montreal, has commenced business.

Assets of J. A. Bedard, general merchant, Chaudiere Curve, Que., are sold.

J. S. Proul, general merchant, Fraserville, Que., has assigned.

J. A. Aubert, grocer, Montreal, has sold his assets.

Bruce & Dodds, general merchants, North Vancouver, B.C., has sold his business.

Eaton & Wescott, grocers, Vancouver, have sold to Jos. Lister.

C. E. Turner, grocer, Vancouver, has sold to W. Turner.

K. R. Campbell, grocer, Glace Bay, N.S., died recently.

AMONG GARDEN PRODUCTS.

"I see you advertise to keep everything from the garden," said the boy entering the store.

"We do," replied the clerk.

"Well, give me ten cents' worth of worms for fish bait!"

Late

July 13. about over the large o was inadequate requirements Exchange ries from lands in the States territory the local quality for ing the th quent dry a trifle so reports fro greater part ly the har highest qu prices hav care was ta on the exp tenay Lake in having ing among cars, too, proved pri the Domin taken a gr and have promote th the Northv that there from Winn the dumpin erican" sid ulars of wh in these col

The rema cussing the of goods ar reference to lines. He ed he was i according t ferred, and through no wanted. T to getting a when they them somet as good, to were used and general got to stud tastes," he very hard as the par erally the l he liked at depend on g not in stoc that it was out. In al difference i some slight preferred b they get w

Latest Reliable Trade Review of the Golden West

Vancouver Grocer Sees Benefits of Belonging to an Association—British Columbia Strawberry Market Not Sufficient for Demand—Calgary Exhibition Opened—Travelers' Experiment in an Automobile.

VANCOUVER.

July 13.—The strawberry season is about over. The feature this year was the large demand, for which the supply was inadequate. To help meet the requirements, the Victoria Fruit Growers' Exchange had to buy five cars of berries from Vashon Island, one of the islands in the Gulf of Georgia, in United States territory. On Vancouver Island, the local berry was not as suitable in quality for shipping as last year, owing to the late frosts and the subsequent dry weather, which made the fruit a trifle soft. On the other hand, the reports from the interior are that the greater part of the fruit there, especially the harder varieties, is of the very highest quality and appearance, good prices having been obtained. Special care was taken this year in shipping, and on the experimental barge used on Kootenay Lake, much ingenuity was shown in having cool currents of air circulating among the fruit all the time. The cars, too, were loaded on the most approved principles. Both the C.P.R. and the Dominion Express Company have taken a great interest in the shipping and have been doing all they can to promote the interests of the industry. In the Northwest market, it was noticed that there was the usual competition from Winnipeg, but a feature there was the dumping of berries from the "American" side at slaughter prices, particulars of which were set forth previously in these columns.

The remarks of a local grocer in discussing the adherence to certain brands of goods are interesting. This is not in reference to any particular line, but all lines. He said that when he first started he was inclined to change his brands, according to what inducements were offered, and he believes he lost custom through not having what some people wanted. That is, they got accustomed to getting a certain brand from him, and when they asked for it again he gave them something which he knew was just as good, to use an old phrase. They were used to the other brand, however, and generally got it somewhere else. "I got to study my particular customers' tastes," he explained. "It was not a very hard task and was a paying one, as the particular customers were generally the best. If a man got a thing he liked at my store, he could always depend on getting it again, and if it was not in stock at the time, I would see that it was in time for his order to go out. In all good goods there is little difference in quality, but there may be some slight difference in flavor which is preferred by certain people, and when they get what they want they do not

care to change. Although people these days are progressive and aggressive, there is always an underlying strata of conservatism which may be noticed in one way or another."

During the last few weeks, rain has come at not too frequent intervals, with the result that local crops are looking fine. From present indications, there will be a good average crop, of which the main crop of the Delta district, namely, oats, will be heavy. There is not so much wheat under acreage this year, as it has been found that oats are more profitable, the grain being disposed of to the Brackman-Ker Milling Company, of Victoria and Vancouver.

The benefit of supporting the local retailers' associations is no doubt apparent to readers of *The Grocer*, and the fact is brought to mind by the statement to your representative of a dealer who said that he had withdrawn from the association. It may be that a man may not see at the time the direct benefit from an affiliation of this kind, but there is always some accruing to the trade as a whole which can only be secured through mutual co-operation all the time. The wise man is he who is never caught by an emergency. To be ready at a certain time for something unlooked for is not luck, but preparation away in the past, and the dealer who adheres to his association may find any day that he has got the worth, perhaps in a single instance, of all he ever paid in. An energetic association is a distinct benefit to the trade. This was shown in Vancouver recently by the action in weighing up the butter prints, mention of which was made previously. It was found then that short-weight was being sold. In cases like these, the grocer would get the blame, for he could not bring home the charge the same as the association, and it might be that he would lose good customers through no fault of his own, but who might be retained where prompt united action is taken.

CALGARY.

July 13.—The Provincial Exhibition, Calgary's midsummer holiday, opened on Monday, the 5 inst., under most favorable circumstances. The day opened bright and warm, and the crowds began to assemble to witness the "Pageant," which was eagerly looked forward to by many, who last year saw what could be done in the far west in the way of spectacular street parades, originated and carried out by citizens of Alberta. The Indians were again the feature. They were out in large numbers, many of them togged in their striking war costumes and paint. To see them was a sight which

may probably never again be seen in Canada. The whole pageant throughout was a fitting opening for the exhibition, which is in many ways ahead of that of last year, notwithstanding that it was the Dominion Exhibition. Monday was also an important day in the history of Calgary, in that it saw the first street car running. Without ceremony the cars appeared promptly at the appointed time, and it is needless to say that they were loaded to capacity at once, and trips to the exhibition grounds have been made on schedule time ever since. The cars are of the latest "pay as you enter" type, bright and roomy, and a credit in every way to the city. Monday's attendance at the Exhibition was something over 17,000, and those who attended were not disappointed, as it is really well worth a visit. The main building is devoted largely to industrial exhibits.

WINNIPEG.

Winnipeg, July 13.—Thomas Jobbin, of the Jobbin-Marrin Company, wholesale grocers of this city, will leave shortly for a trip east, visiting Bruce Mines, Barrie, Toronto and Montreal. A greater part of the summer will be spent in Barrie, where Mr. Jobbin was formerly in business. Mrs. Jobbin will accompany her husband.

B. F. Windrum, F. Cottam and D. D. Ryan, of Winnipeg, commercial travelers, have arrived in the city, after a two weeks' automobile trip through the province and Saskatchewan. They have been making a trial trip, to find out if automobiles would answer the same purpose as trains in their business. In some respects the trip was very successful, but at times the auto did not cover the ground as fast as could have been done by train. Whenever the roads were good the trip was most satisfactory, but in some parts the roads were almost impassable. During the trip thousands of miles were covered. Leaving Winnipeg two weeks ago last Monday, the party journeyed by way of Deloraine, Estevan and Moose Jaw to Regina, visiting all the intervening towns. On their return they passed through Arcola and Souris and then on to Brandon.

C. G. Hayes, manager of the confectionery department of Foley Bros. & Larson, has moved with his family to Ponemah Beach, for the summer months. This beach is a favorite resort for wholesalers and manufacturers of Winnipeg.

A few thousand of the T. Eaton Co. employes enjoyed an excursion and picnic to Winnipeg Beach, a beautiful resort fifty miles north of the city, on Saturday afternoon, July 3. Dancing, boating and swimming were indulged in freely by the crowd.

W. J. Lindsay, W. Highet and E. J. Short, of Brandon, have formed a company to take over the grist mill at Rapid

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City, Manitoba, which will be improved. A general milling and elevator business will be conducted and a spur track will be built to the main line.

The Don Cereal and Milling Company will erect a number of elevators on the C.P.R., west of Minnedosa, in Manitoba.

The Western Coffee Co., Ltd., have opened a second retail store on Portage Avenue. The other branch has been on Notre Dame Street for about four years. Geo. J. Ellis, the manager, stated that the growth of the business and the tendency of the retail trade to develop on Portage Avenue warranted the opening of the new branch on that street.

MANITOBA MARKETS

Corrected by Telegraph.

POINTERS—

Advances—Clark's pork and beans, eggs.

New Goods—Middlesex pears.

Withdrawals—Simeoe pineapples.

Declines—Smith's and Upton's jams; syrup and apricots.

Winnipeg, July 15.

Retailers express surprise as to the continued active condition of the trade. The city is thronged with visitors from all parts of the west, and many also are in from the east to attend the great Industrial Exhibition—the greatest in the history of the city. The keen interest in the exhibition is made manifest on every hand and the retailers of grocery stocks will be interested in the supply of table delicacies for banquets, luncheons and private festivals, which always go to make up such an elaborate affair as the present industrial exhibition. Apart from the immediate trade, a few retailers are interested in exhibit booths at the great show-house, and this creates considerable extra work and gives the general trade an active aspect.

The stocking of the general line of fresh fruits is the feature of the week's trade. Plums, peaches, apples, cherries, apricots and grape fruit are displayed in every store, and the quality everywhere is apparently of the best. The marked features are the advance in Clark's pork and beans, a rise of 2c in eggs, and a sharp decline in syrup.

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

Montreal and B.C. granulated, in bbls.	5 90
" " in sacks	4 95
" yellow, in bbls.	4 60
" " in sacks	4 55
Wallaceburg, in bbls.	4 91
" " in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's	4 95
" icing	5 60
" bar sugar	5 60
Icing sugar, in bbls.	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls.	5 90
" " in 1-bbls.	6 00
" " in 100-lb. cases	5 90

SYRUPS AND MOLASSES — The heavy sale of syrup during the early spring and summer had the tendency to keep the price up, but the weakness of the market during the past few weeks

has caused wholesalers to make a decline in order that old stock might be cleared off.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 00
" " 5-lb. tins, per 1 " "	2 45
" " 10-lb. tins, per 1 " "	2 20
" " 20-lb. tins, per 1 " "	2 25
" " barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	3 10
" " 5 " " "	3 60
" " 10 " " "	3 30
" " 20 " " "	3 20
Barbadoes molasses in 1/2 bbls., per gal.	0 40
Porto Rico molasses in 1/2 bbls., per gal.	0 40
Gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 1/2 bbls., per gal.	0 36

FOREIGN DRIED FRUITS—

Smyna Sultana raisins, uncleaned, per lb.	0 06
" " cleaned, per lb.	0 07
Valencia raisins, f.o.s., per case, 28 s.	1 65
" " layers " 28 s.	1 80
" " layers " 28 s.	1 95
California raisins, choice seeded in 1/2-lb. packages	0 05
" " fancy seeded, in 1/2-lb. packages	0 06
" " choice seeded in 1-lb. packages	0 06 1/2
" " fancy seeded in 1-lb. packages	0 08
Raisins, 3 crown muscatels, per lb.	0 05
" " 4 " " "	0 05 1/2
Prunes, 50-100 per lb.	0 05
" " 80-90 " "	0 05 1/2
" " 70-80 " "	0 06
" " 60-70 " "	0 06 1/2
" " 50-60 " "	0 08
" " 40-50 " "	0 08 1/2
" " 30-40 " "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 07 1/2
" " dry, cleaned, Filiatras, per lb.	0 08
" " wet, cleaned, per lb.	0 08 1/2
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08 1/2
Pears, per lb.	0 08 1/2
Peaches, standard, per lb.	0 07 1/2
" " choice	0 08
Apricots, standard, per lb.	0 13 1/2
" " choice, per lb.	0 14
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 07

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

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

POT AND PEARL BARLEY—Price is firmer.

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

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

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

ROLLED OATS—Oats have declined 1 1/2c in price, and this will weaken the cereal slightly. Sales have been heavy.

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

CORNMEAL—Market is showing signs of weakness.

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

NUTS—

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

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

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

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

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

FRESH FRUITS AND VEGETABLES—The market is good on all

lines. Housewives are preserving the cheaper goods, and watching the prices on the more expensive in order to secure goods by the crate at the most advantageous time.

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

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

Apples, gallons, per case of 1/2 dozen	1 40
" " 3s, per case of 2 dozen	2 34
Apricots, 2s, Rose brand, per case of 2 dozen	4 15
Blueberries, 2s, Loggie's, per case of 2 dozen	2 00
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" " white, 2s, pitted, per case of 2 dozen	4 28
Per case of 2 dozen	
Gooseberries, 2s	4 48
Lawtonberries, 2s	4 08
Peaches, 2s, yellow	4 08
" " 3s	6 44
" " 1 1/2, 3s	3 24
Pears, 2s, Bartlett, heavy syrup	3 38
" " 2s, Flemish Beauty	3 58
Pineapple, 2s, grated	3 80
" " 1 1/2, sliced, case of 4 dozen	3 20
" " 2s	3 20
" " 1 1/2, whole, case of 4 dozen	5 00
" " 2s	3 05
Plums, 2s, Damsons	2 00
" " 2s, Green Gage	2 38
" " 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	3 00

MEATS—We quote an advance on Clark's pork and beans, due to the high price of beans.

Clark's 1 lb., pork and beans, plain, per case	2 90
" " 2 " " " "	2 48
" " 3 " " " "	3 07
" " 1 " tomato sauce, per case	2 95
" " 2 " " " "	2 48
" " 3 " " " "	3 07
" " 1 " Chili " " "	2 95
" " 2 " " " "	2 48
" " 3 " " " "	3 07
Soups, per doz	1 20
Corned beef " 2s per doz.	2 70
" " 1s per doz.	1 50
Roast beef, 1s, per doz.	2 70
" " 2s, " "	1 50
Potted meats, 1s, per doz.	0 55
Veal loaf, 1/2 lb., per doz.	1 25
" " 1 lb., " "	2 35
Ham loaf, 1/2 lb., " "	1 25
" " 1 lb., " "	2 35
Chicken loaf, 1/2 lb., " "	1 25
" " 1 lb., " "	2 35
Lunch tongue, 1s, per doz.	3 30
Sliced smoked beef, 1/2-lb. tins, per doz.	1 55
" " 1-lb. tins, " "	2 65
" " 1-lb. glass, " "	2 45
English brawn, 1s, per dozen	1 60
" " 2s, " "	2 75
Cambridge sausage, 1s, per dozen	1 85
" " 2s, " "	3 15
Geneva sausage, 1s, per dozen	2 00
" " 2s, " "	3 65
Boneless pig's feet, 1s, per dozen	1 65
" " 2s, " "	2 75
Lunch tongue, 1s, per dozen	3 30
" " 2s, " "	6 60
Paragon ox tongue, 1 1/2s, per dozen	7 35

BUTTER — Creamery is becoming more popular as time goes on. The farmer has difficulty in finding a market for his dairy, as he drives about the city with his produce. The modern farmer will find it to his advantage to sell the milk or cream to the factories, rather than make his own butter. Creamery was jobbing this week for 22c per lb. The dairy jobs for about 15c.

EGGS—The demand for eggs still increases. The market has been excellent all season and local buyers will be compelled to go below the line soon if Manitoba hens do not get busy. The jobbing price is 21c.

Canada

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Consider self to the advanced city of it. that the new p Tomatoes a by many heavy for and peas Strawberries this refers ate deliver done in fu week.

Dates ha of Sultana pected. C fornian fru rather stro lencia raisi tinues to s are firm at advanced higher, owi Molasses i Japan teas crop teas a

Collection SUGAR—freely to t while refin mouth bus to whether market. wh the lack of sale dealers advanced, up to the l back in th

Granulated, bag " " 20-lb. Imp " " Beu Paris lump, box " " 20-lb. Red Seal, boxes Crystal diamond " " " " " "

Extra ground, bl " " 50 " " 25 Powdered, bbls. 50-lb. Phoenix " " Bright coffee " " No. 2 yellow " " No. 2 " " No. 1 " " bag Bbls. granulated above bag p SYRUPS demand fo wholesale t is fair inqu The market corn syrup Fancy Barbadoe " " Choice Barbadoe " " New Orleans... Antigua

Canadian General Markets and Market Notes

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

QUEBEC MARKETS

Montreal, July 15, 1909.

Considerable interest still attaches itself to the canned goods situation. Corn advanced this week, owing to the scarcity of it. In some circles it is thought that the supply will not hold out until the new pack arrives on the market. Tomatoes are being sold at low figures by many wholesalers, as stocks are heavy for this time of the year. Beans and peas are firm, stocks being light. Strawberries are being shaded. All of this refers to canned goods for immediate delivery. Some business is being done in futures, at figures quoted last week.

Dates have advanced 1c lb. A crop of Sultana raisins of 70,000 tons is expected. Currants are unchanged. Californian fruits are steady, prunes being rather strong. A larger crop of Valencia raisins is anticipated. Sugar continues to sell freely. Beans and peas are firm at unchanged prices. Pork has advanced again, while eggs, too, are higher, owing to a falling off in receipts. Molasses is reported in good demand. Japan teas continue scarce. Second-crop teas are now being quoted.

Collections are fairly satisfactory.

SUGAR—Wholesalers are shipping freely to the retail trade these days, while refiners report a steady hand-to-mouth business. Uncertainty rules as to whether there will be a change in the market, which is responsible largely for the lack of good sized orders from wholesale dealers. One refinery in New York advanced, but they were simply coming up to the level of the others, having held back in the first place.

Granulated, bags	4 55
20-lb. bags	4 65
Imperial	4 20
Beaver	4 20
Paris lump, boxes, 100 lbs.	5 45
50 lbs.	5 55
25 lbs.	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls.	5 35
100 lb. boxes	5 45
50 lb.	5 55
25 lb.	5 75
5 lb. cartons	5 37 1/2
Extra ground, bbls.	5 00
50-lb. boxes	5 20
25-lb. boxes	5 40
Powdered, bbls.	4 80
50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2	4 30
No. 1 bags	4 15

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

SYRUPS AND MOLASSES—A strong demand for molasses is reported by the wholesale trade, dealers in all parts of the province buying freely, while there is fair inquiry from more distant points. The market is steady. A fair business in corn syrups is reported.

Fancy Barbadoes molasses, puncheons	0 33	0 40
barrels	0 41	0 43
half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
barrels	0 44	0 46
half-barrels	0 46	0 48 1/2
New Orleans	0 22	0 35 1/2
Antigua	0 30	

Porto Rico	0 49
Corn syrups, bbls.	0 03 1/2
1-bbls.	0 03 1/2
1-bbls.	0 03 1/2
38 1/2-lb. pails	1 75
25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40
5-lb. " 1 doz.	2 75
10-lb. " 1 doz.	2 65
20-lb. " 1 doz.	2 60

TEA—Second crop Japan teas, now being picked, keep the importing houses quite busy these days. Quotations are being received daily. Some buyers are inclined to hold off in anticipation of lower figures, but immediate purchasing is advisable, for, while somewhat lower figures may be named, it is doubtful if as fine quality teas can be secured later on. Teas which will be lower at a later date are likely to be of poorer liquor, and generally not as desirable as lines offering at present. For the buying of good mediums this is the season. All this month will be devoted to second crop Japan teas by the majority of the trade, while in August some attention will be paid to third crop Japans.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon Broken Orange Pekoes	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India Pekoe Souchongs	0 19	0 20
Ceylon greens Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens Pingsuey gunpowder, low grade	0 14	0 18
pea leaf	0 20	0 30
pinhead	0 30	0 50

COFFEE—No reports of special interest have come to hand regarding the situation in countries of growth. Locally a satisfactory business is being transacted.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Advices from Smyrna, regarding Sultana raisins, are to the effect that the remaining portion of 1908 crop has been reduced to very small quantity, and prices have advanced slightly, in consequence. The growing crop is going very nicely, and no complaints have been received up to the present. As to the quantity which will be harvested, it is yet a little too early to say, but the crop may possibly run 70,000 tons, if everything turns out as present indications point they will. The probabilities of the retention system for Sultana raisins being adopted are diminishing, as some producers are opposed to it, as well as agricultural inspectors, who are representatives of the Government. The inspectors believe that were this system established the producers would retain a large quantity of the lowest quality fruit, which might diminish the consumption, as most of the best fruit would be exported, and the prices would rule too high for some markets. This would possibly lead buyers to purchase currants instead of Sultana raisins for manufacturing purposes. Reports indicate a slightly larger crop

of Valencia raisins this year. Californian fruits are steady, with an especially firm market for prunes. Currants are unchanged.

Figs		
Tapnets	0 03 1/2	0 05
Elames	0 08	0 14
Dates		
Halloweas, per lb.	0 05	0 06
Sairs, per lb.		0 05
Malaga Raisins		
London layers	2 25	
"Connoisseur Clusters"	2 50	
1-box	0 75	
"Royal Buckingham Clusters"	1 30	
1-boxes	4 75	
"Excelsior Windsor Clusters"	4 75	
boxes	5 75	
Australian raisins	0 07	0 08
California Raisins		
Fancyseeded, 1-lb. pkgs.	0 08	0 09
Choice seeded, 1-lb. pkgs.	0 07 1/2	0 08 1/2
Loose muscatels, 3 crown	0 08	0 09
4 crown	0 09	0 10
California Evaporated Fruits		
Apricots, per lb.	0 12	0 13
Peaches, "	0 11	0 13
Pears, "		0 13
Prunes—		
Prunes, 25-lb. boxes, 30-40s.	0 10	0 12
" " " 40-50s.		0 10
" " " 50-60s.	0 08 1/2	0 10
" " " 60-70s.	0 08	0 08 1/2
" " " 90-100s.		0 07
Currants, fine filiatras	0 06	0 07
Patras	0 07 1/2	0 08
Vostizzas	0 08	0 09

SPICES—The situation remains unchanged.

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

RICE AND TAPIOCA—Sales of rice, as well as tapioca, are fair, but business, as in other lines, is dull. No reports of interest have been forwarded from primary markets.

Rice, grade B, bags, 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 85
" " " pockets 25 pounds	3 05
" " " 1/2 pockets, 12 1/2 pounds	3 15
" grade c.e., 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 86
" " " pockets, 25 pounds	2 96
" " " 1/2 pockets, 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04 1/2

BEANS AND PEAS—Beans continue as strong as ever, with prices showing little prospect of changing. Peas are extremely scarce, as scarce as they have ever been, according to many old-timers.

Ontario prime pea beans, bushel	2 40	2 55
Austrian beans, bushel		2 35
Peas, boiling, bushel	1 50	1 70

EVAPORATED APPLES—Stocks continue light, while prices rule firm. Little business is passing.

Evaporated apples, prime	0 07	0 07 1/2
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MAPLE PRODUCTS—Nominal prices still rule.

Compound maple syrup, per lb.	0 04 1/2	0 05
Pure Townships sugar, per lb.	0 07	0 08
Pure syrup, 8 1/2 lb. tin	0 60	0 65 1/2
10 1/2 lb. tin	0 70	0 75

CANNED GOODS

MONTREAL—Corn was advanced 5c this week (for immediate delivery), owing to the small stocks held, and the possibility of a stronger demand, which

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would result in the market being cleaned up before new pack corn was offering. Wholesalers are now asking as high as 85c, as against 80c a week ago. Peas are also firmer, and futures are strong, as well, for continued dry weather has caused some uneasiness as to the effect the lack of rain will have on the size of the crop. Beans are steady, owing to small holdings. Tomatoes are being shaded, many wholesalers having a large supply on hand. Strawberries are also sold at attractive prices, which are not too firm, owing to large stocks many houses have on hand. Following are prices which are being quoted for goods on hand for immediate delivery:

Beans	.....	\$.85 to \$.90
Corn	.....	.80 to .85
Peas	.....	.82½ up.
Tomatoes, western	.....	.80 to .90
Tomatoes, Quebec	.....	.75
Strawberries	.....	1.25

Futures are being sold by some houses at prices quoted last week, while other wholesalers will not name any price owing to possible changes in the situation. Prices quoted a week ago are:

Tomatoes	.....	\$.80 to \$.85
Corn	.....	.75 to .80
Peas	.....	.75 to 1.40
Beans	.....	.75 to .77½
Strawberries	.....	1.25 to 1.30

New salmon prices have received little attention from the trade so far, the general feeling being that there is plenty of time to buy.

TORONTO.—The canned goods market generally is in a chaotic state and any information in the heads of wholesalers applies only to present prospects.

"Canned goods opened so low that we may look for advances at any time when the condition of crops is exactly known," remarked one jobber.

Strawberries remain at \$1.25 which includes the 10-cent advance referred to last week. Peas are uncertain unless the yield comes up to what it at first was estimated, advances over opening prices of from 75 cents up mentioned last week, are probable. In fact jobbers state that some canners have cancelled the prices given them before. This indicates a change but whether it will come or not is merely a conjecture.

Some jobbers are this week quoting prices on salmon to the retail trade. Among those given for future delivery are:

Best quality	.....	\$1.75 to \$1.80
Poorer quality	.....	1.00 to 1.05

These prices are of course lower than a year ago when they stood from \$2 to \$2.50 for sockeyes and \$1.10 to \$1.15 for inferior quality. This is the season when the "fourth-year" run should take place, but whether this will actually be the case is not known.

ONTARIO MARKETS

POINTERS—

Sugar—Heavy sales.
Prunes and Dried Peaches—Good demand.

Spices—Call for pickling spices.
Ceylon Teas—Slight advance.

Toronto, July 15, 1909.

There is a sluggish appearance in the wholesale trade. This is natural owing

to the hot weather and the summer holiday feeling. Trade on the whole, however, is satisfactory and prospects point to a rushing trade in the fall. Farmers are too busy to do much buying and the grocers in towns and villages are taking advantage of the slack time by giving themselves a good time.

The trade in sugar is splendid although retailers as a rule are not purchasing in large quantities. Prunes and dried peaches, despite the fact that fresh fruit has arrived, are selling well.

SUGAR—The trade in sugar continues very heavy to meet what is required to take care of the immense crops of berries and cherries which are at their best. While the demand is extra large the prices have not changed for some time.

St. Lawrence "Crystal Diamonds," barrels	.....	5 45
" " " 100 lb. boxes	.....	5 55
" " " 50 lb. boxes	.....	5 75
" " " 25 lb. boxes	.....	5 95
" " " cases, 20-5 boxes	.....	7 60
" " " Dominos, cases, 20-5 boxes	.....	7 60
Paris lumps, in 50-lb. boxes	.....	5 75
" " " in 100-lb. "	.....	5 65
" " " in 25-lb. "	.....	5 95
Red Seal	.....	7 10
St. Lawrence granulated, barrels	.....	4 70
beaver granulated, bags only	.....	4 30
Redpath extra granulated	.....	4 70
Imperial granulated	.....	4 30
Acadia granulated (bags and barrels)	.....	4 60
Wallaceburg	.....	4 60
St. Lawrence golden, bbils.	.....	4 30
Bright coffee	.....	4 60
No. 3 yellow	.....	4 50
No. 2 "	.....	4 40
No. 1 "	.....	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbils.	.....	4 30

SYRUP AND MOLASSES.—There is nothing to report on these lines. Very little is used at this season of the year.

Syrups—		
Medium, corn	.....	0 30 0 35
Bright, corn	.....	0 40 0 45
		Per case.
2 lb. tins, 2 doz. in case	.....	2 50
5 " " " "	.....	2 85
10 " " " "	.....	2 75
20 " " " "	.....	2 70
Barrels	.....	0 03½
Half barrels	.....	0 03½
Quarter "	.....	0 03½
Pails, 3½ lb. each	.....	1 80
" " 25 "	.....	1 30
Maple Syrup—		
Gallons, 6 to case	.....	4 80
" " 12 "	.....	5 40
Quarts, 24 "	.....	5 40
Pints, 24 "	.....	3 00
Molasses—		
New Orleans, medium	.....	0 31 0 33
" " " bbils.	.....	0 29 0 31
Barbadoes, extra fancy	.....	0 45
Porto Rico	.....	0 45 0 62

TEA.—Ceylon teas are firm with a slight advance, and India teas are about a month later than usual. Trade is fair and selling prices here are not affected by the firm state of the market in the growing lands.

COFFEE.—The coffee market is very quiet, with nothing of importance in sight. There is little doing, and no changes in prices.

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

DRIED FRUITS.—With all the berries, and cherries now on the market, it is remarkable how many dried prunes and peaches are still sold. The stocks are low and very few will be left by the time the new goods will come in.

Prunes—		
30 to 40, in 25-lb. boxes	.....	0 10½
40 to 50 " "	.....	0 09
50 to 60 " "	.....	0 08
60 to 70 " "	.....	0 07½
70 to 80 " "	.....	0 07
80 to 90 " "	.....	0 06½
90 to 100 " "	.....	0 06
Same fruit in 50-lb. boxes ¼ cent less.	.....	0 06

Apricots—		
Standard	.....	0 13½
Choice, 25 lb boxes	.....	0 14
Fancy, " "	.....	0 15
Candied and Drained Peels—		
Lemon	.....	0 10 0 11 Citron
Orange	.....	0 10½ 0 12
Figs—		
Elemes, per lb.	.....	0 08 0 10
Tapnets, " "	.....	0 03½ 0 04
Bag figs	.....	0 03½ 0 04
Dried peaches	.....	0 08 0 08½
Dried apples	.....	0 07½
Currants—		
Fine Filigras	.....	0 06½ 0 07
Patras	.....	0 08 0 08½
Uncleaned ½c. less.	.....	0 08½ 0 09
Raisins—		
Sultans	.....	0 07½ 0 09
" fancy	.....	0 11 0 12½
" extra fancy	.....	0 14 0 15
Valencias	.....	0 05½ 0 05½
Seeded, 1 lb packets, fancy	.....	0 08
" 16 oz. packets, choice	.....	0 08
" 12 oz. "	.....	0 07
Dates—		
Hallowees	.....	0 05½
Sais	.....	0 05
Fards choice	.....	0 08
choice	.....	0 07½

NUTS.—There is no call for nuts at present and they are in the meantime dead stock.

Almonds, Formigetta	.....	0 12½
" Tarragona	.....	0 13
" shelled	.....	0 30 0 32
Walnuts, Grenoble	.....	0 14
" Bordeaux	.....	0 11
" Marbots	.....	0 12
" shelled	.....	0 26
Filberts, shelled	.....	0 11½
Pecans	.....	0 16 0 18
Brazils	.....	0 16
Peanuts	.....	0 10 0 12

SPICES.—With the exception of some orders for pickling spices, there is practically nothing doing in spices. Pepper is firm and an advance may follow.

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

RICE AND TAPIOCA.—These lines, during the hot weather must give way to goods that require less cooking, and are therefore at a standstill.

Rice, stand. B.	.....	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	.....	0 03½
Rangoon	.....	2 95
Patna	.....	0 03½ 0 03½
Japan	.....	0 05½ 0 05½
Java	.....	0 05 0 07
Sago	.....	0 05 0 06
Seed tapioca	.....	0 16
Tapioca, medium pearl	.....	0 04½

BEANS.—Good prime beans are selling at \$2.25 per bushel, and on account of this high price, sales are small. The stock on hand is light and will all be required before the new crop will be available.

Beans, per bushel..... 2 25

PAPER STOCK FROM ARROWROOT.

W. Maxwell Greene, writing from Bermuda, in reference to the roots of the arrowroot plant, a by-product of the plant from which starch is made and for which the plant is now grown in Bermuda, says that it would seem that paper stock might be made from these roots were the cultivation of the plant increased beyond its present limited area. The starch, being of a high grade, would be of value not only as a food, and for medical purposes—as used now—but for commercial uses, and the roots might prove of equal if not greater value if it should be found that they were of value as paper stock, of which the world is to-day in need.

ANOTHER

Red Rose 1 of its Toronto 1 of home-mak Tweedie, sen graphic corps ed into her n heartiest goo of all her bus

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**ANOTHER RED ROSE HOME-
MAKER**

Red Rose Tea sent another member of its Toronto Branch staff into the ranks of home-makers this week. Miss Lulu Tweedie, senior member of the stenographic corps, was married and is followed into her new sphere of activity by the heartiest good wishes and sincere regard of all her business associates during her

three and a half years with Red Rose Tea.

The wedding took place at the bride's home on Wilton Crescent, Toronto, on Wednesday morning. The groom is Joseph Noll, a member of the office staff of one of the life insurance companies. The Red Rose Tea travelling and office staff joined with the firm in presenting Miss Tweedie with a handsome silver-deposit tea service. Mr. and Mrs. Noll

are spending their honeymoon in the Muskoka district.

The Canadian Grocer has received an anonymous communication which because there is no name attached, it cannot be used for publication. Correspondents are urged to sign their names at all times, not necessarily for publication, but as a matter of good faith. If the article cannot be used, the writer can be informed the reason why.

You Can Take a Holiday

The grocer who is recommending Red Rose Tea and making it his leader can take a vacation with the assurance, that, at any rate, his tea business is all right.

It is one of the satisfactions, one of the rewards, of handling the very best goods that, when occasion demands, your business can take care of itself for a little while.

When you sell Red Rose Tea it works for you all the time. Every customer who buys "good tea" is a pleased customer, and is a talking advertisement of your business.

Use Red Rose in your home and you yourself will be won by the refreshing strength and delicious flavor, got only by the expert blending of Indian and Ceylon teas, and you will recommend it, and sell more of it than of all other package teas put together.

The more you make Red Rose Tea your leader the harder it will work for your success.

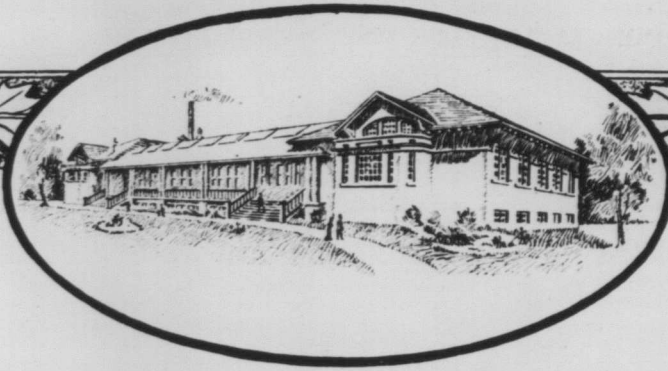
Try recommending

Red Rose Tea

It draws trade and holds it.

3 Wellington St. E.
Toronto, Ont. } Branches
315 William Ave.
Winnipeg, Man. }

T. H. Estabrooks,
St. John, N. B.



MAGI WATER

That we are advertising Magi Water very extensively you know. That we shall continue to advertise it goes without saying. The results we have obtained in persuading the public to drink Magi and the dealer to push Magi have convinced us that a meritorious article, well advertised, is the only proper combination in successful merchandising.

Put Magi Water in stock—display signs (we will furnish them) saying that you handle Magi Water and you will build up a family trade that will be satisfactory and highly profitable to you.



And remember that while Magi is recommended by physicians for Gout, Rheumatism and similar ailments arising from disordered kidneys it is further the most delicious water you can persuade your customers to put on their tables purely as a beverage. Try it yourself.

THE CALEDONIA SPRINGS CO., Limited
Caledonia Springs, Ont.

THOS. UPTON
PRESIDENT

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THE CANADIAN GROCER

THOS. UPTON.
PRESIDENT AND GENERAL MANAGER

W. J. BRIGGER,
SECRETARY-TREASURER.

THE T. UPTON CO., LIMITED

MANUFACTURERS OF

FACTORY, 19 TO 37 DELAWARE AVENUE

JAMS. JELLIES, MARMALADES, ETC.

=====

TELEPHONE NO. 495.

HAMILTON, ONT., May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the whole-sale or retail grocer of Canada.

Yours truly,

The T. Upton Co., Limited

per *W. J. Brigger*

Mail-Order House Effect on the Country Stores

Power of the Department Store And Reasons Why Retail Merchants Should Strive To Conteract It—Rights Need To Be Demonstrated and Strength is Required.

By M. Moyer.

If the departmental stores can give better service to the people than the ordinary retail stores in towns and villages throughout the country, then the retail stores must go out of business, for they have no claim on the public. But if not, and the department stores cannot possibly give the service and convenience, and the general public cannot be without the retail stores, then they have a right to be protected from them.

Either one or the other of these two systems is right or wrong from a business standpoint. They both cannot be right and in the best interests of the community. Are the merchants all over this Dominion going to sit down with folded arms and allow the trade of this country to drift into channels which will disturb the most convenient and most economical system of distribution without a protest? Are they afraid to open their mouths to defend their rights, and the people's rights? Will they accept the situation passively and hand over to an unnatural concern of gigantic powers the trade of this country, for them to suck the blood out of a thriving and industrious nation? Will they all stand mum when they are from day to day misleading the people through their "oily" advertisements.

The retail merchants have allowed this to go unchallenged until the people believe everything must be cheap, because it is advertised, when in many cases the prices are higher than any retail store sells them. The retailers seem to have got it into their heads that their best plan is to keep quiet, for fear if they said anything, they would only advertise their worst enemy.

Remedies at Hand.

To nag at them, and admit that they are underselling them, and that they are whipped and beaten would certainly do that. But to wake up and demonstrate their rights, as well as their mettle and prove to their customers that they can and that they are giving as good value, and better service than it were possible for the departmental stores to give them would be courageous. Merchants should point out that it is also their duty as neighbors and honest people to support their own towns and assist to improve the general conditions at home, instead of sending their money away to make millionaires, buy automobiles and build mansions, for men who contribute not a cent towards improving the conditions of home life and home towns.

Are the retailers of this country engaged in a business that deserves nothing

but discouragement, and to be threatened to be wiped out? Will the merchant stand still without a word in their own defence when men like a certain minister of Labor declares, that the middlemen must be wiped out? Will they accept the position that they are a lot of parasites and a burden on society? Will they submit to be taxed to keep up farmers' institutes, send Commissioners to Europe, and keep up the roads and all kinds of public necessities, and then allow peddlars and departmental stores to reap the harvest before their doors? Will they continue to support a government that carries parcels from those departmental stores below cost, and another that gives an enemy to the retail trade the right to control school books and have the privilege of carrying on their work against the legitimate trade of this country with still greater success?

Will the merchants admit that they are helpless and that they have no redress? The retail merchants want to wake up. They have allowed a greedy, selfish, powerful weed to grow up which requires vigorous and united effort to root up in order to save the genuine trade.

The merchants have rights, they have power, they have numbers, and they have votes and they have an important and responsible position to fill which must be maintained in the interests of the entire community.

Suggestions on how to do this will follow in my next article.

THE WINDSOR HALF-HOLIDAY.

Editor Canadian Grocer.—In your issue of July 9, re half-holiday for Windsor merchants an article that the move has been brought about largely through the earnest efforts of Messrs. Nairn & Cherney. Now I think along with these names that of Bruce Allison, an east end grocer, should have been given a little credit. He was the man to agitate the half-holiday and visited all the grocers and butchers, and got them to sign the petition to close their places of business Thursday afternoon and also looked after getting the signs printed and placed in the different stores.—Windsor Subscriber.



Sure Sale

You can stock any quantity of Fels-Naptha soap and feel sure it will sell, because women buy Fels-Naptha feeling sure of what it will do in saving them fuel, time and temper on wash-days and other days.

TO WHOLESALE TRADE:—

Buy your

**Whole Spices,
Coffees,
Sardines, etc.,**

from

H. COLLINGS & Co.

16 Philpot Lane, E.C.
LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle
& Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.

Established 1856

Where the Markets are not yet Glutted— **WESTERN CANADA**

Every line of business is not done to death in the West. The early bird catches the worm. There is no business enterprise so successful as the one which gets in on the ground floor.

If you, Mr. Shipper and Mr. Manufacturer of the East, have not yet introduced your goods to the great growing West, let us do it for you.

We have the experience, the insight, the facilities, the connection, the business ability and financial standing. Our record speaks for itself.

We have warehouses provided with sidings and affording many thousand feet of flooring space at Winnipeg, Calgary and Edmonton.

—WRITE US TO-DAY.—

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary

Winnipeg

Edmonton

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

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

**COUNTER
CHECK
BOOKS**

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd
TORONTO and MONTREAL

The Name

GUNNS

Stands for

QUALITY

in

PORK PRODUCTS COOKED MEATS BEEF

"EASIFIRST" SHORTENING
ETC.

Our business is being built up—away up—on

QUALITY

GUNNS PACKERS
LIMITED TORONTO

There is no Danger

in buying goods from us.
Every animal is inspected
before we get it and all
goods bear the mark of

GOVERNMENT INSPECTION

before we send them out.

F. W. Fearman Co.

LIMITED

Pork and Beef Packers,
HAMILTON, ONT.

Every



Man, Woman and
Child in Canada

Knows

REINDEER

It stands for the Purest, Richest
Condensed Milk.

It carries the most Businesslike
and attractive proposition.

It will pay you to get it.

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

Breakfast Bacon Skinned Backs Hams and Rolls Pure Lard

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

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERCUS, - - ONT.

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

Produce

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Tubs, 50 lbs.
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Tin pails, in
Heavy short cut
Selected heavy cl
Very heavy clear
Plate beef, 100 lb
" 200
" 300
Pure lard—
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Boxes, 50 lbs.
Tubs 50 lbs.
Pails, wood,
Tin pails, 20
Cases, tins, 1
" "
" "
Breakfast bacon
Windsor bacon
Roll bacon
Prime hams

BUTTER
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22,352 pack

Produce and Provision Situation of the World

Pork Market Continues Strong—Advance in Montreal—Cheese Lower on English Market—Canadian Hogs Reach Record Price—Inferior Quality of Eggs.

The highest point in the price of hogs was reached this week, when \$8.25 was paid for live hogs in Toronto, although as high as \$8.50 was paid in Montreal. It is evident that it taxes the country to its limit, to produce enough hogs to keep the packing houses going, and the demand supplied. With hogs at \$8.25, wheat at \$1.40, eggs 17c, butter 22, and almost everything else accordingly, the farmer certainly has the best that is going, and should, for once, be well satisfied.

There is very little demand for butter outside of local trade, and all the surplus available goes into cold storage for future use. With the excellent cold storage facilities, with which the dealers have provided themselves, all the butter which is produced can be taken care of, which at all times regulates the market, and avoids the constant fluctuations and serious losses which used to take place.

The importance for country merchants to look after the quality of eggs, and to urge farmers to bring them out as fresh as possible, cannot be too strongly impressed upon them.

Grocers could wonderfully increase the sales of cheese if they would call the attention of their customers to the real value of cheese as a food, compared with the high price of other foods.

MONTREAL.

PROVISIONS—Pork continues to advance, another \$1 being asked this week for different grades. The scarcity of hogs is given as the reason for the higher figures. Plate beef is lower. Picnic hams are higher. Otherwise the situation has not changed. Demand is reported good, despite the higher prices ruling for pork.

Compound Lard—	
Tierces, 375 lbs.....	0 09½
Parchment lined boxes, 50 lbs.....	0 09½
Tubs, 50 lbs.....	0 10
Wood pails, 20 lbs, net.....	0 10½
Tin pails, in cases.....	0 09½
Heavy short cut pork, in bbls.....	28 00
Selected heavy clear fat back pork.....	29 01
Very heavy clear pork.....	28 00
Plate beef, 100 lb bbls.....	7 25
" 200 ".....	15 00
" 300 ".....	22 00
Pure lard—	
Tierces, 375 lbs.....	0 14½
Boxes, 50 lbs., grained.....	0 15½
Tubs 50 lbs.....	0 15
Pails, wood, 20 lbs., parchment lined.....	0 15½
Tin pails, 20 lbs., gross.....	0 15
Cases, tins, 10 lbs. each.....	0 15½
" 5 ".....	0 15
" 3 ".....	0 15½
Breakfast bacon.....	0 16½
Windor bacon.....	0 18
Roll bacon.....	0 15
Prime hams.....	0 15 0 15½

BUTTER—Prices are a shade easier in the country, but local quotations have not been changed. Receipts continue satisfactory, though this is not the best weather for producing. No export demand is reported, owing to the high prices which rule. Receipts last week amounted to 18,571 packages, against 22,352 packages same week a year ago.

This makes the total for the season 139,967 packages, as against 148,440 packages same period 1908.

Creamery, solids, lb.....	0 23
Creamery prints.....	0 23½
Dairy, tubs, lb.....	0 17 0 18

CHEESE—There have been fluctuations in cheese prices, but, on the whole, the situation has not changed since last week. Receipts during the week ending last Saturday amounted to 112,484 boxes, against 82,132 boxes same period 1908. Total receipts for the season amount to 583,426 boxes, as against 575,996 boxes last year.

Cheese, large.....	0 12½ 0 12½
" twins.....	0 12½ 0 13
" small, 20 lbs.....	0 12½
Old cheese, large.....	0 15 0 16

EGGS—Receipts are falling off considerably, and higher figures are demanded in the country, as high as 17c and 17½c ruling. All the eggs coming in are going into consumption, practically no lots being put into cold storage. Receipts last week were 5,695 cases, against 5,580 cases same week 1908. Total receipts for the season amount to 104,275 cases, against 110,882 cases last year.

Selects, dozen.....	0 23
No. 1, dozen.....	0 20½ 0 21
No. 2, dozen.....	0 15 0 16

HONEY—Reports indicate a short crop in some sections, owing to dry weather. On the whole, however, it is thought that there will be a good yield.

White clover comb honey (nominal prices).....	0 13 0 15
Buckwheat, extracted.....	0 08 0 09
Clover, strained, bulk, 30 lb. tins.....	0 10 0 11

TORONTO.

PROVISIONS—The cured meat trade is steady. Some report good demand, while others begin to see a gradual falling off on account of the high prices. This is, however, a dull month, and business is irregular on account of the holiday season. Hogs are again higher, but the cured meats have not followed, and therefore remain the same as last week.

Long clear bacon, per lb.....	0 13 0 13½
Smoked breakfast bacon, per lb.....	0 16 0 16½
Roll bacon, per lb.....	0 13
Light hams, per lb.....	0 15½ 0 16
Medium hams, per lb.....	0 15 0 15½
Large hams, per lb.....	0 13 0 13½
Shoulder hams, per lb.....	0 11½ 0 12
Backs, plain, per lb.....	0 17 0 17½
" pea meal.....	0 17½ 0 18
Heavy mess pork, per bbl.....	21 50 22 00
Short cut, per bbl.....	25 00
Lard, tierces, per lb.....	0 14
" tubs.....	0 14½
" pails.....	0 14½
" compounds, per lb.....	0 10 0 11½
Live hogs, f.o.b.....	7 75 7 85

BUTTER—The butter trade shows more firmness, and while the prices are practically the same, dealers are anxious to get more butter and are paying a trifle more in order to get it. The local demand for immediate use requires so much of it, that very little is left to go into cold storage. The recent rains improved the pasture, which will have a good effect on the production of butter.

	Per lb.
Fresh creamery print.....	0 23 0 24
Farmers' separator butter.....	0 19 0 20
Dairy prints, choice.....	0 17 0 18
Tub butter.....	0 17
Baking butter.....	0 13 0 15

CHEESE—The cheese market continues quiet. The prices asked at the factories are considered too high by the buyers for exporting. The market in England, our principal market for cheese, is one shilling lower. Local demand is fair, but on account of the high price of all kinds of meat, grocers might do well to explain to their customers the food value of cheese, and create a greater demand. Cheese at 35c a lb. would be cheaper than meat, therefore it is good and proper business to induce customers to use more cheese at present prices, which are not half as dear as meat.

Cheese, large, prime.....	0 14½
" twins.....	0 14½
" new.....	0 12½ 0 12½

EGGS—There is no change in the egg market, but there is a continual change for the worse going on in the quality of eggs. From week to week attention is drawn to the fact that this state of affairs should be remedied and the loss should fall on those through whose carelessness it occurs. All storekeepers should candle the eggs when farmers bring them in, and not pay for the bad ones. If this were done farmers would soon be more careful.

Fresh eggs.....	0 22
-----------------	------

POULTRY—Spring chickens and ducks are coming in freely, and are bought at about 16c a lb., which still brings a very small pair to a dollar or over. The demand is easy. The most of the people who buy luxuries like this are away on their summer outings.

Early spring chicken, alive, per lb.....	0 20
Young chicken, dressed, per lb.....	0 14
Hens, per lb, dressed.....	0 10
Turkeys, per lb., large.....	0 15 0 16
Spring ducks.....	0 17

A BRIDE OF ABILITY.

"Do you know," a pretty bride of three months said to a friend the other day, "I think all these jokes about young wives having so much trouble with the butchers and grocers, and being cheated, and all that, is just too foolish."

"Then I presume you are getting on all right with yours, dear?" her friend inquired.

"Why, of course I am! Anybody would if they would just deal at a reliable place," the young wife declared. "Now there is my grocer," she continued "he is just as obliging and thoughtful as he can be. The other day I ordered a dozen oranges, and when they came I found there were but eleven in the bag, so when I went to the store again I told him so.

"Why, yes, ma'am," he said. "I know there were. I had put in a dozen, but I noticed that one of them was spoiled, and of course, I wouldn't send you any but the best goods, so I took it out."

"Now don't you think that was nice in him to be so thoughtful and honest?" she concluded.—Harper's Weekly.

Early Wet Weather Delays Western Bean Crop

Prospects in Important Sections are Considered Fair, Although Favorable Weather is Needed—Acreage in Beans Much Larger Than That of a Year Ago.

Chatham, July 14.—Just what will be the extent and quality of this year's bean crop is hard to definitely forecast, owing to the fact that there are a multitude of factors, most of them still to be met with, which have an effect upon the success or failure of the crop.

This spring, on account of late cold and wet weather, most crops were behind. Herein, apparently, lies the chief danger to a large section of the bean crop. The late beans need rain to stimulate their growth, and rain to large extent is out of season, and therefore not to be counted on with any confidence. Again, beans which were planted late, if they attain their best growth have still to face the danger which comes from early autumn frosts.

The acreage in undoubtedly large. Here the late season helped the beans. Other crops could not be planted after the ground became workable, since there seemed scarcely time for them to mature, except under the most favorable circumstances. Beans, however, can be planted comparatively late, and hence much land hitherto used for other crops was given to beans. In some instances, however, farmers who had been delayed still attempted to plant cereals, and deferred their bean planting perhaps too long.

Crops Looking Well.

A drive through South Raleigh, Harwich and Howard Townships, the centre of the bean-producing section of Canada, showed conditions which may prob-



"FRED," Minto Bros.' 6-year-old chestnut, is a prize winner. He captured first prize on July 1, in the Toronto Horse Parade, in the class open to wholesale and retail provision merchants, and re-

ceived gold medal, made at the new mint at Ottawa. He has won 14 first-prize ribbons in exhibitions. He is of imported Hackney breed, and has splendid action. F. J. White, is the owner.



"COCK O' THE NORTH," belonging to the Cowan Co., Ltd. and driven by Bert Parkes, was again one of the prize-winners in the Horse Parade, Queen's Park, Toronto, Dominion Day. It to-

gether with the delivery waggon was shown in the single horse and outfit, open to bakers and confectioners. The Cowan Co., within the past four years have won two first and two second prizes with their outfits in the open air Horse Show.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
**Wax-Waterproof
Shoe Polishes**
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

BASKETS

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

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

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

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

Choice Haricot White Beans

f.o.b. Marseilles, France,
at very attractive prices for direct shipment.

**W. H. ESCOTT
BROKER**
WINNIPEG MANITOBA

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE

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

When writing advertisers kindly mention having seen the advertisement in this paper.

GILLETT'S PERFUMED LYE

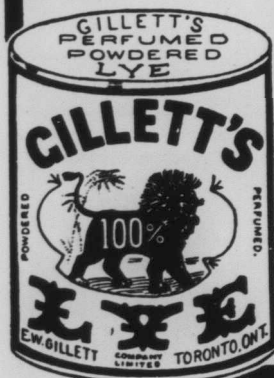
CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name "Gillett's."

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.



E.W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.



IT WILL TAKE YOU ONLY A MINUTE

to explain to your customers why a slight increase has been found necessary in the price of

Clark's Pork and Beans

The cost of beans has doubled within a few years, and only the best being used in CLARK'S the increase was imperative. Buyers will understand that a *cheap* article is not a *good* article, and is not what they want.

William Clark

MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

REMEMBER

BOVRIL

is invaluable in the kitchen
in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. **Bovril** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,281,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St.,

MONTREAL

ably be taken as typical of the state of the crop throughout the entire bean-producing territory. Continuous pleasant surprises was experienced at the forward state of all the crops. The farmers are in the midst of a record haying season, an extra heavy crop being harvested; the wheat is nicely headed out and just beginning to change its bright green for a beautiful yellow; while hundreds upon hundreds of acres of beans in all stages of forwardness are to be seen.

A much larger area than usual has been planted this year, owing to the lateness of the season, consequent on late heavy spring rains, beans being sown on many acres intended for other crops. The high prices ruling on the stiff bull market formed no small item, either, in inducing the farmers to plant a much larger acreage this year than usual. Every acre put in in good time presents as handsome a prospect for a bumper

crop as was ever noted at this season of the year. Those not in early, however, do not look as prosperous; in fact, the heat necessary for the corn crop tells heavily upon these late beans. Copious showers and many of them are really essential to the development of the small plants just nicely started on their way.

The fine loam lands of South Harwich make the best showing of any section in the district. In that section bean-growing has developed into a well understood science, from 20 to 40, 50 and even 100 acres being grown by some individual farmers. The clay and gravel north of this section and along the Ridge show the effect of the heat on all their hoe crops. A few more rains within a week or two will change all doubt to a certainty, making even the poorest outlook in the section a glowing assurance of a big crop.

HINTS TO BUYERS.

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

This is an age of progress and enterprise and the successful manufacturer must be ever on the alert to offer "something worth while." Realizing this, White Swan Spices & Cereals, Limited, have recently added to their list several new lines. The latest is a very attractive package of 100 per cent. perfumed-powdered lye, put up under their well-

known "White Swan" brand, in double rotating top tins with a movable cap, which makes it a sifting top and does entirely away with the use of a can-opener to reach the contents. It has a great advantage over the ordinary tin of being closed again by a mere hand turn. These goods are being offered to the trade at a price which gives the grocer a much larger profit than has been usual.

C. W. Gregory, sales manager for W. D. McLaren, Ltd., Montreal, is on a business trip to Quebec this week, in the interests of Cooks' Friend Baking Powder.

The British Tea Co., represented in Canada for years by the late James Somers, 135 Mansfield Street, Montreal, will be continued by his son, H. T. Somers. Mr. Somers, Jr., will devote his whole time to building up the business. The British Tea Co. are a large Old Country house, and they have conducted their business along conservative lines with marked success.

J. M. Brayley, Montreal, has just been appointed agent for a line of Holland Rusks. These goods are sold freely where known, and are a popular food particularly for the breakfast table. The rusks are described as a "crisp, twice-baked biscuit, with a rich, nutty flavor, eaten for centuries in old Holland."

52 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

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French—Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL


SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

EXPERIENCED ADVERTISEMENT WRITERS

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

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURE R
MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - - Winnipeg

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Hamblin &
L. T. Mowb
The Stand
Co.
T. A. Mach

Why Tie Up Your Cash?

We want the Grocers of Canada to fully realize that Christie Fancy Biscuits—La Fete, Orange Wafers, Coffee Wafers, Philopenas, Dominoes, Acorns, et cetera, et cetera,—are far superior to any fancy lines manufactured on this continent, and equal in *Purity, Nutriment* and *Quality* to the highest grades manufactured in the British Isles. The point is this:—Why tie up your cash when you can buy

CHRISTIE BISCUITS

fresh and pure and in small quantities when you want them. Remember---we're not saying one word against the high and unvarying standard of English fancy lines; but we do maintain, and reasonably, that *Christie fancy lines are the equal of the best produced anywhere*. As a practical Grocer you know that a sea voyage never adds anything to the flavor of food stuffs. The moral is plain. Stock Christie fancy biscuits when you want *the best* fancy lines with *the right* flavor. Don't tie up your cash!

N.B.—Our "Madeira Mixed" and "Cherry Rings" are superior fancy lines.

Christie, Brown & Co., Limited
TORONTO



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd.	Montreal and Toronto, Winnipeg, Vancouver, B.C., St. John's,	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia Newfoundland
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SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—50. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request

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PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

MAPLE BUDS, CREAM BARS, AND CHOCOLATE CONFECTIONS.

Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks and the rest, and note the improvement.

Pure—wholesome—Cowan's please almost everybody.

The Cowan Co., Ltd.
Toronto

By Royal



Letters Patent

NELSON'S
POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 24 Inns of Court Buildings, Vancouver, B.C.

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:
J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
Arthur M. Loucks Ottawa R. G. Bedlington Calgary

Flour,
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The America with the feeli toba wheat dealers are ke crop. So far, lent, which ha market. Onta age of which a great yield, spring crops i the dry spell recent rains v tent, but the much good. V wheat in Can what it was l a much great and therefore alarm. Mani from 2 to 3c and as oats l cornered, the tle down to g ness will assu

FLOUR—Fa at old prices, are dull.

Winter wheat patent Straight rollers, bb Extra, bbl. Royal Household, bbl. Glenora, bbl. Manitoba spring whe Manitoba strong bak Five Roses, bbl. Harvest Queen, bbl.

FEEI—Orde frequent, trade usual at this s

Ontario bran, per ton Manitoba shorts, per bran, per to Mouillie, milled, per straight gra Feed flour, 98-lb. bag

ROLLED O vails in rolled to change in t

Fine oatmeal, bags... Standard oatmeal, ba Granulated... Golddust cornmeal, 9c Bolted cornmeal, 10c White cornmeal... Rolled oats, bags...

FLOUR—Th inactive with millers are ev holdings of money than b This shows tl pect lower pr tiously and as

1st Patent..... 2nd Patent..... Strong bakers.....

Straight roller..... Patents..... Blended.....

CEREAL—C highest point change in pric wheat and oa the manufactu the raw ma

Flour, Cereals and Confectionery Department

Excellent Wheat Crop Prospects Produce Easier Tone to the Market—Price of Oats Lower and Cereal Goods are Not Quite so Firm, Although They are Yet High—Millers Expect Lower Flour Prices.

The American wheat market is steady with the feeling a shade firmer. Manitoba wheat is holding its own, and dealers are keenly watching the coming crop. So far, the prospects are excellent, which has a lowering effect on the market. Ontario fall wheat, the acreage of which however is small, will be a great yield, but oats, barley, and the spring crops in general, on account of the dry spell will be rather light. The recent rains will aid them to some extent, but they came too late to do much good. While the visible stock of wheat in Canada is only about half of what it was last year, there is in sight a much greater crop than ever before, and therefore there is no cause for alarm. Manitoba oats have dropped from 2 to 3c during the last few days, and as oats had been, to some extent cornered, the market will have to settle down to genuine value, before business will assume its normal condition.

MONTREAL.

FLOUR—Fair business is being done at old prices, but on the whole, things are dull.

Winter wheat patents, bbl.....	6 80	6 85
Straight rollers, bb.....	6 50	6 60
Extra, bbl.....	6 00	6 10
Royal Household, bbl.....	5 30	5 30
Glenora, bbl.....	5 80	5 80
Manitoba spring wheat patents, bbl.....	6 30	6 30
" strong bakers, bbl.....	5 80	5 80
Five Roses, bbl.....	6 30	6 30
Harvest Queen, bbl.....	5 80	5 80

FEEL—Orders are neither large nor frequent, trade being rather quiet, as is usual at this season.

Ontario bran, per ton.....	22 00	
Manitoba shorts, per ton.....	24 00	
" bran, per ton.....	23 00	
Mouillie, milled, per ton.....	28 00	
" straight grained, per ton.....	32 00	
Feed flour, 98-lb. bag.....	1 55	1 85

ROLLED OATS—Quietness still prevails in rolled oats, with prices unlikely to change in the near future.

Fine oatmeal, bags.....	3 15	
Standard oatmeal, bags.....	3 15	
Granulated.....	3 15	
Gold dust cornmeal, 98-lb. bags.....	2 10	
Bolton cornmeal, 100-bags.....	1 85	
White cornmeal.....	2 00	2 05
Rolled oats, bags.....	2 90	6 05

TORONTO.

FLOUR—The flour market is rather inactive with a weak feeling. Some millers are even offering to sell their holdings of wheat and make more money than by grinding it into flour. This shows that the flour dealers expect lower prices, and are buying cautiously and as little as possible.

Manitoba Wheat.		
1st Patent.....	6 20	6 40
2nd Patent.....	5 90	6 10
Strong bakers.....	5 70	5 90
Winter Wheat.		
Straight roller.....	6 20	6 40
Patents.....	6 40	6 60
Blended.....	6 00	6 20

CEREAL—Cereals are still at the highest point and are not likely to change in price for some time. Both wheat and oats are too high to suit the manufacturers and they claim that the raw material must drop consider-

ably before they can afford to sell at lower figures.

Rolled wheat, car load.....	3 50
" oats.....	2 75
Oatmeal, car load.....	3 00
Rolled wheat in barrels, 100 lbs.....	3 70
" oats in bags, per bag 90 lbs.....	2 90
Oatmeal, standard and granulated, in bags 98 lbs.....	3 20

AFFECTING CANNED GOODS.

Regulations Inaugurated by The Japanese Government To Protect Citizens' Health.

Sanitary regulations governing the sale of canned goods in Japan are strict and an analysis of them is interesting and of importance to packers who cater to the Japanese trade.

Law No. 15, promulgated in February, 1900, has for its object the prevention of danger to the public health, and deals with beverages and foodstuffs in general, and the receptacles in which they are contained, saccharine and similar substances, aerated waters milk, ice, and injurious coloring matter. According to Article 1 of this law the authorities are empowered to prohibit or restrict the manufacture, sale, etc., of beverages and foodstuffs, the receptacles in which they are contained, or cooking utensils, if any danger to the public health is apprehended. The owners of the goods may be compelled to destroy them, or the authorities may destroy them, or take such action as they deem proper.

Article 2 empowers the officials to take, free of charge, as much as is necessary for the purpose of analysis so that an examination of the goods in question can be made.

Article 3 states that persons who, having received instructions from the proper official fail to carry out the provisions of the law within the specified time shall be liable to a fine not exceeding 20 yen (\$9.96), while persons who hinder an official in the execution of his duty shall be liable to imprisonment for a period not exceeding one month and a fine not exceeding 10 yen (\$4.98). Penalties are provided for persons who do not carry out their duties, and also in connection with bribery.

The following are the principal points in the regulations concerning receptacles for beverages and foods.

Receptacles for beverages or foods must not contain lead or an alloy containing more than 10 per cent of lead.

No alloy must be used which contains more than 20 per cent. of lead for that part of the solder which touches the contents of the tins, nor may the receptacles be lined with an alloy which contains more than 5 per cent. of lead.

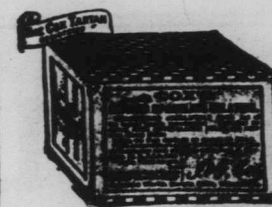


Good Enough for Anybody

That's why they have, combined with quality, purity, taste and smoothness, such a large sale. We not only sell them to the Grocer but we sell them for him by our well directed, thorough and persistent advertising methods.

Are you carrying these Goods?

The Mooney Biscuit & Candy Co.
STRATFORD, ONT.



COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents
C. E. Colson & Son, Montreal
D. Hanson & Co., " "
A.P. Tippet & Co., " "

J. & G. Cox, Ltd.
Gordie Hill
EDMONTON

In soldering the outer portions of tins which contain, or are intended to contain, beverages or foods, persons engaged in this business may not use an alloy which contains more than 50 per cent of lead.

The manufacture or repair of enamelled receptacles from which arsenic or lead will come out if water containing 4 per cent. of acetic acid is boiled in them for half an hour is prohibited.

The manufacture of children's feeding bottles from rubber containing lead or zinc is prohibited.

Receptacles containing beverages or foods, or intending to contain them, which have been manufactured or repaired in contravention of the provisions of article 2 and article 5, may neither be sold, nor stored, nor exhibited for the purposes of sale, nor used for the purposes of business.

Receptacles for beverages and foods in which the part coming in contact with the contents is made of or repaired with copper or an alloy of copper the plating of which has worn off or which has lost its inherent brightness may not be used in this business.

Persons violating these provisions are liable to a fine not exceeding 25 yen (\$12.45).

INTERESTING COFFEE FIGURES.

A mathematician has compiled the following figures: I have been married thirty-two years, during which time I have received from the hands of my wife three cups of coffee each day, two in the morning and one at night, making about 35,040 cups of half a pint each, or nearly seventy barrels of 30 gallons each, weighing 17,250 pounds, or nearly nine tons. Yet from that period I have scarcely varied myself in weight from 160 pounds. It will, therefore, be seen that I have drunk in coffee alone 218 times my own weight. All taken together, I conclude that I have consumed in thirty-two years about the weight of 1,100 men of 160 pounds each.

MORE THAN ONE.

The American Grocer adds a new story to the stock of those told about the returning of flour, says the American Miller. A woman sent back a barrel of flour without having opened it, but with the statement that she could not use that kind of flour. When asked for her reason she said, "The barrel had round hoops on it and green letters on the head; and flour in that sort of a barrel is no good." That sort of a story seems the limit, but we will wager a red apple that every miller and grocer can tell one off the same piece.

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

\$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

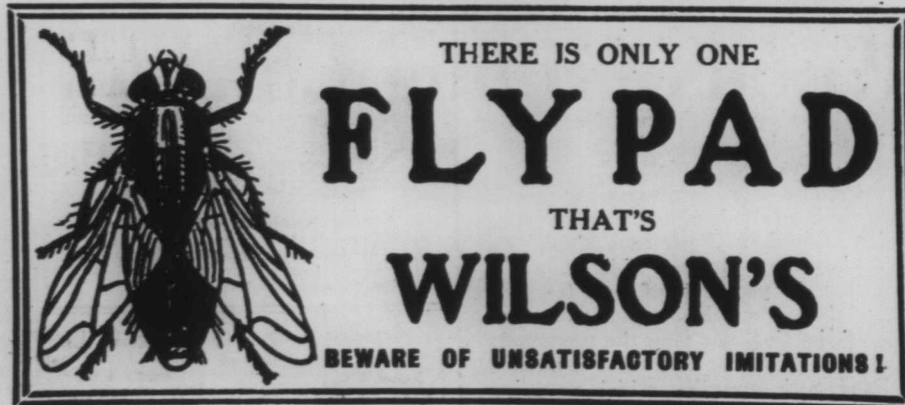
Read postcard in package. Contest closes November 30th, 1909.



ANCHOR BRAND FLOUR

"The Flour" that meets every expectation of the housewife.

Manfd. by
LEITCH BROTHERS FLOUR MILLS
Oak Lake, Man. 15



THERE IS ONLY ONE
FLYPAD
THAT'S
WILSON'S
BEWARE OF UNSATISFACTORY IMITATIONS!

WHITE DOVE BRAND



Almond Paste



Cocoanut

SATISFIES EVERYBODY

W. P. DOWNEY MONTREAL

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Insure Your Re-Orders

IT'S re-orders that make the wheels go 'round. It's the *man or article* that can repeat that is the great demand of to-day.

The truly wise dealer realizes that the great business enterprises of our times have been built up to a *permanent* basis by selling *honest* goods which can be guaranteed conscientiously.

For the ideal salesman is not he who sells the *most* goods, but the man who while making the most sales *at his own price* is not dazzled by the glare of Immediate Profit and in *each* transaction lays the germ of a *re-order*.

When a woman comes to *your* store for the first time, even though she merely asks for "flour"—*good* flour, without specifying any particular brand—there is before you the golden opportunity of laying the *solid* foundation then and there of a *permanent family trade*, for where there's a woman 'tis a safe bet there's a family.

Maybe the *only* chance she'll give you to capture her lasting goodwill. Are you going to be dazzled by Mr. Immediate Profit? Your salesmanship is at stake—the re-orders—the first link in that endless chain. You must give *better* service than the "other fellow"—price, perhaps; but price—*plus!*

FIVE ROSES FLOUR

If your greater Immediate Profit sells her "under class" flour, who's going to defend *your* store methods when she is alone in her kitchen, face to face with the bitter disappointment of a gigantic baking failure? Will Low Price atone for bargain counter quality? And at the sewing circle, won't she give *you* one beautiful testimonial?

Remember this, the *trade worth having* rarely comes back to register a kick. Rather pocket their disappointment, charge it to experience and console themselves with—"Never, never again."

FIVE ROSES, our purest Manitoba fancy patent, is not made to compete on a *price* basis; but for gen-

eral service the housewives call it peerless. Cheap flours do *not* give the service required to insure the re-orders *you* are looking for, nor can they, because they are not made on honor. FIVE ROSES quality has *no limitations*, the instructions of our millers are like their ambitions—to make a flour as good as they know how, not to meet any man's price.

That FIVE ROSES order you will give us some day is an *insurance policy on re-orders*. 'Twill make *you* a better salesman, give better service, and the praises of each pleased housewife will supply you with *new selling points*. Which flour are YOU going to build on—"just as good," or "has made good"? Are YOU going to be flour wise or otherwise?

Lake of the Woods Milling Co. Ltd.

MONTREAL, TORONTO, OTTAWA, LONDON, ST. JOHN, KEEWATIN, WINNIPEG, VANCOUVER.

The Grocer's Encyclopedia From Week to Week

How the Cocoanut is Cultivated and Gathered — Tree Blossoms Every Month for a Hundred Years—Uses of Shredded Cocoanut to the House-wife—A Nutritious Food.

COCOANUT.—An article which has a fairly good sale all the year round, is shredded cocoanut, and just at the present time it is in demand in view of the picnic and church social season, being at hand. No woman who prides herself on her ability to cook a tasty "jelly-cake" will be found without cocoanut in her pantry. The house-wife also uses shredded cocoanut extensively for giving a better flavor to rice, tapioca, etc. Then a cocoanut itself as pulled from the tree is something of a delicacy, and relished by many. The Grocer should therefore know something about this article.

The cocoanut tree, which is a beautiful and picturesque palm, grows to a height of from 60 to 100 feet. The leaves are exceedingly large, extending from 16 to 25 feet in length and yet they are thin, and as light as feathers. These leaves are often used for thatching roofs, making fans, etc.

The husk of the nut furnishes fibre for rope, matting and brushes, while the shell of the nut takes a beautiful polish and is made into drinking cups and ornaments.

The milk of the cocoanut is a refreshing and nourishing drink, while the meat, ivory white in color, is a delicious food, one which is used in many delightful ways by the natives, as well as in various ways by cooks in America and other civilized parts of the world. The nut also yields a valuable oil for cooking, lighting and medicinal purposes.

The nut usually grows wild, but when cultivated, its beginning is in a nursery, protected from the sun, where it is well attended and watered liberally. After four months, the young sprouts or trees are transplanted in rows 25 to 30 feet apart.

Blossoms for a Hundred Years.

The tree first blossoms in its third year, and the nuts are borne in the fourth, if the tree is cultivated. If not cultivated, it may take ten years, this varying according to soil and other conditions. The cultivated trees attain their maximum yield at eight to fifteen years. The trees then blossom every month for 100 or more years, and the nuts follow all the year round, regardless of the seasons that control most domestic plant life.

It will thus be seen that every phase of growth may be found on one tree, the bud, the blossom, the forming and the ripened fruit, as well as the tender first sprout. Although each tree is commonly believed to produce a blossom for each day of the year, only about 75 merchantable nuts yearly come to maturity, at which time they fall from the tree or are hand-picked by natives, who can run up a tree with ease.

The outer covering or husk of the nut, which is about two inches thick, is difficult to the unskilled person to remove.

The shell must first be taken off without breaking the nut. The brown cover is then pared off and the nut is opened to let out the milk, and finally, after washing and sterilizing, it is evaporated to dryness.

An analysis of the nut made by a German chemist, showed about 46 per cent. water, 8 per cent. sugar, 35 per cent. crude oil, and the rest made up of other substances.

Source of Supplies.

Ceylon is represented as the largest cocoanut producing country in the world, with an annual production estimated at between five and six million nuts, over 400,000 of which are used for manufacturing oil used principally for soap making.

Cocoanuts for the Canadian trade come mainly from Jamaica, Cuba, and other West India islands. When shipped by steamer, they are placed in bags. As they cannot be held long, they can be imported economically only in large quantities.

There are a variety of uses for shredded cocoanut and if the value of cocoanuts as a food and the ease with which the shredded product may be prepared for the table was fully understood by the public generally, the sale of this product, extensive as it now is, would probably be still larger.

Cocoanut croquettes, cocoanut pudding, cocoanut macaroons and cocoanut balls are four of the table foods which may be prepared by the aid of this product, in all of which the other ingredients called for are simply milks, one or more eggs, and other articles of everyday use.

**ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR**

**GREAT WEST
CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY**

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

**Every Progressive Grocer handles
PICHET TEA BISCUITS**

as well as every First Class Hotel and Leading
Tobacconist handles the Famous Imported

**Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.**

No equal value on the market for the money.

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in Seven Shapes
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Sole Agent for Canada
506 Lindsay Building, MONTREAL.**

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**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



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White as snow



It Sells Easier

The very appearance of a yellow laundry soap is a handicap against its sale. You can certainly sell

“CANADA’S BEST”

—the new, white laundry soap—far easier than you can the yellow kind. Just show it and tell your customer “Canada’s Best” is not adulterated with “resin” as are all yellow laundry soaps—and the sale is made.

We’ve something mighty good to offer you, so write us at once.

UNITED SOAP CO.

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White Bar**

**A LIBERAL AND PROGRESSIVE
COMMISSION OFFER FOR
PUSHFUL PEOPLE**

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor*.

That’s the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man’s Magazine and The Financial Post. For those who will push there’s *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal*. Moreover, they are *progressive*; i.e., the more subscriptions secured the higher the rate of commission paid.

Hadn’t you better get the facts of our plan? Just sit down and write us for full particulars.

THE MacLEAN PUBLISHING CO., Ltd.
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**Are You Keeping Your Tobacco Stock
Up-to-Date ?**

IF NOT WHY NOT ?

“Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Canadian Fruit, Vegetable and Fish Markets

Blueberries on the Montreal Market — Declines in California Apricots, Plums and Pears—Canadian Cherries Take the Lead From Strawberries—Home Grown Tomatoes Putting in an Appearance—Old Potatoes Firm.

MONTREAL.

GREEN FRUITS. — Blueberries are now quoted, \$1.10 being asked for 6 quart boxes. This price is rather high for good trading, but lower figures will rule as the supply increases. A few raspberries are being sold, but dealers are not quoting any prices yet. Strawberries are selling quite freely at low figures. Cantaloupes are arriving much more freely and quotations are lower. Lemons continue firm, but no startling advances have occurred. Oranges are good sellers this hot weather. California fruits are attracting as much attention as ever. Declines have occurred in apricots, plums and pears. Cherries are still on sale, but they are nearly finished.

Apricots, California, per crate.....	1 75
Apples, Spies, XXX, bbl.....	7 00
" Ben Davis, XXX, bbl.....	6 50
Bananas crated, bunch.....	1 25
Blueberries, 6-qt. box.....	1 10
Cherries, California, black, per box.....	2 00
" " white, ".....	2 00
Cantaloupes, Georgia, crate.....	4 50
" California, crate of 45.....	4 50
Cranberries, per crate.....	5 00
Cocoanuts, bag.....	4 00
Grape fruit, per box.....	4 00
Lemons, box.....	2 75
Limes, per box.....	1 00
Oranges, California navels.....	3 00
" " bloods.....	4 25
" " late Valencias.....	3 75
" Valencias.....	4 50
" Cubans.....	2 25
" Mexican.....	3 00
" Sorrento.....	2 50
" Messina Ovals, half boxes.....	1 75
Peaches, California, box.....	1 25
" Georgia, per crate.....	4 00
Pineapples, Florida, crate.....	3 00
Plums, California, per crate.....	1 75
Pears, California, (Bartlett) per box.....	3 25
Strawberries, Canadian, per basket.....	0 05
Watermelons, each.....	0 40

VEGETABLES.—Local cucumbers are now on the market in quantity, and there has been a considerable slump in prices, as will be noticed. The best cucumbers are now obtainable at 30c a dozen though some dealers are asking more than this. Local tomatoes will be quoted next week, those of hot house growth being offered in limited quantity at 20c lb. this week. Of course, the arrival of local cucumbers has brought a stop to importing in this line, and the same thing will happen in the case of tomatoes, when they begin to arrive from the surrounding country. All vegetables are selling satisfactorily. Potatoes are slightly firmer this week.

Beets, old, bag.....	1 25
Carrots, new, dozen bunches.....	0 40
" old, bag.....	2 00
Cabbage, new, crate.....	2 00
Celery, dozen.....	1 25
Cauliflowers, dozen.....	2 00
Cucumbers, dozen.....	0 30
Corn, imported, crate.....	4 00
Green peppers, crate.....	3 00
Horse radish, lb.....	0 15
Lettuce, dozen.....	0 15
Leeks, dozen.....	1 50
Mushrooms, lb.....	1 50
Onions, large, lb.....	0 50
" Egyptian, 112-lb. bag, lb.....	0 03
Potatoes, new, bbl.....	3 50
" Montreal, bag.....	1 20
" New Brunswick, bag.....	1 25
" P.E.I., bag.....	1 20
Parsley, dozen.....	0 50
Peas, Canadian, 30-lb. bag.....	0 75
Parsnips, bag.....	1 25
Sage, dozen.....	0 50
Savory, dozen.....	0 50
Spinach, Canadian, box.....	0 40

String beans, basket.....	2 00	2 25
Shallots, dozen bunches.....	0 05	0 10
Sweet potatoes, bbl.....	6 00	
" basket.....	3 50	
Tomatoes, Illinois, small flats.....	1 25	
Turnips, bag.....	0 60	0 70
Watercress, dozen large bunches.....	0 75	

FISH.—A decline in Gaspé salmon this week is noticeable, receipts having increased perceptibly. Demand for this line has been quite satisfactory. Whitefish, which are in good supply, are asked for in all sections. Trout is scarce, and the price is firm. Warm weather has resulted in a scarcity of brook trout, which are consequently higher. Mackerel is a little easier. Perch is no longer quoted and will not again be offered for sale until September. Halibut is still a strong seller. Cod, as well as haddock are arriving freely, but, owing to the presence of dogfish on some of the banks, will soon be scarce. Meantime quotations have not been changed. Canadian lobster season is now closed, and these fish are not quoted. Smoked and prepared fish are quiet.

FRESH	
Haddock, shore, per lb.....	0 04
Steak cod, per lb.....	0 05
Grass pike, round.....	0 07
Halibut, per lb.....	0 09
Dore.....	0 12
Mackerel.....	0 08
Sea trout.....	0 10
Lake trout.....	0 10
Whitefish.....	0 09
Gaspé Salmon.....	0 16
Brook trout.....	0 22
Flounders.....	0 10

SMOKED	
Haddies, 15 lb. bxs., per lb.....	0 08
Kipper herring, per box.....	1 10
Smoked herring, small boxes.....	0 18
Smoked salmon, sugar cured, per lb.....	0 25

SHELL FISH	
Choice bulk oysters, per gal.....	1 50
"Sealshipt" oysters, per gal.....	1 90

FROZEN	
Steak cod, lb.....	0 04
Halibut, per lb.....	0 08
B.C. salmon, red, per lb.....	0 10
Qualla salmon, per lb.....	0 09
Fall salmon, per lb.....	0 08
Dore, round, winter caught, per lb.....	0 10
Large whitefish, per lb.....	0 08
Small.....	0 08

SALTED AND PICKLED	
Labrador herring, half barrel.....	2 80
B.C. salmon, half bbls.....	9 00
No. 1 mackerel pails.....	2 00
No. 1 " " half bbls.....	8 00
Labrador sea trout, bbls.....	12 50
" " half bbls.....	6 50
Skinless cod, 100 lb. cases.....	5 25
Salt sardines, 30 lb. pails.....	1 00
Boneless cod, in blocks, 5, 6, 8, 9 and 10 cents per lb.	

TORONTO.

GREEN FRUITS.—The fruit market this week is a swarm of close buyers, and impatient sellers, with fruit and vegetables in abundance. The opposite extremes of buyer and seller are at no place more apparent than at a hustling fruit market. Each buyer wants to buy a little lower than his competitor, and in some instances he may be led to believe that he does, and he goes away pleased.

RASPBERRIES

are now on the market. Next week should see quantities arriving.

STRAWBERRIES will soon be over

CHERRIES continue in large supply.

CANADIAN CUCUMBERS, TOMATOES and **BEANS** now arriving.

GOOSEBERRIES, RED CURRANTS.

Place your orders with the largest receivers



25-27 CHURCH ST. - TORONTO

Full Lines California Fruits

ORANGES, LEMONS, WATERMELONS,
CANTELOUPES

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

No Doubt
St. Nicholas
Home Guard

VERDELLIS
are the best on the market
to-day.

AGENT:
J. J. McCabe
32 CHURCH ST.
TORONTO

Cherries this enormous crop has been satisfied drawing to a close are inferior in quality have made the remainder to be sold another week or that they, too, are inferior in quality this year. is now in full the largest we the quality also have imported and peaches, I crowded out by

Apples, Spies.....	
Oranges, Cal. Valencias.....	
" Cal. navels.....	
" Mexican.....	
Lemons, Verdelli.....	
" California.....	
Bananas.....	
Cherries, Canadian, per half basket.....	
" red, can.....	
Strawberries.....	
Peaches, Cal.....	
Apricots, Cal.....	
Plums, Cal.....	

VEGETABLE quantities of to Canadian grow a strong stand, of the situation and will comm new crop entire ket. There is they will be all for the new.

Cucumbers in position alongside hampers, and t preferably. Se ions grown in pectedly surpris Texas which be of the market, disturbed for s

Potatoes, Ontario, per.....	
" Tennessee, per.....	
" Canadian, per.....	

RASP

CHEF

ENG
BLA
MOP
SOU

CANADIA

NOW
READY

Steven

Shippers of

Hamilton

Phone

Cherries this week have the floor. The enormous crop of strawberries, which has been satisfactory in every respect, is drawing to a close. Those coming in now are inferior in quality. Raspberries have made their appearance, and it will remain to be seen what they will do in another week or ten days. It is supposed that they, too, will make a great showing this year. The cherry crop, which is now in full swing, is expected to be the largest we have had for years, and the quality also is very fine. We still have imported California pears, plums and peaches, but all these will soon be crowded out by Canadian productions.

Apples, Spies.....	8 00
Oranges, Cal. Valencia.....	3 25 3 50
" Cal. navel.....	3 00 3 50
" Mexican.....	2 00 2 50
Lemons, Verdelli.....	5 50
" California.....	6 00 7 00
Bananas.....	1 75 2 25
Cherries, Canadian, per basket.....	0 60 0 85
per half basket.....	0 50
Currants, red, can.....	0 75
Strawberries.....	0 04 0 07
Peaches, Cal.....	1 50 1 75
Apricots, Cal.....	1 25 1 50
Plums, Cal.....	1 50 2 00

VEGETABLES. — Although large quantities of tomatoes are still imported, Canadian grown are beginning to take a strong stand, and will soon be master of the situation. Old potatoes are firm and will command good prices until the new crop entirely monopolizes the market. There is no surplus on hand and they will be all cleaned up to make room for the new.

Cucumbers in fruit baskets take a bold position alongside of the American in hampers, and the former are picked up preferably. Several baskets of ripe onions grown in Burlington, quite unexpectedly surprised the Bermuda and the Texas which before had full possession of the market, and did not expect to be disturbed for some time.

Potatoes, Ontario, per bag.....	0 90 1 00
" Tennessee, per barrel.....	3 50
" Canadian, per basket.....	0 75

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.

Fancy Lemons and Oranges.

Full Lines for the Hot Weather Trade.

WHITE & CO., Limited

TORONTO and HAMILTON



1,000,000 Lemons

MY BRAND

arriving for Ontario this week. Be sure to get some. Lemonade is the finest summer drink. In order to have the best you must use only fine lemons.

THE NAME IS

"BUSTER BROWN"

FOLLINA BROS., Packers

W. B. STRINGER, Agent

RASPBERRIES

CHERRIES

ENGLISH
BLACK
MONTMORENCY
SOURS

CANADIAN VEGETABLES

NOW
READY

- BEANS
- CUCUMBERS
- CABBAGE
- TOMATOES
- PEAS
- NEW POTATOES

Stevens & Solomon

Shippers of Canadian Fruits, etc.

HAMILTON, - ONTARIO

Phone 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON

GUELPH, ONTARIO

THE CANADIAN GROCER

Onions, Canadian, dried, per basket.....	0 50	0 60
" Bermuda, per case.....	3 50	3 75
" Egyptian, per sack of 112 lbs.....	1 00	1 10
Tomatoes, Tennessee, per crate of 4 baskets.....	1 00	1 10
" Canadian, per basket.....	1 25	1 25
Carrots, per bag.....	1 00	1 00
" new, per bunch.....	0 30	0 35
Cabbage, Florida, new.....	1 50	1 75
Turnips.....	0 50	0 60
Radishes, per dozen.....	0 20	0 25
Lettuce, per dozen.....	0 20	0 30
Spinach, per bushel.....	0 50	0 50
Green peppers, per basket.....	1 00	1 25
" per basket.....	0 75	0 75
Asparagus, per basket.....	1 25	1 50
Green onions, per basket.....	0 50	0 50
Rhubarb.....	0 25	0 30
Beans, green.....	1 25	1 25
" wax.....	0 75	1 00
" Canadian, per basket.....	0 60	0 60
Peas, per basket.....	0 40	0 50
Corn, per dozen.....	0 30	0 30
Cress, per basket.....	0 75	0 75
Water melons.....	0 35	0 40
Cantaloupes, per case.....	5 50	5 50
Egg plant, per basket.....	2 00	2 00

FISH.—The fish men have no kick to make. Their business is all they are looking for. Fish are coming in in good shape and enough to supply the demand. There is nothing new, prices being unchanged and business satisfactory.

Herring, medium, per lb., fresh caught.....	0 05	0 06
Whitefish, fresh caught.....	0 11	0 11
Trout, fresh caught.....	0 10	0 10
Cod, fresh caught.....	0 08	0 08
Halibut, fresh caught.....	0 10	0 10
Haddock, fresh caught.....	0 07	0 07
Pike.....	0 06	0 06
Perch.....	0 07	0 07
Carp.....	0 03	0 03
Yellow pickerel.....	0 09	0 09
Sea salmon.....	0 17	0 17
Maskerel, each.....	0 20	0 20
Eels, per lb.....	0 08	0 08
Finnan haddie.....	0 08	0 08

FRUIT CROPS PROMISE WELL.

Government Issues Report Covering Prospects of the Dominion.

The Fruit Division of the Dominion Department of Agriculture has issued the second fruit crop report of the season.

It states that the weather of the past month has been favorable for fruit setting, though complaints of dryness are heard from some quarters.

The present prospects are for a large crop of apples in the counties along the north shore of Lake Ontario and in Prince Edward County where both fall and winter varieties show for a medium to full crop generally. Conditions point to a heavy crop of apples in the Annapolis Valley. Early and fall varieties are reported medium to full, and winter varieties a full crop. The Gravensteins are not as heavily laden, on the whole, as last year. Trees, generally, that bore heavily last year, are not heavily loaded this year. The Bellflowers (Bishop Pippin), Ribstons, Blenheim, Tolman Sweet and Stark are reported full crop. Ben Davis, Spy, Baldwin, Greening, King and Russets (Golden and Nonpariel) nearly full crop.

The crop in Prince Edward Island will be large. Nearly all varieties promise a full crop. Baldwins and Kings, however, are irregularly 'set.' Some trees are well loaded; others which bore heavily last season are light.

The apple prospects in British Columbia will hardly reach the average. The apple trees on the whole, came through the severe winter very well, but instances are noted where young trees and trees

not in full vigor were injured severely by winter frosts.

In the commercial pear sections of Ontario there is a prospect of a medium crop of pears, though they did not 'set' so well in some localities as was expected.

In British Columbia the pear yield will be much below normal.

Plum prospects in the Niagara District are not as good as last month, particularly Japan varieties. Abundance and Burbank are reported light to medium. Lombards are showing for nearly a full crop, while Reine Claude, Gueii, Golden Drop and Grand Duke are medium to full crop. Plums everywhere are showing for at least an average crop except in British Columbia, where the crop is very irregular and will on the whole, be light. The Italian Prune makes the best showing.

The Peach Outlook.

"The peach prospects in southern Ontario vary from fair to good," says the report. "The majority of correspondents report early varieties generally to be a medium to full crop, and fall varieties medium. An average crop of peaches will likely be harvested in spite of the 'curl leaf,' though it is so prevalent in the Niagara District that it may alter the prospects if a heavy drop should result. The Elbertas, particularly, have suffered severely from the attack of the leaf curl fungus and give promise only of a light to medium crop. The Triumphs and nearly all other varieties are also affected where the trees were not sprayed with lime and sulphur, or in some cases where the spraying was delayed or where it was not thoroughly done.

"In the vicinity of Leamington in Essex, and of Queenston in Lincoln, the leaf curl is not quite so prevalent, and a full crop of peaches generally, is looked for.

"The crop of peaches in British Columbia will be practically a failure. The small peach orchards along the shores of Kootenay Lake were not seriously injured, except where the wood was not well ripened last fall."

FINE CANADIAN EXHIBIT.

Fruit From Canada Displayed at Seattle Exhibition Surpasses That from Other Places.

Writing from Germantown, Cal. W. H. Millman, commission merchant, who left Toronto some weeks ago on a pleasure trip, tells of his visit to the Seattle Exhibition.

Speaking of the Canadian building, he says that it, "need not take a back seat to any of them, and its contents in my way of thinking surpasses them in all the fruit exhibits. The Northwest wheat fields and animals are very fine and the lime light views and lectures on the Klondike is a great feature."

A GENTLE PROTEST.

Editor, Canadian Grocer—A few days ago, a stranger struck this city with a new scheme. The Grocers' Association, their rights for a "mess of pottage," and tumbled over each other to give their customers something for nothing, and at the same time put \$100.00 in the bank to rest. Let us see what this scheme looks like, when it is properly analyzed.

This stranger made arrangements with the authorities of a park to bring them a certain crowd of people for a certain amount of money. He then got the unaware grocers for the sum of \$100.00 in cash, to give away to their customers tickets that would admit them to the park free. In this way many a mother had to go with her children, pay the full car fare and in all probability spend several dollars more before she came out in order to utilize the ticket she received through the kindness of the innocent grocer.

One of the general complaints among grocers all over the city is that people are short of money, but here they have entered into a scheme that robs their customers out of hundreds of dollars without doing any good to the trade. To make a reasonable estimate it would work out something like the following:

To Street Railway	\$100.00
" Grocers	100.00
" Promoter	200.00
" Park	400.00
	\$800.00

Just that much less to pay for groceries.

A TORONTO GROCER.

A fellow may have more money than brains, but not for long.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON
JAMES SOMERVILLE, Manager

If you have STRAWBERRIES, RASPBERRIES (cultivated or wild) CHERRIES and other fruits to consign let us have them. We can sell them for you.

THE DAWSON COMMISSION CO., TORONTO

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We are also booki
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CHATHAM

SARDINES! SARDINES!

The Brunswick Brand

They help to build up your trade not only in canned fish but in other lines as a result of getting customers into your store to buy the fish.

The sardines from the famous Passamaquoddy Bay have a distinct flavor possessed by no others. They are known everywhere for unexcelled excellence.

Skilled help and modern methods result in placing this product before the public in nearly every town, city and hamlet in Canada. They find their way to you, Mr. Grocer, in the regulation 100- $\frac{1}{4}$ case.

See that you carry a stock.

Ask your wholesaler for them.

They are products on which you can rely.



CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

Now is the Time to Order Your Lobsters

Catch this year is much below the average, and this is a good time to place your orders to ensure deliveries and prices that have not advanced.

For the highest satisfaction to yourself and your trade order Canada's leading brands:

Loggie's Golden Crown Lobsters and Golden Key Lobsters

Always possess the same consistent high quality.

SPECIAL NOTE

We are also booking orders for 1909 Pack Golden Diamond Brand Canned Blueberries, twos and gallons, for future delivery.

Sole Packers:

W. S. LOGGIE COMPANY, LIMITED
CHATHAM N.B.

The Salmon Doesn't Swim

that's of a better quality than the old reliable

Quaker Brand Salmon

We have always instructed our packers to secure the best

They have always done so

PRICES FROM

Mathewson's Sons

WHOLESALE GROCERS

202 McGill Street, - Montreal

Mail Order Competition Successfully Met

Grocery Firm Makes Assortments Of Their Own—Advertise Extensively and Exhibit Window Displays—Lot of Odds and Ends Cleared Out—Orders Come So Fast That Delivery Begins Day Before Sale.

The effective solution of how to meet the mail-order competition is of paramount advantage to the retail merchant. The problem must be solved if the inroads into the territory of the country, town and village merchant by the mail-order houses are to be checked.

Merchants as a rule are indifferent regarding this method of purchasing past them and take no interest in discovering what customers do this and why. They are too anxious about what their competitor on the next corner is doing.

The story of how one grocery firm is meeting the mail-order competition is interesting. It knows that the house send out baits in the form of bargains on one or two articles, one of them being sugar, in which there is not a great deal of profit at any time. They meet this competition by making assortments of their own. But they do not limit the customer to these assortments. The success of the first sale under this arrangement was so marked that half the items were sold out entirely the first day and two-thirds of the orders were for the entire assortment.

"We had the special sale for Saturday, but before Wednesday of that week, as a result of our advertisements, we had so many orders that we were compelled to start delivering on Friday, and did not finish until Monday noon," said one of the members of the firm.

The following is a list of the articles included in the assortment, on some of which the firm made a fair profit and secured such liberal patronage:—

10 lbs. granulated sugar	\$0.50
3 cans solid pack tomatoes .....	.25
3 cans sifted or early June peas ..	.25
3 cans good corn .....	.25
3 full lb. packages seeded raisins.	.25
3 cans Heinz's baked beans .....	.25
3 cans fancy mince-meat .....	.25
1 can soft pears in syrup .....	.15
1 can peaches .....	.15
4 lbs. prunes .....	.25
3 lbs. dried peaches .....	.25
1 package bird seed .....	.05
8 bars soap .....	.25
1 pan and 1 cup of onyx ware, 2 pieces .....	.25
Total	\$3.35

One of the secrets of the success of this sale was the publicity given to it. The goods were prominently displayed in the windows, and a large, attractive sign was painted to call attention to the window. Much publicity was also given through the local newspapers, a detailed list of the offerings being included in the advertisement.

In describing the arrangements for the sale, a member of the firm said: "We

selected a list of articles, as will be seen, all of good quality and all of which any family could use at once without over loading. We will not sell our customers a lot of stuff it will take a year to use up.

"Nor did we insist that to secure any one item on the list each customer must buy the entire list. We advertised freely that selections could be made of any items on the list. We made it a point that the public did not need to take anything it did not need.

"One week before the sale we displayed the goods on our tables. To show the quality of the the canned goods we emptied several cans into open dishes where they could be tasted. The package goods we placed on fancy dishes in the windows.

"We really did not expect to begin the sale before Saturday, but the pressure was so strong we consented to take advance orders to be delivered Saturday. Before Wednesday we had so many orders that we had to start delivering on Friday.

"Two-thirds of the orders were for everything on the list, and there was only one order for less than \$2.

"During the sale we displayed with the canned goods on the table a lot of goods which had accumulated during the year. So when the customers came in to look at our special-order goods they could not help but see these goods. We sold two-thirds of all the odds and ends we displayed, which was a very good clean-up for one week.

"Then, the following week we held overflow meetings almost every day. A great many who had not been in during the sale heard about the bargains from their friends and came to the store to see if they could not buy an assortment. We had sold out entirely over half of the goods listed on our special order, but these late customers looked around to see what they could find, and during the few days after the special sale on Saturday we had sold practically all our odds and ends.

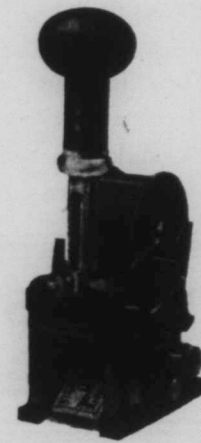
"We now have special sales on one Saturday of each month, to clean up odds and ends, and the success of this sale will be the best kind of advertising for the next one."

ENVELOPE STAMPING MACHINE.

A little device being placed on the market by the Drummond, Ludlow Co., New York City, weighing but one pound and a half, and about 6½x3 in., takes a roll of five hundred stamps placed in the magazine, and stamps these one by one on envelopes by action of the handle returning from the base

plunger through an appurtenance underneath in a small tank containing water, with a wick about the length of a stamp (⅛ of an inch wide). All the operator has to do is to push down the machine on the envelope and a stamp is affixed, the wetting, cutting-off, and affixing being done with one pressure of the hand. This unique appliance saves the inconvenience of having to take off stamps single, and moisten them either by tongue or sponge, and it is claimed that stamps can be placed on mail ten times faster than by hand.

Upon these machines being submitted to the postal authorities, at Washington, the Government immediately authorized the issue of stamps in rolls of five hundred, so that business firms



Envelope Stamping Machine.

would be able to make use of the device. Negotiations are now on with the postal authorities at Ottawa, to have them do as the United States Government have done. The advent of this machine will naturally depend upon the Canadian Government putting up their stamps in rolls the same as the United States Government are now doing.

WATCH STOCK CAREFULLY.

It behooves the retail grocer to spare no effort to make every dollar of his play an active part in his business. Every dollar buried in surplus stock or otherwise permitted to be where it is not immediately available for purchasing power certainly does much toward weakening his forces.

Buy small and often, to the end that a given investment may cover the widest possible range of items. Never buy two dozen where one would do. Buy one dozen each of six articles rather than six dozen of one article. By so doing, he will please six times as many customers with the same investment. He may not save the small extra discount on the quantity purchase, but multiplying sales without increasing the investment will more than make up the lost discount.—The Retailers Journal.



The
Canadi

The
Famous

Norwegian
sweet
That is all,

J. W.
Canada

SH

IMPER



NO PICNIC BASKET COMPLETE WITHOUT

BALAKLAVA SARDINES

Choice, firm fish, packed by experts in modern factories of cleanliness. Pure Salad Oil used.

HAVE YOU A STOCK?

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

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



By Special royal permission.

The Famous "King Oscar" Brand

Norwegian Sardines have established the reputation as the purest sweetest, finest and best packed sardines on the market.

That is all, but it's enough to make them sell.

Stock "King Oscar" Sardines.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON, ONT.

Mephisto

BRAND
Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S. Canada

Satisfaction in Every Package of SHIRRIFF'S EXTRACTS

They build up trade, please your customers, add to your reputation of selling reliable, uniform, pure and palatable goods, and yield you a good profit.

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





THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: "Modern Grocery Fixtures"



The Walker Bin and Store Fixture Co.,

LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal: Keene's B. Muir, Christie Building
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :-

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II :-

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages

Price \$2.00

Fully Illustrated

Maclean Publishing Co.
Technical Book Dept.

10 Front St. East - - Toronto

COMMON SENSE SAYS

Use 'em

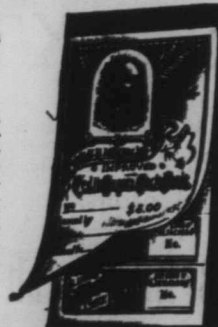
A man wants credit. If you think he is good give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.

ALLISON COUPON BOOKS

Manufactured by
ALLISON COUPON COMPANY, Indianapolis

Order them from your jobber.

They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?



ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, \$1,500,000

Offices Throughout the Civilized World

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

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

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Western Canada, Toronto

Shoe Boils, Capped
Hock, Bursitis
are hard to cure, yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked. \$2.00 per bottle, delivered. Book 6 D free. **ABSORBINE, JR.**, (mankind, \$1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Gout, Varicose Veins, Varicocitis, Allays Pain. **W. F. YOUNG, P.D.F., 294 Temple St., Springfield, Mass. LYMAN Ltd., Montreal, Canadian Agents.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

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COTT

Cotton Lines a
For

Fisher



Ask any
WINNIPEG—G
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—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.

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers
of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4 h and 5h Editions. **LONDON, E., ENG.**

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO.**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by
The A. D. Fisher Co.
Toronto Limited



'Where Did You Put Those Bags?'
You never hear such a query as that in a grocery store fitted with McGregor's

Patent Bag Holder

"It's there"
Get our prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

Exclusive SPECIAL Adjuster

Elgin National Coffee Mills



can be regulated to grind coarse or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co' (and branches); Foley Bros., Larson & Co. (and branches)
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HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.
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ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

BLACK JACK

QUICK. CLEAN. HANDY.



TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

Wolverine Show Case



The best show case made in America for the money.

Price, \$4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue,
Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

QUOTATIONS FOR PROPRIETARY ARTICLES

King Powder.
W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 3 doz. in case	\$2 00
1-lb. tins, 2 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	5-cs.	1 75
2-doz.	15-cs.	3 50
1-doz.	15-cs.	3 40
1-doz.	25-lb.	10 50
1-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-cs.	0 60
4 " "	5 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	15 " "	1 55
2 " "	15 " "	1 70
1 " "	25-lb.	4 10
1 " "	5-lb.	7 30
2 " "	5-cs.	Per case
1 " "	15 " "	\$4 55

ROYAL BAKING POWDER

Cases.	Per doz.
Royal—Dims	\$ 0 95
" 10-cs.	1 40
" 5-cs.	1 55
" 1-lb.	3 55
" 15-cs.	3 85
" 1-lb.	4 90
" 5-lb.	13 60
" 5-lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dims	\$ 0 95
" 1-lb.	1 35
" 5-cs.	1 90
" 1-lb.	2 45
" 15-cs.	3 70
" 1-lb.	4 55
" 5-lb.	13 20
" 5-lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " " " " "	1 00
1-lb. " " " " " "	0 8

Blus.

Keen's Oat rd., per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.80

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.90.

White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernel, per doz., \$1.60.

White Swan Flaked Rice, per doz., \$1.

White Swan Flaked Peas, per doz., \$1.

Chocolates and Cereals.
THE COWAN CO., LIMITED.

Cocoa—


Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1-lb. per doz.	3 40
Perfection, 1/2-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 37
Solu. la. bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 1, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c packets, \$5 per box, or three boxes for \$15.

5 boxes... \$ 75



Unsweetened Chocolate—

Plain Beck, 1/2's & 1/4's, cakes 12-lb. boxes, per dozen	1 80
Perfection chocolate, 10c size, 2 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb.	\$3
Queen's Dessert, 5's, 12-lb. boxes	0 40
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 35
Parisian, 5's	0 30
Royal Navy, 1/2's, 1/4's, boxes, per lb.	0 31
Diamond, 1/2's, 1/4's, boxes, per lb.	0 24
" " " " " "	0 25
" " " " " "	0 25

Loings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 3-doz. in box, per dozen	0 90
------------------------------------------------------------------------------------------------------------------	------

Confections—

Milk chocolate wafers, 5-lb. boxes	Per lb. 0 35
Maple buds, 5-lb. boxes	0 35
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, " "	0 30
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BERNARD'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz. \$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

EPFA'S
Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per 1/2 doz.	0 25
Smaller quantities	0 27

JOHN F. MOTT & CO., P.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

DIAMOND CHOCOLATE

Elite, 10c size (for cooking), doz.	0
Prepared cocoa, 1/2's 0 25	
Prepared 1/2's 0 25	
Mott's breakfast cocoa, 10c. size 90 per dz.	
" breakfast cocoa, 1/2's	0 35
" " " " " "	0 35
" No. 1 chocolate, 1/2's	0 35
" Navy " " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 1/2-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5 lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 25
Antio Sweet chocolate, 1-4-lb. cakes, 3 and 6-lb. boxes	0 25
Vanilla Sweet chocolate, 1-4-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 28
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5c, per box	2 00

The above quotations are f.o.b. Montreal.

Cocoanut.
CANADIAN COCOANUT CO., MONTREAL.

Package—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 25
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 25
1 and 1/2 lb. " "	0 27
1 lb. packages assorted in 5 lb. boxes	0 25
1 lb. " " in 5, 10, 15 lb. cases	0 20
Bulk—	
In 15 lb. pails and 10, 25 and 50 lb. boxes	Per lb. 0 17
White Mocha, 4-cs. case, 5 lb.	0 17
Best Shredded	0 18
Special Shred	0 17
Ribbon	0 19
Macaroon	0 17
Decolourated	0 16
White Moss in 5 and 10 lb. square tins, 1/2 c.	0 20

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 15
Shredded	0 16
In packages 2-cs., 4-cs., 5-cs., lb.	0 20

Condensed Milk.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	5 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 30
hotel size	4 90 1 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 00
Reindeer" brand per case (4 doz.)	5 00



Coffees.
REY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$0 33
Nectar	0 30
Empress	0 28
Duchess	0 28
Ambrosia	0 25
Plantation	0 25
Fancy Bourbon	0 30
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
ground	0 17 1/2
Golden Rio	0 14

THOS. J. LITTON retail wholesale

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 15
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.

THOS. J. LITTON

1-lb. decorated tins, 25c. lb	
Mo-Ja, 1-lb. tins 25c. lb.	
Mo-Ja, 1-lb. tins 25c. lb.	
Mo-Ja, 2-lb. tins 25c. lb.	

Cafe des Epicures— 1-lb. fancy glass jars, per doz., \$3.00.

Cafe l'Aromatique— 1-lb. amber glass jars, per doz., \$4.

Presettation, with 5 tumblers, \$10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Chesse.—Imperial

Large size jars, per doz.	\$6 25
Medium size jars, " "	4 50
Small size jars, " "	3 60


Individual size jars, per doz...... 1 00

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	13 00

Roquefort—

Large size, doz.	3 40
Small size, " "	1 40



Confections
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " " " 10c cakes, 36 in box	2 25
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " " " No. 2, " "	0 35
Maple Buds, 5-lb. boxes, lb.	0 35
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD
Imperial Peanut Butter "Bobo," the Perfect Confectionary.

Large size, cases, 25 cartons	\$3.50 each
Small " " " 50 " "	5 00
Assorted, cases, 25 small, 12 large	3.55

Net 30 days.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauschermis & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$30.

All same price one size or assorted.

UN-NUMBERED


Under 100 books	each 04
100 books and over	each 12 1/2
500 books to 1000 books	each 13

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

4-oz. cans	\$ 0 50
8-oz. " "	1 00
10-oz. " "	1 25
Quart " "	2 75
Gallon " "	10 00

Wholesale Agent:
The Davidson & Hay, Limited, Toronto



Extract of Beef.
LAFORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case. Bottles 1-oz., case of 3 doz.	\$3 30
" " " " " " " " 2 " " " " " "	3 00
" " " " " " " " 4 " " " " " "	4 50
" " " " " " " " 20 " " " " " "	4 75
" " " " " " " " 20 " " " " " "	9 00

Infants' Food.
Robinson's patent barley 1-lb. tins
 \$1 25 || " " " " 1-lb. tins | 3 1/2 |
| " " " " 1-lb. tins | 1 1/2 |
| " " " " 1-lb. tins | 2 25 |

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts
SHERRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " " " "	1 75
3 " " " " " "	2 00
4 " " " " " "	3 00
5 " " " " " "	3 75
6 " " " " " "	5 00
8 " " " " " "	10 00
12 " " " " " "	15 00

Discounts on application.

Jams and Jellies.
BATER'S WHOLE FRUIT STRAWBERRY JAM Agents, Ross & Ladizans, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	2 20
----------------------------------------------	------

Prices on application.

THOMAS J. LITTON

T. UPTON & CO.

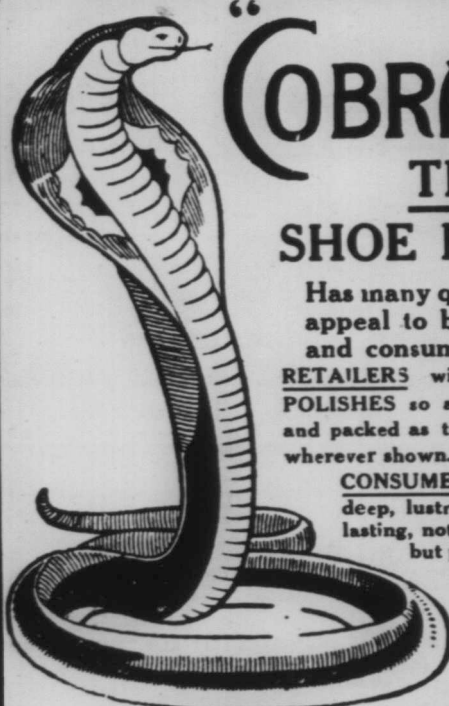
Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	per lb. 0 75
5 and 7-lb. tin pails, 5 and 9 pails in crate	per lb. 0 67
7 wood pails, 6 pails in crate, per lb.	0 67
25-lb. wood pails	0 67
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 3 doz. in case per lb.	0 67
7 wood pails, 6 pails in crate, per lb.	0 67

Friends—Not Growlers



RISING SUN Stove Polish in Cakes never comes back to you with growls from the house-keeper. It is always made up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

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



“COBRA” THE SHOE POLISH

Has many qualities that appeal to both retailer and consumer.

RETAILERS will find COBRA POLISHES so attractively boxed and packed as to invite attention wherever shown.

CONSUMERS will find them deep, lustrous, brilliant and lasting, not greasy or waxy, but preserving leather in healthy state, supple and comfortable.

TEST THEM

COBRA POLISHES, Black or Brown, in tins.
COBRA CREAMS, Large and small, in bottles.

Stocked by **C. PARSONS & SON,**
79 FRONT STREET EAST, TORONTO

Ninety per cent of the Grocers of Canada sell

2-in-1



Are you content to be in a hopeless minority?

There is wisdom in the multitude and there is

POLISH

that is quick, bright, lasting and waterproof in every tin of the famous 2-in-1 blacking.

— It begets Trade —

— It sells on its name and merit. —

The F. F. Dalley CO., Limited
Hamilton, Canada. Buffalo, N. Y.

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

“JAMES DOME”

the best brand on the market. An article of real merit. All Lead.
No Dirt or Dust. Gives a lasting, brilliant, easy shine.

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

TH
AS

THE FIRST
They give a Brillia

CHIEF OFFICES
BRANCHES:—C
AGENTS:—Chris
Argen

30-lb. wood pulp.....
Pure assorted jam, 1-lb. gl
doz. in case.....

Jelly Powd
IMPERIAL DESSERT



Assorted flavors—gr
MacLaren Imperial Cheese



Assorted Case, Conta
Assorted Case, Conta
Lemon (Straight) Conta
Orange (Straight) Conta
Raspberry (Straight) Conta
Strawberry (Straight) Conta
Chocolate (Straight) Conta
Cherry (Straight) Conta
Peach (Straight) Conta
Weight 7 lbs. to case. Freig

Soap
The GENUINE. Packed 10



Prices—Ontario and G
Less than 5 cases.....
Five cases, or more.....



THE FIRST POLISHES AND OUTFITS ON THE MARKET — STILL THE MOST POPULAR
 They give a Brilliant, Lasting, Waterproof Polish. Are free from all injurious substances. Do not come off in wet weather, soil the dress, or clog the brush.
GOOD FOR ALL LEATHERS IN ALL CLIMATES

CANADIAN HEAD OFFICE: 67 ADELAIDE ST. EAST, TORONTO, ONT.

CHIEF OFFICES AND FACTORIES:—LONDON, ENGLAND AU STRALIAN FACTORY:—WILLIAMSTOWN, NEAR MELBOURNE
BRANCHES:— Christchurch, New Zealand; Cape Town, South Africa; New York, U.S.A.; Brussels, Belgium; Amsterdam, Holland; Berlin, Germany.
AGENTS:— Christiania, Norway; Genoa, Italy; Madrid, Spain; Vienna, Austria; Alexandria, Egypt; Valparaiso, Chili; Lima, Peru; Buenos Ayres, Argentine; India and Far East, Bombay, Calcutta, Singapore, Hong Kong; West India Islands.

Per lb.
 30-lb. wood pulp..... 0 062
 Pure assorted jam, 1-lb. glass jars, 3 doz. in case..... 1 75

Jelly Powders
 IMPERIAL DESSERT JELLY

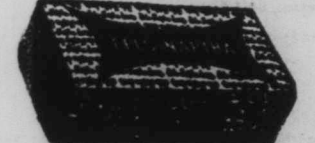


Assorted flavors—gross 10.75.
 MacLaren Imperial Cheese Co., Limited.



Assorted Case, Contains 4 doz. \$3.00
 Assorted Case, Contains 2 doz. \$1.90
 Lemon (Straight) Contains 2 doz. \$1.90
 Orange (Straight) Contains 2 doz. \$1.90
 Raspberry (Straight) Contains 2 doz. \$1.90
 Strawberry (Straight) Contains 2 doz. \$1.90
 Chocolate (Straight) Contains 2 doz. \$1.90
 Cherry (Straight) Contains 2 doz. \$1.90
 Peach (Straight) Contains 2 doz. \$1.90
 Weight 7 lbs. to case. Freight rate, 3d class.

Soap
 The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
 Less than 5 cases..... 5 00
 Five cases, or more..... 4 50



List price
 "Shirriff's" (all flavors), per doz. 0
 Discounts on application.

THE ROBERT GRIFF COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Lard.

H. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



F.O.B. Montreal.



GUNNS' "EASIFIRST" LARD COMPOUND.

Tierces... 0 11
 Tube..... 0 10
 50-lb. pails. 0 10
 25-lb. tins. 0 10
 10-lb. " 0 10
 5-lb. " 0 10
 3-lb. " 0 11

Licorice.

NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper... per lb. 09 00
 Fancy boxes (25 or 50 sticks)... per box 1 25
 "Blended" 5-lb. boxes... per lb. 09 00
 "Ama" pellets, 5-lb. cans... per can 1 00
 " " (Fancy boxes 50) per box 1 00
 Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00

Licorice lozenges, -lb. glass jars... 1 75
 30 5-lb. cans... 1 60
 "Furty" Licorice 10 sticks... 1 45
 " " 100 sticks... 0 75
 Dale large coat sticks, 100 in box

Lye (Concentrated)

SILBERT'S PERFUMED. Per case
 1 case of 4 dozen..... 33 00
 3 cases of 4 dozen..... 3 00
 5 cases or more..... 3 40

Marmalade.

T. UPTON & CO.
 12-oz. glass jars, 3 doz. case... per doz \$1 00
 16-oz. glass jars, 3 doz. case... 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Pint Sealers (24 oz.), 1 doz. in case, per dozen (24 oz.), 1 doz. in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz... 1 55
 3-lb. " " " 2 00
 4-lb. tins, " " 4 05
 7-lb. " " " 7 05
 "Straddled"—
 1-lb. glass, doz... 1 90
 3-lb. " " " 2 10
 7-lb. tins, " " 3 25



THOMAS J. LIPTON
 Prices on application



SPRATTS' PRICE LIST
 Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz..... 30 95
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 3-lb. pkts..... 1 35
 Bird Cage Sand, about 1 1/2-lb. bags, 1-gross cases, per doz..... 0 30
 Bird Cage Grit, about 1 1/2-lb. bags, 1-gross cases, per doz..... 0 30

Mince Meat

Webber's condensed, per gross net... \$12 00
 " " per case of 1 doz. net..... 3 00



ST. CHARLES CONDENSING CO.

PRICES:
 St. Charles Cream-family size, per case..... \$4.70
 Ditto, hotel, 4.90
 Silver Cow Milk 5.00
 Pure Milk... 4.70
 Good Luck... 4.00

Mustard

COLMAN'S OR KEEN'S
 D.S.F. 1-lb. tins..... per doz. \$1 40
 " 1-lb. tins..... 2 50
 " 1-lb. tins..... 5 00
 Durham 4-lb. jar..... per jar 0 75
 " 1-lb. jar..... 0 25
 F.D. 1-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45

Olive Oil

LAPORTE, MARTIN & CO., LTD.
 Minerva Brand—
 Minerva, qts. 1 1/2's..... \$ 5 75
 " pts. 2 1/2's..... 6 50
 " 1-pt. 2 1/2's..... 4 25

Sauces

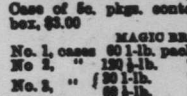
PATERSON'S WORCESTER SAUCE
 Agents, Rose & Ladram, Montreal and Toronto
 1-pint bottles, 3 & 6 doz., per doz..... 0 90
 pint " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application

Soda

COO BRAND
 Case of 1-lb. containing 90 packages, per box \$3 00
 Case of 1-lb. containing 120 pkgs. per box, \$3.00
 Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkts. per box \$3.00



MAGIC BRAND For case
 No. 1, cases 60 1-lb. packages..... \$ 3 75
 No. 2, " 120 1-lb. "..... 2 75
 No. 3, " 30 1-lb. "..... 3 75
 No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case..... 3 00
 5 cases..... 3 00



SELL SEEDS THAT FEED—
SPRATT'S
 MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.
 Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
 Niagara Falls, Ontario

DWIGHT'S



BAKING SODA

It Isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Cans

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 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
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Queen City Water White Oil

GIVES PERFECT LIGHT

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

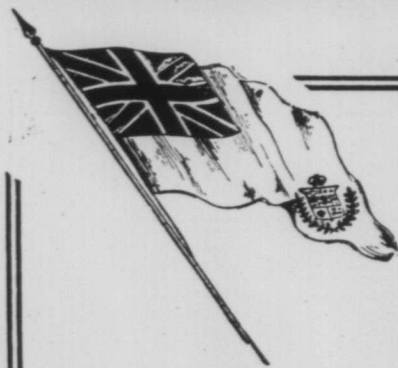
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for keeping
a full stock of it.
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PHONES ARE
CATCHING ON**

50% more people used them
in May and June than in same
months last year.

If you are not one of them
TRY IT!

Fruit Jars
Spices
Berry Sugar
Lime Juice
Lime Juice Cordial
Tea

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Japan in 40 and 20
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seasonable lines.

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