

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JULY 26, 1907.

NO. 30.



"Comparisons are odious"—Don Quixote

This is eminently true as regards goods
of such high and tried merit as

Keen's Oxford Blue

You can't compare Keen's Blue to any other
—it isn't fair to **Keen's**

Buy the **incomparable** Blue—**Keen's**

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

Summer Dishes and Desserts

are best prepared with

Benson's "Prepared" Corn

(The Original Yellow Package)

For absolute purity of selected corn, perfect hygienic and
scientific production, it is the genuine **Pure Food.**

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

C. & B. Olives

are the finest Spanish olives obtainable. That means they are the best olives brought into Canada, for there are no better olives grown than those grown in Spain, and C. & B. secure the very choicest pick of the harvest every season through their expert olive buyers, who do nothing except scour the markets for the firm. C. & B. olives are much larger than ordinary olives. They are crisper and have a distinctive flavor, found in neither Italian nor lower grade Spanish olives. They are packed with the utmost care and look well on your shelves. Try the experiment of putting them there. They will not stay long. They cost more than ordinary olives but are far cheaper in reality when their quality, and the satisfaction they give your customers, is considered. Insist on your jobber giving you what you and your customers want. If he does not stock C. & B. olives, have him import them for you.

CROSSE & BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.



Pleasant Vacation !

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

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

Hints for Your Vacation Trade :

"Thistle" *Canned Haddie*

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

Stower's Lime Juice Cordial

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

"Taylor's" *Candied and Drained Peels*

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

All BEST Houses Sell These.

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



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

FOR SALE
Cheap for cash, Fruit Cleaning
Plant with Date Press. In good
running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

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

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

NEWFOUNDLAND

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

TORONTO.

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

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

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

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

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

TORONTO.

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

VANCOUVER.

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

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

WINNIPEG.

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

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

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

(Continued on page 4.)

TRAVELLERS' HOLIDAYS

Our city travellers withdrawn for ONE week commencing **JULY 27th**
Our country travellers withdrawn for TWO weeks commencing

During This Time We Solicit Your Orders

WRITE—
WIRE—
'PHONE—

AT OUR EXPENSE

REMEMBER--We are noted for being quick shippers
ALL ORDERS SHIPPED SAME DAY AS RECEIVED

— TRY US ON A RUSH ORDER —

THE *EBY, BLAIN CO., Limited*

The largest exclusively

WHOLESALE GROCERS in the Dominion

TORONTO - - - CANADA

Manufacturers' Agents—Continued.

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

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

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

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

EDMONTON.

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



TRADE WINNERS.
Pop Corn Poppers,
Peanut Roasters and
Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

This space \$15 per year

QUEEN CITY WATER WHITE OIL
GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS

...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.

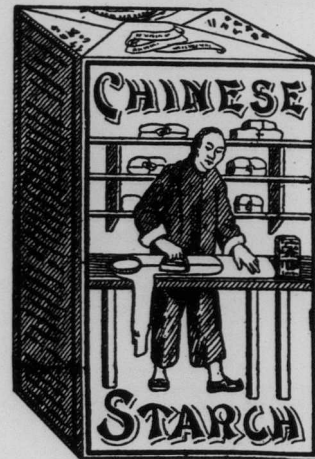
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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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

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



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

Write for particulars.
Big profit to you.

OCEAN MILLS, MONTREAL

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

BASKETS

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

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

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St.

TORONTO, ONT.

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

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

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

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

It is absolutely **pure poultry.**

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

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

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

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

A pleased customer is your best advertisement.

Reputation and Profit

The wise grocer is just as anxious to secure a high reputation as he is to make money. Since both are essential to lasting success it is evidently short sighted policy to stock an inferior brand of canned goods. You clinch both reputation and profit by stocking the housewife's favorite, the far famed

OLD HOMESTEAD BRAND

because that brand is simply a revelation of sterling goodness through and through. Some competitors wonder because we don't claim more in our advertising, but we prefer to let **Old Homestead Brand** prove our claims.

Let your customers decide for us. If you never carried **Old Homestead Brand** let's ship you a trial order and we're willing to stand by the decision of your customers.

There's just another interesting reason for stocking

OLD HOMESTEAD BRAND

a cash reason—there's more profit, direct and indirect, in handling **Old Homestead Brand** of canned goods than any other most grocers know about.

Yes, you clinch both reputation and profit by stocking **Old Homestead Brand**.

The Old Homestead Canning Co.

PICTON, ONTARIO

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These are actual quotations
from letters received during
the past few days, and we
receive hundreds of such.



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SOLE

**REPEAT
ORDERS
ARE ONE THING**

“BUT”



when these are accompanied by unsolicited and entirely voluntary remarks, such as the following, their value is increased tenfold.

These are actual quotations from letters received during the past few days, and we receive hundreds of such.

“Please repeat our last order. “Salada” is getting to be a great seller with us.”

“Ship us at once 60 lbs. of Black and the same of Green. We are surely helping you to swell your splendid increases.”

“Send us another case of “Salada” as before. We are gradually discarding loose teas altogether, as we find more satisfaction this way.”



“A Pleased Customer is the Best Advertiser”

GROCCERS!

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

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

PHENIX WASHING POWDER

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

Write us

C. A. CHOUILLOU & CO.

14 Place Royale, MONTREAL

SOLE CANADIAN SELLING AGENTS

Hot Weather Thirst

finds it's Waterloo in

LYTLE'S LIME FRUIT JUICE

Your customers once using this popular summer drink will want more of it, and will find pleasure in recommending it to their friends.

Keep well stocked, with dog days around us.

Made in Canada by

The T. A. LYTLE CO.

Limited

TORONTO, CANADA



National Licorice Co.

Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

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

When Ordering

Valencia Raisins

Remember these Marks—

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

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME
Montreal and Toronto

When Buying Californian Prunes,

Evaporated Fruits,
Seeded Raisins
Loose Muscatels

Etc.

Specify

"Pansy" and "Daphne"

Brand

Brand

Always of the Highest Quality

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

Agents:

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

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscateis, from Malaga	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Ginger, from Jamaica
Red Peppers, from Zanzibar	Capsloms, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Garlics, from Italy
Shallots, from Channel Islands	Soy, from India
Virgin Malt Vinegar	Lemons, from Messina

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the "O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

Telephone, Main 6285

GEO. MASON & CO., LTD.,

LONDON, Eng.

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Travellers' Holidays

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

Thomas Kinneer & Co.

Wholesale Grocers **TORONTO and PETERBORO**

*The
"Quality"
Salt*

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge—the testing glass—the "prover"—*the one hundred per cent salt.*

Windsor Salt

*The Canadian Salt Co., Limited
Windsor, Ont.*

JAPAN TEAS

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

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

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

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Sells at S

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SNOW

449 St.

Tartan BRAND

SIGN OF PURITY

Special Sale in Every Line When the Boys are Away.

Phones 596, 1996, 1997, 1804, 1807
All free to Buyers.

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

**Six For
A Quarter
JELLY**



The latest and best thing on the market.

BEE JELLY POWDER

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

THE WHOLE RETAILS FOR 25 CENTS

Sells at Sight

Quality Guaranteed

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

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

When a particularly good customer asks for

a particularly good 10c. soap—you are doing yourself and your customer a particularly good turn if you recommend

“ROYAL CROWN”

Witch-Hazel Toilet Soap

Your good customer is sure to come back for more. Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

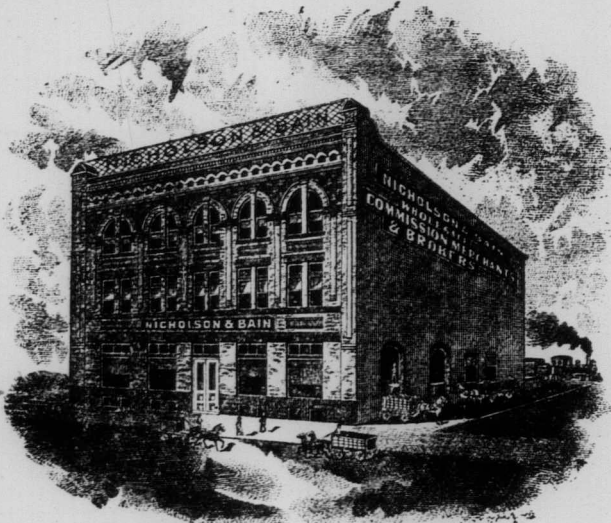
W. H. Millman & Sons, 27 Front St. E., Toronto,
Ontario Agents.

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

E. NICHOLSON

CABLE ADDRESS: D H BAIN
NICHOLSON, WINNIPEG.

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



BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, June 27th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

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

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

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

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

A reply from you would be greatly appreciated.

Very truly yours,

NICHOLSON & BAIN,

CALGARY

WINNIPEG

EDMONTON

Mr.



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Are prepared and the hops. The aroma, at whilst the stomachic of alcohol to total a them please

HAVE YOU T

By introducing likely to c in a very p

**LE
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KOPS B

AGENTS: Hudson Ross Ave., Winnipeg Kyle & Hooper, F

Mr. Grocer! Are You Sure That You Are Safeguarding Your Profits?



I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

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

you are not taking necessary precautions. **E. D. S. Brand Jams and Jellies** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. **Ask for the proofs!**

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

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

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

Are prepared from ingredients of undoubted purity, and the bitter principle is derived from the finest hops. The ALE has a delicious and appetising aroma, and is an agreeable salutary bitter, and whilst they both will be found to act as tonic stomachics and aids to digestion, they are so free of alcohol that they will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

HAVE YOU TRIED THEM? IF NOT, DO SO AT ONCE.

By introducing them to your customers you are likely to create steady demand and permanent trade in a very profitable line.

LET US SEND YOU PRINTED MATTER and FURTHER PARTICULARS

KOPS BREWERIES, LONDON, S.W. ENGLAND

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

DRIED FRUITS

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

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

REPRESENTING:

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

ALL RELIABLE SHIPPERS

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

THOS. BELL, SONS & CO., Montreal



NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. ⁷²

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

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



TEA TASTING.

Ridgway's Celebrated Teas

Sold in $\frac{1}{4}$, $\frac{1}{2}$ and 1-lb. Tins, also 3-lb. Canisters

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

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

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

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA



High Grade Printing

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

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

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

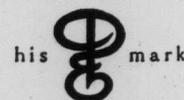
NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

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

MACLEAN PUBLISHING CO. LTD

John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

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



There has been a demand for
sometime for a Jelly Powder to
retail at five cents. Here it is

5 cents
a
package

WHITE CROSS JELLY POWDER

each package makes a pint of
excellent jelly---pure and whole-
some, fifteen flavors to choose
from, five cents each, with a
good profit to the dealer.

Have Some

THE ROBERT GREIG CO.,
TORONTO. **LIMITED**

“Canada’s Pride”

Brand of Peas will be the finest quality this year
possible to pack. The raw material is being
received in fine shape, and owing to the very
short pack, we are enabled to give special atten-
tion in packing. ¶ Give “CANADA’S
PRIDE” Peas a trial and be convinced that
they are the finest on the market. ¶ Packed by

The Napanee Canning Co., Limited

W. A. CARSON, Manager

W. Galbraith & Son, Sole Agents Montreal and District.

We have just received a large shipment of

FORMOSA OOLONGS

and have also to arrive shortly

BLACK and GREEN CEYLON and INDIANS

For the wholesale trade only

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined

Sugars

Molasses

Walnuts

Almonds

Filberts

Raisins

Currants

Shelled Nuts

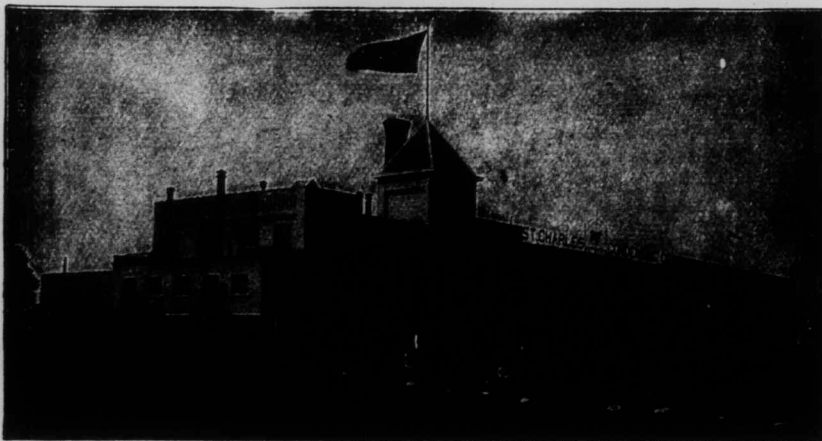
Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

**QUAKER
CANNED
GOODS**

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

Red Feather B.B.C. FANCY TABLE SUGAR

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

Fruit Syrups

For Fountain and Ice Cream Use
Quality Unexcelled

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

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Agents for Ont
Messrs. W
Agents for Que
Messrs. F.



TO BE
WHC

THE CANADIAN GROCER

ENGLISH MALT VINEGAR

Bulk and Bottled. We carry the finest Vinegar made.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO



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

ESSEX PORK & BEANS

finds them appetizing beyond comparison, and different entirely from the usual canned beans. They have the genuine flavor of good old-fashioned cooking—the result of the most rigid care and inspection in preparing food products.

The Essex Canning and Preserving Co.

28 WELLINGTON STREET EAST TORONTO, CAN.

LIMITED

Factory at Essex, Ontario.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S,

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

TO BE HAD OF ALL
WHOLESALE

UNQUESTIONABLY THE VERY BEST
THOS. SYMINGTON & CO.

EDINBURGH



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

- Gold Dust Washing Powder**
- Fairy Soap, Copco Soap**
- Fairbank's Glycerine-Tar Soap**
- Fairbank's Scouring Soap**
- Fairbank's Sanitary Soap**


and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

A Dollar Saved Is a Dollar Made.



This cut shows the **Diamond Hall Awning**, Toronto, after four years wear. It covers fifty feet frontage. We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.
You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto



Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

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

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA


Can

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gua

If y

There are Reasons for our Success

Canada's particular women declare that the delicious, succulent goodness and vitalizing qualities of ripe, juicy fruit and fresh vegetables are preserved in

FARMER BRAND CANNED FRUITS AND VEGETABLES

Our experts have reduced the canning business to an exact science. We control vast areas of the best fruit and vegetable lands on this planet and

We can the goodness, not some of it, but all the goodness of ripe, juicy fruit and the energy-building qualities of fresh vegetables.

These are some of the reasons for the growing demand for **Farmer Brand.**

Can you supply the demand?

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



Pride of Canada

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

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

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

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, QUE.

We Don't Exaggerate

when we say there is nothing "just as good" as our



JAMS and JELLIES

They stand alone in their excellence. That is why you should push them—they please your customers. Same thing with our

PURE APPLE JUICE

It pays you to handle goods which satisfy your customers. Don't lose any time getting into communication with us.

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

OUR MOTTO: QUALITY FIRST.
BURLINGTON
 BRAND
CANNED GOODS

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

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

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

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

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

Remember



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

Canadian Coconut Co.
 Montreal, Canada

Canadian National
EXHIBITION

1907-TORONTO, ONT.-1907

Saturday, Aug. 24th to Monday, Sept. 9th

\$400,000	In New Buildings	\$400,000
In Premiums	\$45,000	In Premiums
\$40,000	For Attractions	\$40,000

Historical Art Loan in New Art Gallery	Extra Fine Exhibit of Pure Bred Live Stock
---	---

Five Acres of Industrial Exhibits

Grand Musical Festival
 Brilliant Military Spectacle
 Highest Class Special Features
 Battle of Badajoz (Nightly)

Largest Fire-Proof Grand Stand in America

Six Tickets for One Dollar	Reduced Rates on all Lines of Travel	Great Dog and Cat Shows
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The First Week is the Best Week for Comfort

FOR EIGHT PICKLING SEASONS

our registered brands of **VINEGARS** have been on the market, and they are known by the best buyers as **STANDARDS OF EXCELLENCE**. They are the purest distilled, strong, clear and always the same.

Four Strengths.

One Quality: The Best

EMD.....32½c.
Black Swan.....27½c.

Condor.....30 c.
Old Crow.....23½c.

Also **Purnell's** choicest and best imported **Malt Vinegar** at **50c.** and **60c.** per gal.

TERMS: FIVE PER CENT. 30 DAYS

Freight paid to Quebec, Levis, Sherbrooke, Ottawa, Brockville, Kingston, Pembroke, and all large cities.

The E. D. Marceau Co., Ltd.

Wholesale Teas, Coffees,
 Spices and Vinegars,

- Montreal

OWL CHOP JAPAN TEAS

(In Packages)

HAVE PLEASED THE CONSUMER

Says "Mr. Grocer."

HOW MANY WILL WE SHIP THIS TIME?

NO CHANGE

OWL CHOP No. 1 H/c 80 x 1 lb.....36c. lb.

OWL CHOP No. 4 H/c 80 x 1 lb.....30c. lb.

IN OUR PRICE

OWL CHOP No. 50 H/c 80 x 1 lb.....26c. lb.

OWL CHOP No. 100 H/c 80 x 1 lb.....24c. lb.

3 PER CENT. 30 DAYS.

FREIGHT PAID IN ONTARIO AND QUEBEC ON THREE CASE LOTS OR MORE. TRY A SHIPMENT AT ONCE.
 NO TROUBLE TO SELL. NO LOSS IN WEIGHT.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Tea Importers

2, 4, 6 and 8 DeBresoles Street,

MONTREAL

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

GOLDENETTE

**Pure Cane
Table Syrup**

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

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

Imperial Syrup Company

Refiners of Natural
Flavor Food Products

Montreal - - - Canada



Sell The Best

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

Don't offer any substitute, but sell

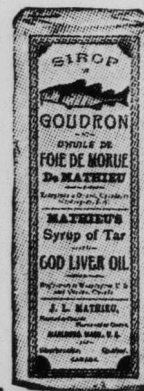
Mathieu's Nervine Powders

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

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

J. L. MATHIEU CO.,

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



Grocers

Commence now and specialize on

"Balmoral"

Pure Jams, Jellies

and

Marmalades, etc.

These are absolutely the finest preserves and the best finished package on the Canadian market, no faking of any description but straight goods, at every process of manufacture cleanliness is reduced to a science. Make your contracts now for supplies during season. Prices and full particulars, write

**J. W. WINDSOR
MONTREAL**

(Do it now)

Sole agents for Canada

MARGE FILS & CIE

Vermicelli and Macaroni

Now is the time to look over your stock and to prepare your import order. We are ready to take it at the best prices of the market for

Any Quantity

Any Size

Any Quality

Remember that we are one of the oldest and best firms.

Leon Fontanel & Co.

General Agents

6 St. James St.,

Montreal

**MATHEWSON'S
RED
VICEROY SALMON**

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



**THE
MOST BEAUTIFUL**

Line of
**Xmas Cracker Novelties
Table Decorations and
Xmas Stookings**

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by
A. J. HOVELL & CO.
London, W.C., England

ARTHUR E. BOWRON
Hamilton, - - Canada
Canadian Agent

RIVERDALE BRAND

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

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

The Lakeside Canning Co.

WELLINGTON LIMITED . . . ONTARIO



**Diamond Brand
Maple Syrup**

**Twin Block
Pure Maple Sugar**

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

Sugars, Limited Montreal

HOLIDAYS, HOLIDAYS

While our travellers are taking their much needed rest for the next two weeks, kindly **Phone Main 985---**
Wire or write your orders at our expense.

PRICES RIGHT - and - SHIPMENT PROMPT

WARREN BROS. & CO., LIMITED
TORONTO

CAMP COFFEE

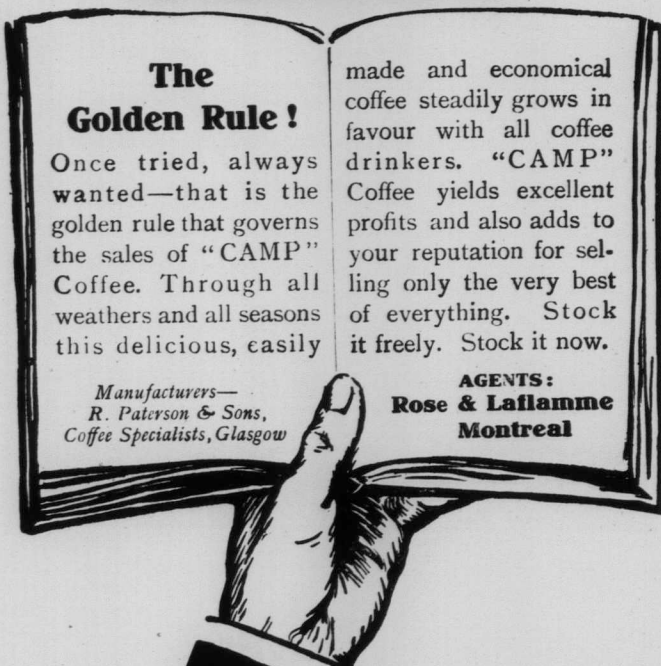
The Golden Rule!

Once tried, always wanted—that is the golden rule that governs the sales of "CAMP" Coffee. Through all weathers and all seasons this delicious, easily

Manufacturers—
 R. Paterson & Sons,
 Coffee Specialists, Glasgow

made and economical coffee steadily grows in favour with all coffee drinkers. "CAMP" Coffee yields excellent profits and also adds to your reputation for selling only the very best of everything. Stock it freely. Stock it now.

AGENTS:
Rose & Laflamme
 Montreal



The Business of a Grocer

is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for



2 in 1

and just why the wise grocer stocks the incomparable polish.

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

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co.
 LIMITED

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

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

JAN

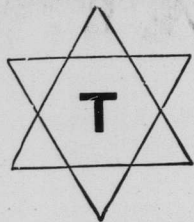
BOY

TO START

We will establish your profits right. No money required. We will make publication. These can be capital for the work. You be sure you 5 copies necessary.

The Mac
 10 Front Street





CATSUP

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

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

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

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

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

A Leak in the Till

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

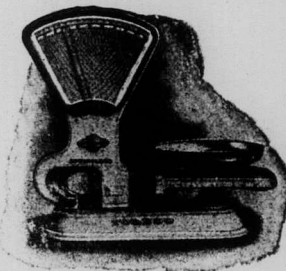
Can be Stopped by

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

Toledo Computing Scales

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

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



VINEGAR PERFECTION

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

OUR PURE MALT VINEGAR

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

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

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

Many Grocers Make Holiday in Ontario

Mighty Delegation of Retailers from London Visit the Queen City—Toronto Grocers Hit Buffalo with a Loud Clang—
Hamilton and Brantford Combine to Show Niagara Falls Where the Good Grocers Come From —
Magnificent Weather Favored the Holiday—Everybody had a Good Time.

The terrible catastrophe which visited London on the night of July 16, and in which eight of her citizens lost their lives, detracted considerably from the numbers of those who would otherwise have been present at the annual excursion of the Retail Grocers' Association of London, and saddened many of those who actually did take part in the expedition. It was thought that well over 1,000 people would be present; at least 200 of the expected number were unable to leave the city, either on account of the death or injury of some relative or friend, or because they were momentarily expecting news of a similar nature from the workers at the wrecked build-

brought back just in time to be included in the expedition, but it was a long while before his friends could quiet him.

But don't imagine for a minute that everybody caught the train as easy as it sounds.

"What's the matter?" gasped Frank Smythe to Bob. Ross, with 300 yards to go, and all sails set. "Are you training for a race?" "No danger of it," breathed Frank, with difficulty, "I'm racing for a train."

Wholesalers' Hospitality.

It did not require a second glance at the party to see that everyone had

CART ME HOME.

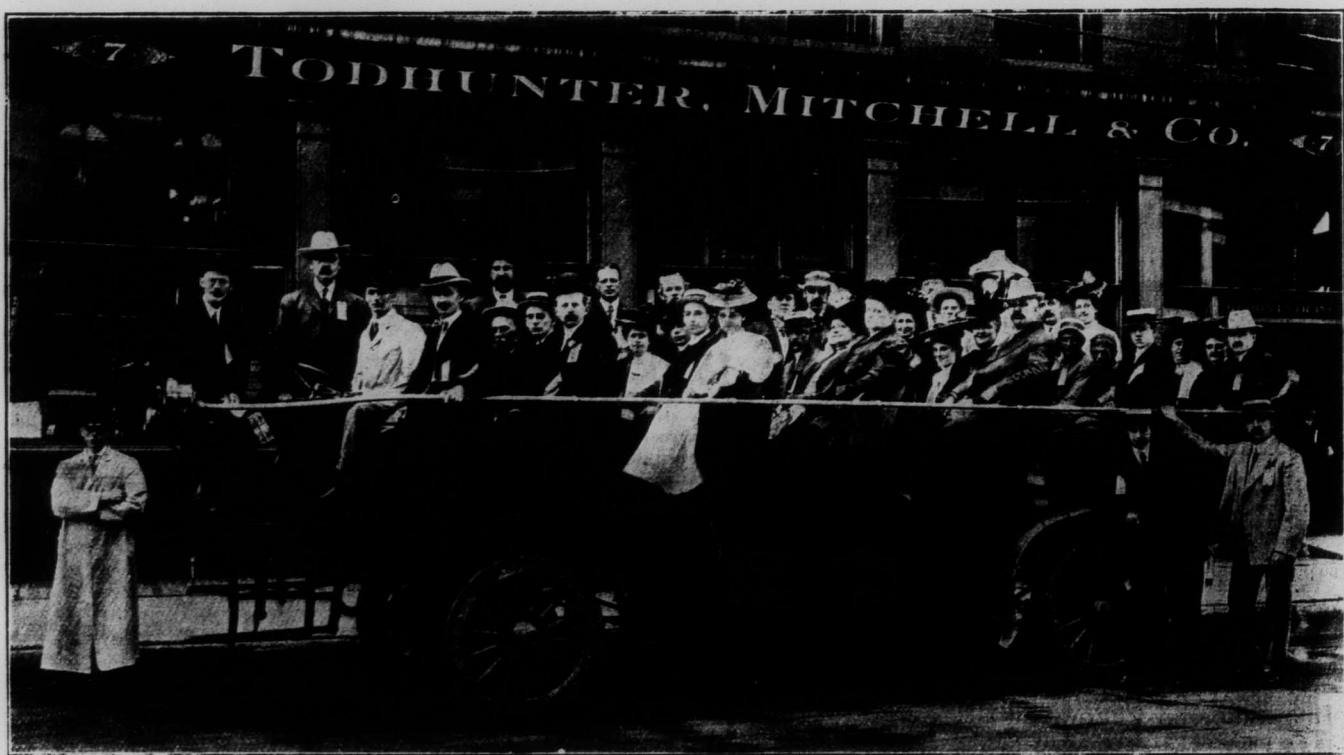
Name

Residence

Keep this out of the papers and tell my wife it was an old stomach trouble.

To prevent any misapprehension as to the future behavior of the wearers of these temperance tags, it may be said at once that the instructions did not have to be carried out any oftener than might have been expected under the circumstances.

One of the circumstances was the free bar-car hooked to the engine, wherein was gratuitously dispensed every method



London Grocers in Todhunter, Mitchell's Coach.

ing. London has added another to her terrible list of accidents, and one the memory of which can never be effaced.

Out for a Good Time.

Notwithstanding the gloom shed over the city by the grim list of casualties, the 700 or 800 people who stepped off the C.P.R. train at Toronto at 10.30 on Wednesday morning last, were cheerful and enthusiastic and evidently intended to enjoy themselves. The train, which was to have left London at 7 a.m., was a few minutes late in starting, owing to some trifling delay occasioned by Ed. Ryan, who insisted that the bar car had been omitted and went up the track to look for it. He was

agreed upon the motto for the day. It was carved on their faces in letters an inch deep, and read something like this:

"We are out for a good time and mean to get it."

This attitude of determined optimism was further emphasized by the appearance among some of the male members of the party of a blue ticket, supplied by Todhunter, Mitchell & Co., tied with red ribbon, the reverse side of which read as follows:

I AM OUT

FOR A GOOD TIME.

When I can't stand, tie this to my button-hole, steal my pocket book, sponge my clothes, and

of liquidation known to man, besides about 15 new ones which were invented on the spot to meet special emergencies.

There was lots of noise made on that train before it reached its destination, and the major part of it was contributed by the exuberance of the juvenile members. With a determination to make themselves heard that nothing could either justify or check, they beat the tin drums distributed among them by the McCormick Biscuit Co., and so successful were their efforts that they eventually drove their distracted fathers to the very top of the train, whence so rumor whispers, they were some time in returning.

When the grocers were representative... chell & Co. Red Rose T Brown & C Todhunter, Gold Co. ha



President Lo

vitations to advantage... ity which t onto by m en Imperial was over, party lunc while those Company Charles res spread had



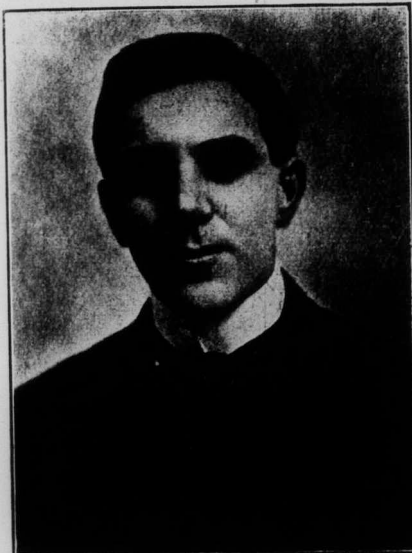
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TOBACCO AND CIGARS

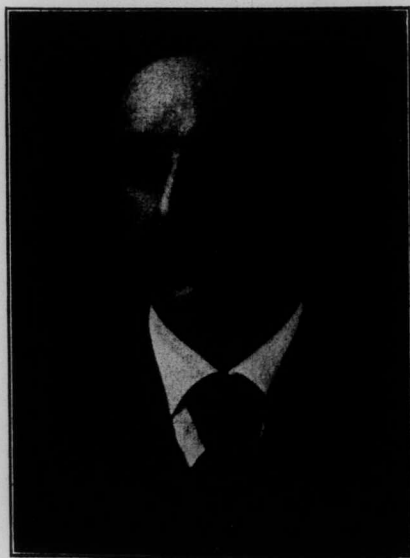
They All Liked it.

When the train reached Toronto, the grocers were met on the platform by representatives from Todhunter, Mitchell & Co., Cowan's, Sunlight Soap, Red Rose Tea, Salada Tea, Christie, Brown & Co., and the Pure Gold Co. Todhunter, Mitchell & Co. and the Pure Gold Co. had each sent about forty in-



HARRY RANAHAN
President London Retail Grocers' Association.

invitations to the London grocers to take advantage of the exceptional opportunity which they were offering to see Toronto by means of the electrically-driven Imperial Coaches. When the ride was over, the Todhunter & Mitchell party lunched at the King Edward, while those in charge of the Pure Gold Company were escorted to the St. Charles restaurant, where a satisfying spread had been prepared for them.



THOMAS SHAW
Vice-President London R.G.A.

Right here it should be said that all of the above mentioned firms left no stone unturned to give the visitors nothing but the most pleasant remembrances to take back to London, and

every member of the excursion benefited, directly or indirectly, from their generosity.

C. E. Moyle, sales manager, E. W. Gillett Co., was also at the station on arrival of the train extending the glad hand of welcome.

Why Not a Universal Picnic?

About nine o'clock the party assembled at Scarboro Beach park, several hundred free entrance tickets having been distributed among them on the train. It would be hard to say which of the various attractions at the park proved most popular, because they were all crowded all the time. The children, of course, would find the problem an easy one to solve. Most of their afternoon was spent hilariously on the "bumps," and it was a treat to watch them at it. Whoever it was that invented this form of amusement was blessed with a pretty clear insight into the mind of a child. They never seemed to tire of it, and many had to be forcibly removed by their parents when the time came to go.

And which of them all enjoyed the day most? The husbands, the wives, or the youngsters? Well it is a moot question and not worth quarreling over. The kids say they never had such a time. The mothers say that the "bumps" relieved them of all responsibility, and that they were able to enjoy themselves to the limit in consequence, and the fathers declare that Toronto is the finest place ever for a picnic, and that they never knew before that so much enjoyment could be crammed into one day.

Excursion Well Patronized.

An expedition such as this, which was a big success from start to finish, sets one to wondering whether next year it would not be feasible to gather the members of every Retail Grocers' Association in Ontario together for one or two days, and to hold a vast mass picnic, the like of which should never have been seen in Canada. It would emphasize the bond which should exist between all the Retail Grocers' Associations, and would in addition, give the members of each body an opportunity to exchange opinions on management and organization. We should be glad to hear what the retailers think of this suggestion, and invite criticism of every sort from every quarter.

Credit to Whom Credit is Due.

The following are the officials of the association and committee of the excursion:

President—Harry Ranahan.
Vice-President—Thomas Shaw.
2nd Vice-President—W. Mullins.
Treasurer—Ed. J. Ryan.
Secretary—Cyril Hayes.
Committee—R. A. Ross, Frank Smythe, Gordon Drake, C. H. Lee and Frank Paul.

The Coaching Party.

One of the greatest treats enjoyed by a number of London grocers was their entertainment by Todhunter, Mitchell & Co. This company had arranged with Treasurer E. J. Ryan to tag about thirty of the visitors with a unique blue shipping tag tied to the lapel (described elsewhere). The party was met on arrival of the train by A. M. Piper and R. D. Wanless, of the Todhunter, Mitchell Co., and escorted to one of the Imperial

electric coaches. A halt was made in front of Todhunter, Mitchell & Co.'s offices on Front, near Yonge, where three rousing cheers and a tiger were given for Mr. Mitchell. Three cheers were also given for The Canadian Grocer, whose offices are directly across the way. The drive, which occupied about two hours, was one greatly enjoyed by the visitors



CYRIL HAYES
Secretary London R.G.A.

all of whom were loud in their praises of Todhunter, Mitchell & Co. for this unexpected treat. At the conclusion of the drive the party were entertained in the American dining room of the King Edward. After luncheon the members separated to seek enjoyment and diversion in shopping, sight-seeing, the Island, and Scarboro Beach Park. Be-



ED. J. RYAN
Treasurer London R.G.A.

fore the party left with their fellow excursionists, Messrs. Piper, Wanless and MacCabe, of Todhunter, Mitchell & Co., gave them a hearty bon voyage. A pleasant little souvenir in the shape of a

specially prepared package of eating chocolate, was handed to every member of the excursion. This package bore the inscription, "With Compliments of Todhunter, Mitchell & Co.," and "We hope you had a good time. Come again." Several members of the Todhunter, Mitchell & Co. party expressed to The Grocer their thorough appreciation of the kindness and hospitality extended to them by their hosts, and on behalf of



A Tour of Scarboro Beach Park.
S. M. Sreaton Geo. McCormick J. Haskel

themselves and family wished The Grocer publicly to express their thanks. As The Grocer representative was honored with an invitation to join the party in their outing, these thanks are hereby extended for all.

Heard on the Coach.

That Garfield McCormick, of A. McCormick & Son was voted the best looking grocer on the train. That box of cigars will be cherished by the winner.

That E. J. Ryan is the whole tip. "Where's Ryan," was the constant call. He's a hustler and an out-and-out genial fellow. Shake!

That W. Mullins, Tom Shaw, Bob Ross and Jim Haskett are a quartette hard to beat. Their songs were much appreciated on the way up. Did they sing going home?

That Charley Maher and James Dean were somewhat lost. There wasn't anything to weigh, and they missed the hay racks.

That Gordon Drake and Tom McCormick had no opportunity to repeat their hurdy-gurdy performance of July 1st. Too bad, and they are so musical, too.

That for real, painstaking workers, Frank Smythe, Gordon Drake and R. A. Ross carry away the honors as premier committee men. Engaged for 1908!

That A. M. Piper made an ideal host, particularly as regards looking after the comforts of the wives and sweethearts of the party was concerned.

That R. D. Wanless' smile was a winner and those Benedict cigars of his much appreciated.

That D. S. Perrin & Co. and the McCormick Biscuit and Confectionery Co.'s beautiful souvenir samples of confections were highly appreciated by all the excursionists.

That Thos. R. MacCabe, accountant for Todhunter, Mitchell & Co., had the time of his life, "and so say all of us."

That Sidney M. Sreaton, managing director of the Lea Pickling and Preserving Co., Simcoe, met a lot of his old London friends and was one of them. The pleasant smiles and hearty handshakes which greeted him said everything good.

That Secretary Hayes was much in demand and active in making everything go off well.

That N. McLeod would rather sell groceries than go shopping in Eaton's. He knows how to do the first but won't ever do the other again.

That "David Harum" J. N. McLeod knows how to make good cigars but that he should advertise them in The Grocer. Here's hoping!

That Clem. Garvey took a day off with his host of customers and that the oldest-youngest grocery traveler in London was entitled to a holiday.

That Harry Ranahan, the president, knows how to get up an outing and get the right men into line with him.



A. M. PIPER, Todhunter, Mitchell & Co.
Who with Bert Wanless, of the same firm, showed Toronto to a coach full of London Grocers.

That R. J. Donaghy had a real good time in the right spirit.

That W. T. Mullins said he couldn't do without The Canadian Grocer. He's up-to-date, sure.

That A. S. Gormaly traveled all the way from Windsor to be with his friends. For once he didn't talk Salada Tea.

That E. J. Ecclestone was looking after his friends with Comfortable ideas. He also came in off his ground to try and make things pleasant for the London grocers.

That Sid. Sreaton was the champion shot at the Scarboro Beach galleries and that the "chutes" were all right.

That the Laughing Gallery is a libel on the good looks of London grocers.

That the Imperial Coach guide should improve his history and get his facts right. However, he's young and may improve.

That everybody had a royally good time.

PICNIC POINTERS.

It was London let loose.

Comfort Soap distributed unlimited buttons to the crowd.

Cowan's cocoa extended a general invitation to visit their factory.

D. S. Perrin gave boxes of fancy biscuits and confectionery to everyone he could see.

T. B. Escott, one of London's leading wholesale grocers, presented everyone on the train with a handsome fan.

A. McCormick & Sons, one of the leading retail grocery stores in London, distributed fans with a lavish hand.

Todhunter & Mitchell have put another feather in their cap, and there is nothing in London now which they may not have.

The Sunlight Soap people had a representative on the train issuing invitations to visit their factory when in Toronto.

Bob. Ross and Frank Smythe are the boys to put up the drinks. Rumor has it that they are no snails at putting them down, either.

All the wholesale grocers of London sent representatives to the excursion. Walter Hungerford, of the A. M. Smith Co., was well to the fore.

The McCormick wholesale biscuit people gave out several hundred boxes of biscuits, and in addition presented every grocer's wife with a one-pound tin of their best fancy.

C. Maker, the market clerk, and Jim Dean, the gentleman who superintends the weigh-scales in the London market, were both presented with complimentary tickets by the association. Everybody likes them.

Said Harry Ranahan: "Our visit could not have been made more pleasant for us by our friends among the wholesalers and others. They laid themselves out to make us enjoy ourselves, and they succeeded."

Dick Woods wasn't allowed to miss anything at the Beach. Harry Ranahan and company put him through everything in sight. He crawfished at the Third Degree and said he had never



Quite at Home.
M. Millman Clem. Garvey H. J. Glandville

been treated so cruelly in his life. No flowers, by request.

Shaw T. Nishimura cabled his Canadian office the following message on Monday of this week: "Tea crop is estimated at much below normal. Market advanced."

Hamilton and

It's something
The picnic of
grocers at Ni
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its kind ever



President Grocer

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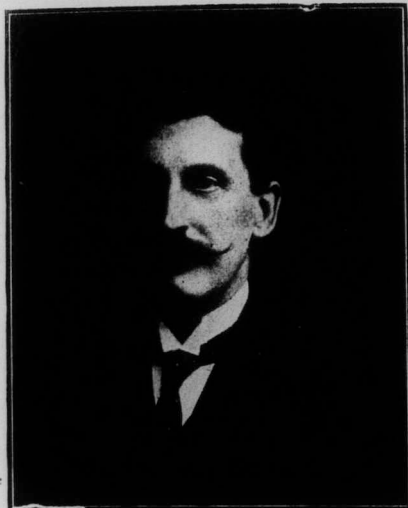
President

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entertainment.
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was roped off

THE BIGGEST OF THEM ALL

Hamilton and Brantford Grocers' Picnic at Niagara Falls Was Attended by Over 8,000 People—How They Enjoyed it.

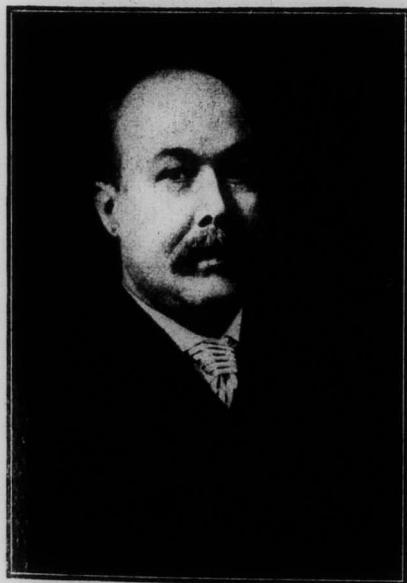
It's something to be the biggest ever. The picnic of Hamilton and Brantford grocers at Niagara Falls Wednesday of last week was the largest gathering of its kind ever held in Canada. Eight



J. O. CARPENTER
President Grocers' Section of the Hamilton R.M.A.

thousand was a conservative estimate of the number congregated in Queen Victoria Park within earshot of the mighty cataract and under the auspices of the grocers of the two cities.

Two special trains carried the Hamilton contingent, and three trains ran out of Brantford. The day in the park was given over entirely to amusement



WM. SMYE
President of the Hamilton R.M.A.

and the respective committees were at very considerable pains to provide entertainment. The principal feature, of course, was the games. A large area was roped off for the contests, and the

spectators stood ten deep all the way around. The 91st Highlander's band gave a concert during the afternoon. There was a Rube band, half a dozen of the Highlanders masquerading as Rubes, with a roving commission to create music and amusement throughout the park. Still another feature was a pair of tambourinists, one a burnt cork artist, who entertained large audiences.

Flow of Tea and Coffee.

The associations furnished free tea and coffee, and the most arduous work of the day fell to A. G. Bain, who had charge of this department, and his noble band of volunteers who served the drinkables. If there had been a prize offered for the man who filled the most pails it must have gone to Adam Balentine, of Hamilton, who was indefatigable in his efforts to make the park

so Bay backed his appeal by calling in a couple of park policemen to assist.

Downpour of Rain.

The pleasure of the day was marred by a heavy shower about three o'clock. The rain fell in torrents for half an hour, and it was a bedraggled multitude the sun came out to dry.

In the morning there was a baseball match, Hamilton vs. Brantford, and they put up some pretty presentable ball. Brantford won out on a score of 8 to 5. The teams were:

Hamilton:—Lewis, Semmens, Hobson, Williamson, Brown, W. Cann, Burkholder, Donovan, Cummings. Brantford:—Croome, McCallum, Taylor, Burns, Campbell, Foulds, Copeland, Woodley, Cale.

Donald Barton was umpire, and there were no kicks coming.

The games went off splendidly in the afternoon with a moist intermission for the rain.

They were put through expeditiously, too. The centre of activity was John Forth, of Hamilton. He was



Hamilton vs. Brantford Fat Ladies' Race.

a land flowing with tea and coffee. The associations own a splendid equipment for this purpose, eight furnaces and boilers, the latter big square affairs with faucets attached. Eighty pounds of coffee and 60 pounds of tea were brought along in the stores and there was none to spare. The furnaces were set up the day before in one of the open pavilions, and most of the day the pavilion was the scene of greatest activity. Each family was provided with a small pail in which to carry coffee or tea. Last year these pails were provided by the associations. This year some manufacturers were found willing, not only to contribute the pails, but to fill them with biscuits. Weston, of Toronto, furnished 3,000 and E. W. Ewing, Hamilton, 1,500. And just to show how greedy and ungracious some people are and the troubles that fall to the picnic managers, Bay Hill found one man (thank goodness! not a grocer) with 28 of these pails. He would not give over in response to Bay's oratory,

chairman of the Hamilton Games Committee, and he kept the record of the winners. He had a long blotter, with each event, as set forth in the printed programmes, pasted in. The winners were brought to him; their names were entered, and he had a little red pad and handed each competitor an order for his prize.

The Baby Show.

The first event was the baby show on the band stand. There were 40 entrees of hopefuls under 15 months, and the judges, the mayors of Hamilton, Brantford and Niagara Falls, had their troubles. We'll draw a veil over the feelings of the mothers who didn't win; beaten, but unconvinced. The winners were: 1st, Caroline Montgomery, Brantford, 5 months old; 2nd, Herbert William George Fuller, Hamilton, 9 months old; 3rd, Harold Martin, Brantford, 7 months; 4th, Hughie McHugh, Brantford, 11 months. Brantford, it will be noticed, took three of the four prizes.

Of the other 19 events, those open only to grocers or their employes, resulted as follows:

Association Race, 100 yds—1st, J. Clendenning; 2nd, M. Semmens; 3rd, A. Hobson.

Great Tunnel Race, 100 yds, open to employes—1st, L. Brown; 2nd, W. Cornell; 3rd, B. Cornell.

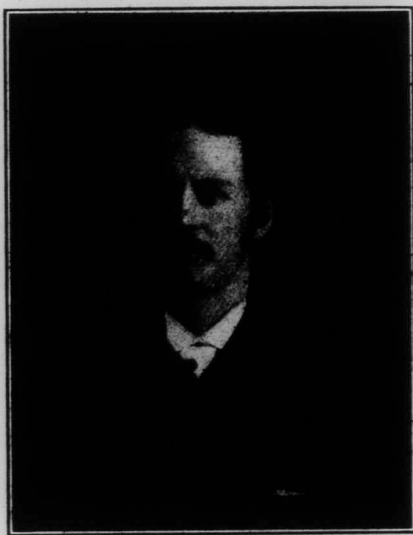
Three-legged Race—1st, Carey and Carey; 2nd, Brown and Brown; 3rd, Roache and Lucas.

One of the most exciting events was a chicken catching contest. Three guinea hens were let loose before about 40 girls under 16, and there was a great scramble for a few minutes.

Boys under 15 were allowed to enter the chase for a small porker. The programme remarked: "This is the race where 'everybody works but father'." On the contrary, father ran, too, and was just about as interested as the boys.

A Heavy Matter.

The fat ladies' race also created a good deal of excitement. Four ponder-



R. B. SNOW
President Toronto Retail Grocers' Association.

ous matrons tore up the turf for 50 yards, and the one President J. Burns, of Brantford, was waiting for carried him clean off his feet, but you bet he hung on and landed all right. The other officers of the Brantford Association are: S. Sudaby, vice-president; N. Willets, secretary; A. V. Vanstone, treasurer.

The games committee consisted of John Forth, chairman; M. Semmens, secretary; H. P. Boyd, treasurer. Both associations felt greatly indebted to Donald Barton, of the Hamilton Y.M.C.A., who, as in former years, acted as official starter, and to Bobby Kerr, the champion runner, who was official judge. Both men did much to make the games a success and did their work with great heartiness.

Mr. Moore, of Comfort soap, put on a race for ladies. There were 20 or more entrees, and much excitement.

Pratt & Co., and R. McRay & Co.,

gave away a great number of balloons and fans, both of which were much appreciated. The Morton Soap Co. provided handsome badges with buttons—

red for Hamilton and blue for Brantford! Everyone was decorated.

It was a great picnic, splendidly managed.

TORONTO GROCERS GO TO BUFFALO

Retail Grocers' Association Held Their Annual Outing on July 17—Great Doings in the Bison City—A Few Persons ls.

The Retail Grocers' Association of Toronto held their annual excursion to Buffalo on Wednesday of last week. The tickets were good on any of the big Niagara boats, but most of the excursionists took passage on the splendid steamer Cayuga, the latest addition to the trans-Ontario fleet. There were other excursions aboard, making up a large company. The voyage was not enlivened, as last year, by guessing and pie-eating contests. P. McIntosh & Son held a guessing contest by ballot on the number of passengers aboard, the prizes for which were some cases of breakfast cereals. The committee evidently thought the excursion sufficient in itself. The weather was perfect. The lake was like a pond all day. A choice of objective was given, Buffalo or Niagara Falls, and the large majority made it Buffalo. They disembarked at Niagara-on-the-Lake and crowded a long Michigan Central train awaiting them there. This meant an early arrival in the Bison City, about 11 o'clock, and seven hours before they must needs return to catch the last homeward boat.

Whatever managing was necessary in such a go-as-you-please affair, Davie Bell was there to do. He carried a large, handsome handbag, in which he kept the responsibility of office. He wore his usual smile. Somehow that smile of Mr. Bell's never does grow rusty. It's always as fresh and voluntary as a June morning. It's almost certain that considerable of his success in the grocery business rests on that smile.

A Good Pair.

Mr. VanLoon's graceful genuflection made the whole excursion look polite. VanLoon is the right bower of the association all right. His side partner in pergrination from deck to deck was usually Ben Panter. Now Ben can no more make a graceful bow than he can help making good baking powder. So they struck a nice average, helped to gather up the ballots in the guessing contest, and gave Davey Bell all the help he wanted.

Mr. Bond was on hand to lend all necessary assistance, but as no emergency call was rung in, he quickly resorted to euchre.

The favorite lay-out for this innocent frivolity was in the smoking room on the upper deck. A brace of friends on opposite benches, with a chair in the centre for table, was a common arrangement.

Pretty nearly everyone of any account aboard wore a red badge, setting forth

that they were on the Retail Grocers' excursion, and the large button, with which the badges were fastened, bore the imprint of the Davidson, Hay Co. This little decorative effect was seen to by C. Newman, S. E. Qua, "Goat" Blackburn and Ralph Robinson, under the able supervision of Capt. Adams.

Big Alex. Hutcheson, who has put it all over Canada with Taylor's soap, was aboard, and there was no mistaking it, for he suffused geniality wherever he went.

J. J. Fee, the wholesale provision merchant, wouldn't miss a grocers' out-



DAVEY BELL
Secretary Toronto Retail Grocers' Association.

ing for a car of eggs, and whether it be making motion music at the annual at-home or admiring the lake breezes on the off-to-Buffalo trip, he's the best pleased man in any company.

Two Tea Totalers.

Fred Rose and Chas. Pott were along, and just their presence reminded everybody that "Red Rose tea is good tea." R. Maxwell, W. Collins and F. W. Heyes, of Perkins, Ince & Co., Wm. McFarren, Queen street, and Mr. Fay, of E. K. Scolery & Co., made up a party that held together throughout the day and arrived home in good order on the early evening boat.

James Langskill, whose sombre smile illuminates the fruit market, was a grocer again for a day. He was a mighty good grocer when he was at it, but how good he was Wednesday is no part of this story.

Fred Brown, terprising yo beauty, circule stead of Ed. I ing Europe. (natives present Eby, Blain Co. MacLaren Imp Scott, of Scott F. B. Mason, Gausby, of W whom had his the first time. eers present v A. Farewell, A eliffe, H. G. M. M. Cork.

E. W. GIL

Last week w grocers and gr the Toronto I tion's excursion ton and Brant to the Falls, Grocers' Excursion last, E their annual p Friday, 19th in tory were clos tended, with t Some two hun friends were co at 9 a.m. to t games commenc list of interesti ball, tug-of-war through with. of the pieni the program tion by Geo. sistant general the employes, c veling outfit to Mr. Macfarlane ments of the e Dobie were che event was a ce Dobie, and his heartfelt. Ref by the Harry D'Alesandro's 1 day was an ide everyone enjoye the outing was employes by Pr gave all of the mobile. The ru out was a happ manager G. H. J. R. Kirkpatr burn, as well a Moyle and Supt acridously en various duties c ness and to the ter into the ci one of the best Company.

Chaput, Fils (a ear load of i ing only 2 per scribed as pa those wishing a age, practically ter, will find t peetations.

Fred Brown, who is a genial and enterprising young man, despite his beauty, circulated in the room and stead of Ed. Hawes, who is now touring Europe. Other wholesale representatives present were: T. Grant, of the Eby, Blain Co.; "Jack" Wright, of the MacLaren Imperial Cheese Co.; Arthur Scott, of Scott Bros.; Chas. Kimpeton, F. B. Mason, Deacon Owen and G. H. Gausby, of Warren Bros., the latter of whom had his daughter with him for the first time. Just a few of the grocers present were Wm. Dallimore, J. A. Farewell, A. E. Manning, D. Radcliffe, H. G. Macdonell, I. Irving and J. M. Cork.

E. W. GILLETT CO. PICNIC.

Last week was a picnic week for the grocers and grocery interests. Besides the Toronto Retail Grocers' Association's excursion to Buffalo, the Hamilton and Brantford Grocers' Excursion to the Falls, and the London Retail Grocers' Excursion to Toronto on Wednesday last, E. W. Gillett & Co. held their annual picnic at Lorne Park on Friday, 19th inst. The offices and factory were closed up and everybody attended, with their wives and families. Some two hundred employes and their friends were conveyed by special train at 9 a.m. to the park where sports and games commenced at 11 o'clock. A long list of interesting events, such as baseball, tug-of-war, and races, were gone through with. An interesting feature of the picnic, and one not on the programme, was the presentation by Geo. H. Macfarlane, assistant general manager, on behalf of the employes, of a very handsome traveling outfit to Wm. Dobie, president. Mr. Macfarlane's well expressed sentiments of the employes' esteem of Mr. Dobie were cheered by all present. The event was a complete surprise to Mr. Dobie, and his thanks were doubly heartfelt. Refreshments were served by the Harry Webb Co. and music by D'Alesandro's Italian orchestra. The day was an ideal one for a picnic and everyone enjoyed himself. A feature of the outing was the treat furnished the employes by President Mr. Dobie, who gave all of them a spin in his automobile. The run through the park and out was a happy one for all. Assistant Manager G. H. Macfarlane, Treasurer J. R. Kirkpatrick and Secretary Hepburn, as well as Sales Manager C. E. Moyle and Supt. A. P. Craig, were all assiduously engaged in seeing their various duties carried out with promptness and to the satisfaction of all. The run into the city at six o'clock ended one of the best picnics ever held by this company.

Chaput, Fils & Cie receive next week a car load of imported lager, containing only 2 per cent. alcohol. It is described as particularly saleable, and those wishing a cooling summer beverage, practically temperance in character, will find that this meets all expectations.

MUTUAL FIRE INSURANCE COMPANY NOW ASSURED

Experience has shown that it is impossible during the summer months to get a satisfactory attendance of the Retail Merchants' Association of Western Canada at a convention in Winnipeg, although a large attendance can always be secured at the annual meeting in February. Accordingly, the executive decided this year to dispense with the regular semi-annual meeting and instead to hold a full executive meeting to dispose of all business that has come up during the last six months. Accordingly a full executive meeting was held in Winnipeg on the 16th in the secretary's office, President W. G. MacLaren, of Souris, being in the chair.

The most important business that came up for consideration was contained in the report of the mutual fire insurance committee, appointed last February. It will be remembered that the proposition to organize a strong Mutual Fire Insurance Co. to carry the risks of the retail merchants of the western provinces occupied the attention of the annual meeting last February and that a strong committee was appointed to look into the matter. This proposition has been a hardy annual at the conventions ever since the association was formed and there are many doubting Thomases in the trade who have had very little faith in the plan ever going through. However, the committee now on the job have proved themselves very capable and they have gone to work in a businesslike way. Mr. Ledoux, the assistant organizer, has been out in the country for some three or four months conducting the organization work of the association in the country districts and he has been able to secure applications from the trade for fire insurance amounting in the aggregate to more than \$300,000. With applications for this large amount already secured, there is every reason to believe that a mutual company can easily be placed upon a substantial footing.

Legal Conditions.

R. White, of the legal firm of Haneson & White, attended the meeting last week by special request, and answered many enquiries put to him by members of the executive as to the steps which it is necessary to take in order to form a Mutual Fire Insurance Company. He explained that the regulations call for a cash deposit of \$5,000 with the Government, but he added that the payment of the actual cash might be avoided by having the secretary give bonds for the amount and paying the amount of the bonds from the insurance premiums as soon as they are received.

The executive and the members of the insurance committee were very much encouraged by the report and the explanations of Mr. White, and it was unanimously decided to proceed to organize a Mutual Fire Insurance Company for the benefit of the members of the Retail Merchants' Association of Western Canada. Mr. White was instructed to prepare a prospectus and a copy of this prospectus will be mailed to each member of the association who has applied for insurance. He was also instructed to secure incorporation papers as soon as possible. From this it can be seen that the long looked for Mutual Fire Insurance Company will very soon be a

reality and the saving in insurance premiums to the members of the Retail Merchants' Association of Western Canada will undoubtedly amount to a very large sum each year.

The collection of small debts and the improvements necessary in the legal machinery for this purpose have occupied the attention of the association for some time. Mr. White was instructed by the executive to print a bill along the lines suggested at the convention last February and this bill will be introduced at the next session of the Manitoba Legislature.

The secretary gave a verbal report of the work of the association since the annual meeting in February, and was able to show that the finances are now in a flourishing condition. It will be remembered that last February the financial condition of the association occasioned the convention no little anxiety but during the last few months there has been a marked improvement, many new members having joined the association and a large proportion of the outstanding dues having been collected. At his own request Mr. Coulson was instructed to prepare an itemized statement for the information of the convention next February.

The work of Mr. Ledoux, as an assistant organizer in the country, was favorably commented upon. He has secured some 300 new members for the association during the last three or four months and has done effective work in organizing local sections in the various towns. The enterprise of the grocers' section of the association in conducting the Pure Food Show in Winnipeg met with the approval of the executive. The secretary was commended for the publication of the association hard-look, which has recently been sent to all the members.

CHEESE AND BUTTER FIRM ASSIGNS.

The firm of D. A. McPherson Produce Co., Montreal, exporters of butter and cheese, has gone into liquidation, under the Winding-up Order Act. The petition was presented by A. Chase Casgrain, of McGibbon, Casgrain, Mitchell & Co., on behalf of Stephen J. LeHuray, accountant. Mr. LeHuray's claim is based on a note for \$42,600, which was transferred to him by the Sovereign Bank of Canada.

Although a statement of the assets and liabilities had not yet been filed at the insolvency department of the Supreme Court, at the time of going to press, it is understood that Mr. LeHuray is practically the only creditor.

The D. A. McPherson Produce Co. was organized about two years ago, the chief members being Thos. Ryan and Barclay McPherson. D. A. McPherson, the founder of the firm, who began business in Montreal some twenty years ago, fell from the deck of a Richelieu & Ontario Navigation Co. steamer and was drowned. His death caused the company's affairs to be reorganized.

The firm, upon which a demand of assignment has been made, was particularly well known in the eastern townships, doing a large business with the farmers in that section. They also had a large connection in the Lake St. John district.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Sugar—Firm.
Raspberries—First arrivals.
Japan Teas—Advanced.

Montreal, July 25, 1907.

Business was fair throughout the week. There are lower prices quoted on imported herrings in tins, also in Grenoble walnuts. Some lines of pure olive oil have also declined. Very little of old crop Japan teas remain on the market at present. New crop is sure to be higher. Advices from shippers is to the effect that the new crop will be fully 10 per cent. higher on arrival. Raspberries are now beginning to arrive and are quoted at \$1.50 a pail.

There is a fair demand for all lines, but no special features to the market.

SUGAR—The sugar market is firm, with an exceptionally good demand. Advices from the primary market are that the general tone is improving. Price quotations are unchanged.

Granulated, bbls	44 40
" 1/2-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 87
" " 50-lb. boxes	5 09
" " 25-lb. boxes	5 21
Powdered, bbls	4 69
" " 50-lb. boxes	4 81
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Corn syrups are neglected at present. The feeling for molasses keeps fairly good.

Barbadoes, in puncheons	0 29	0 31 1/2
" " fancy	0 30	0 33 1/2
" " extra fancy	0 35	0 38 1/2
" " in barrels	0 31 1/2	0 33 1/2
" " in half-barrels	0 34	0 36 1/2
New Orleans	0 22	0 35
Antigua	0 30	0 40
Porto Rico	0 30	0 40
Corn syrups, bbls	0 03	0 03 1/2
" " 1/2-bbls	0 03 1/2	0 03 1/2
" " 25 lb pails	1 60	1 15
" " 25 lb pails	1 15	1 15
Cases, 2 lb tins, 2 doz per case	2 25	2 55
" " 5-lb. 1 doz.	2 50	2 50
" " 10-lb. 1/2 doz.	2 50	2 50
" " 20-lb. 1/2 doz.	2 45	2 45

TEA—Latest cable reports from the Japan tea market states that teas such as were imported last year, for direct shipment to Montreal, at 18c., cannot be obtained under 20c. this season, and further, that tea offered at 16 1/2c. to 17 1/2c. now was sold last year for 14 1/2c. to 15 1/2c.

In first hands or wholesale trade there is very little old crop Japan teas on the market, these being pretty well cleaned out owing to the high prices of new crop teas. For present delivery none of the English houses are quoting Japan teas under 20c. Tea sold at 16 1/2 and 17 1/2c. is only for shipment during September. There is a fair demand for other lines.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 16 1/2	0 17 1/2
Ceylon—Fook n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15 1/2	0 20 1/2
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 17	0 19
Gunpowders	0 18	0 20
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " " " " " " " " "	0 19	0 22
" " " " " " " " " "	0 30	0 35

COFFEE—The demand is fair, with prices steady.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19 1/2	0 25
Rio, No. 7	0 08 1/2	0 09
Santos	0 08 1/2	0 11
Maracaibo	0 11	0 13
Roasted and ground 20 per cent. additional.		

DRIED FRUITS—The dried fruit business as usual at this time of year is featureless, with the exception of prunes which continue in fair demand. Nominal prices prevail.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08 1/2	0 09
Selected, per lb.	0 09	0 10
Layers	0 10	0 10
Dates—		
Hallowees per lb.	0 04	0 04
Sairs, per lb.	0 03	0 03 1/2
Packages	0 05	0 06

California Evaporated Fruits—

Apricots, per lb.	0 21	0 23
Peaches, "	0 18	0 18
Pears, "	0 16	0 16

Malaga Raisins—		
London layers	2 25	3 00
" " " " " " " " " "	3 00	3 00
" " " " " " " " " "	1 10	1 10
" " " " " " " " " "	1 37 1/2	1 37 1/2
" " " " " " " " " "	4 50	4 50
" " " " " " " " " "	5 50	5 50
" " " " " " " " " "	1 50	1 50

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 13	0 13
Choice seeded, 1-lb. pkgs	0 11 1/2	0 11 1/2
Loose muscatels 3 crown	0 09 1/2	0 09 1/2
" " muscatels 4 crown	0 10	0 10

Prunes—	per lb.	
30-40s	0 08 1/2	0 08 1/2
40-50s	0 07 1/2	0 07 1/2
50-60s	0 07	0 07
60-70s	0 06 1/2	0 06 1/2
70-80s	0 06	0 06
80-90s	0 05	0 05
90-100s	0 05	0 05
Oregon prunes (Italian style), 40-50s	0 07 1/2	0 07 1/2
" " " " " " " " " "	0 07	0 07
Oregon prunes (French style), 60-70s	0 06 1/2	0 06 1/2
" " " " " " " " " "	0 05	0 05
" " " " " " " " " "	0 05	0 05

Currants—		
Filiatras, uncleaned, barrels	0 07 1/2	0 08 1/2
Fine Filiatras, per lb., in cases	0 08	0 08
" " " " " " " " " "	0 08	0 08
" " " " " " " " " "	0 09	0 09
Finest Vostizaa " " " " " " " " " "	0 09 1/2	0 09 1/2
Amalias " " " " " " " " " "	0 08	0 08 1/2
Sultana Raisins—		
1 lb. packages	0 08	0 08 1/2
Sultana raisins, per lb.	0 13 1/2	0 15
" " " " " " " " " "	0 15	0 15

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08 1/2	0 09
Four crown, fancy, 10-lb. boxes	0 06 1/2	0 07
Three crown " " " " " " " " " "	0 06	0 06 1/2
Glove boxes, fine quality, per box	0 07 1/2	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" " " " " " " " " "	0 15	0 20
" " " " " " " " " "	0 25	0 30

EVAPORATED APPLES—The market is featureless. While stocks in most cases are low there is still a fair supply to be had.

Evaporated apples, box 50 lbs.	0 09
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SPICES—The spice market is featureless and is expected to continue so till September. Nominal prices prevail.

Peppers, black	Per lb.	0 16	0 20
" " white	0 25	0 30	
Ginger, whole	0 16	0 20	
" " Cochin	0 17	0 20	
Cloves, whole	0 20	0 30	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 18	
Nutmegs	0 30	0 55	

BEANS—There is a fair demand for beans, with prices well kept. Soup peas are very scarce and it is hard to procure any of suitable quality. Prices are unchanged.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 25	2 55

RICE AND TAPIOCA—The rice mar-

ket is very firm. Quotations are unchanged.

Tapioca continues very scarce, with little doing owing to the exceptionally high prices. Any buying there is, is from hand to mouth.

B rice, in 10 bag lots	3 10	
R rice, less than 10 bags	3 20	
C C rice, in 10 bag lots	3 60	
C C rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 09	0 10

MAPLE PRODUCTS—The demand for maple products continues slow and the market is dull. Quotations remain stationary.

Pure maple syrup, bulk, per lb.	0 08	
Compound maple syrup, per lb.	0 05	
Pure Townships sugar, per lb.	0 07 1/2	0 08

CANNED GOODS

MONTREAL—There are still fair stocks of canned vegetables on the market, but demand is only fair, with the exception of corn, tomatoes and peas.

In canned fruits, stocks are depleted. There is a fair demand for goods still procurable.

TORONTO—All canned goods are going into heavy consumption, most lines of fruit being almost impossible to procure. There are a few stocks of vegetables still held, but at the present demand these will scarcely last till the new supply.

Most dealers anticipate a complete clean-up for this season.

Group No. 1 comprises— "Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises— "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises— "Globe," "Jubilee," and "White Rose," brands.

	FRUITS.	
	Group No. 1	Group No. 2
Apples, standard, 3's	1 07 1/2	1 05
" " preserved, 3's	1 32 1/2	1 30
" " standard, gal.	2 35	2 35
Blueberries—		
2's, standard	0 95	0 92 1/2
2's, preserved	1 45	1 42 1/2
Gals., standard	4 50	4 50
Cherries—		
2's, red, pitted	2 27 1/2	3 25
2's, " not pitted	1 77 1/2	1 75
Gals., red, pitted	8 90	8 90
" " not pitted	7 40	7 40
2's, black, pitted	2 27 1/2	2 25
2's, " not pitted	1 77 1/2	1 75
2's, white, pitted	2 42 1/2	2 40
2's, " not pitted	1 92 1/2	1 90
Currants—		
2's, red, H.S.	1 82 1/2	1 80
Gals., red, solid pack	7 40	7 40
Gals., red, standard	6 15	6 15
2's, preserved	2 02 1/2	2 00
2's, black, H.S.	1 92 1/2	1 90
2's, preserved	2 15	2 12 1/2
Gals., black, standard	6 63	6 63
Gals., " solid pack	5 15	5 15
Gooseberries—		
2's, H.S.	2 17 1/2	2 15
2's, preserved	2 40	2 37 1/2
Gals., standard	6 50	6 50
Gals., solid pack	6 50	6 50
Lawtonberries—		
2's, H.S.	1 80	1 77 1/2
2's, preserved	1 97 1/2	1 95
Gals., standard	6 50	6 50
Peaches—		
1's, yellow (flats)	1 72 1/2	1 70
2's, yellow	2 25	2 25
2's, yellow	2 65	2 62 1/2
3's, yellow	3 40	3 40
3's, yellow (whole)	2 42 1/2	2 40
2's, white	1 77 1/2	1 75
2's, white	2 55	2 52 1/2
3's, white	2 75	2 72 1/2
3's, pie	1 92 1/2	1 90
Gal., pie, peeled	4 67 1/2	4 65
Gal., pie, not peeled	5 72 1/2	5 70

Pears—
2's, Flemish
2 1/2's, Flemish
2's, Bartlett
2 1/2's, Bartlett
3's, Bartlett
3's, pie, not p
Gal., pie, pee
Gal., pie, not
Pineapple—
2's, graded
2's, whole
Florida 2's, si
Singapore, 1 1/2
" 2 1/2
Plums, Damson—
2's, light syr
3's, light syr
2's, heavy syr
2 1/2's, heavy sy
3's, heavy syr
Gal., standar
Plums, Lombard
2's, light syr
3's, light syr
2's, heavy syr
2 1/2's, heavy sy
3's, heavy syr
Gal., standar
Plums, greengage
2's, light syr
2's, heavy syr
2 1/2's, heavy sy
3's, heavy syr
Gal., standar
Plums, egg—
2's, heavy syr
2 1/2's, heavy sy
3's, heavy syr
Raspberries, Red
2's, L. S. (Sha
2's, H. S.
2's, preserved
Gals., standar
" solid pa
Raspberries, Blac
2's, black, H. S.
2's, preserved
Gals., standar
" solid pa
Strawberries—
2's, heavy syr
2's
Gals. "
Gals. "
Asparagus—
2 1/2's, tips, Cali
2's, Canadian.
Beets—
2's, sliced, sug
2's, whole,
3's, sliced,
3's, whole,
Beans—
Fancy brands
2's, golden wa
3's " "
Gals. " "
2's, refugee or
Gals. "
2's, crystal wa
Red kidney, 2 1/2
Lima, 2's
Corn—
2's
Gal., on cob...
Carrots—
2's
3's
Cabbage—
2's
3's
Cauliflower—
2's
3's
Parsnips—
2's
3's
Peas—
1's, extra fine s
2's, standard...
2's, early June
2's, sweet wrin
2's extra fine si
Gals., No. 4...
Pumpkins, 3's...
Gal.
Rhubarb—
2's, preserved
3's
Gal., standard
Spinach—
2's
3's
Gals.
Squash—
3's
Gal.
Tomatoes—
2's
3's, all kinds...
Gals., all kinds

ONTARIO MARKETS.

Pears—		
2s, Flemish Beauty	1 67½	1 65
2½s, Flemish Beauty	2 02½	2 00
3s, Flemish Beauty	2 17½	2 15
2s, Bartlett	1 82½	1 80
2½s, Bartlett	2 22½	2 20
3s, Bartlett	2 37½	2 35
3s, pie, not peeled	1 32½	1 30
Gal., pie, peeled	3 02½	3 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2s, sliced	2 02½	2 00
2s, grated	2 12½	2 10
2½s, whole	2 82½	2 80
Florida 2s, sliced or grated	2 60	2 60
Singapore, 1½s, sliced	1 50	1 50
" 2½s, whole	2 30	2 30
Plums, Damson—		
2s, light syrup	1 90	1 17½
3s, light syrup	1 72½	1 70
2s, heavy syrup	1 35	1 32½
2½s, heavy syrup	1 67½	1 65
3s, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2s, light syrup	1 95	1 22½
3s, light syrup	1 75	1 27½
2s, heavy syrup	1 40	1 37½
2½s, heavy syrup	1 72½	1 70
3s, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2s, light syrup	1 30	1 27½
2s, heavy syrup	1 45	1 42½
2½s, heavy syrup	1 72½	1 70
3s, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2s, heavy syrup	1 72½	1 70
2½s, heavy syrup	2 00	1 97½
3s, heavy syrup	2 32½	2 30
Raspberries, Red—		
2s, L. S. (Shafferberries)	1 55	1 52½
2s, H. S.	1 74	1 75
2s, preserved	1 97½	1 95
Gal., standard	5 65	5 65
" solid pack	8 65	8 65
Raspberries, Black—		
2s, black, H. S.	1 77½	1 75
2s, preserved	1 92½	1 90
Gal., standard	5 40	5 40
" solid pack	8 40	8 40
Strawberries—		
2s, heavy syrup	2 50	2 50
2s, " preserved	2 17½	2 15
Gal., " standard	6 42½	6 40
Gal., " solid pack	9 17½	9 15
VEGETABLE		
Asparagus—		
2½s, tips, California	3 90	3 90
2s, Canadian	2 80	2 77½
Beets—		
2s, sliced, sugar and blood red	1 02½	1 02½
2s, whole, " "	0 92½	0 92½
3s, sliced, " "	1 25	1 25
3s, whole, " "	1 15	1 15
Beans—		
Fancy brands	0 90	0 85
2s, golden wax	1 35	1 32½
3s, " "	3 92½	3 90
Gal., " "	0 90	0 90
2s, refugee or valentine (green)	0 90	0 90
Gal., " "	0 97½	0 95
2s, crystal wax	1 05	1 02
Red kidney, 2s	1 30	1 27½
Lima, 2s	0 95	0 92½
Gal., " "	3 02½	3 00
Corn—		
2s	0 95	0 92½
Gal., on cob	4 85	4 85
Carrots—		
2s	0 97½	0 95
3s	1 07½	1 05
Cabbage—		
3s	0 92½	0 90
Cauliflower—		
2s	1 47½	1 45
3s	1 87½	1 85
Parsnips—		
2s	0 97½	0 95
3s	1 07½	1 05
Peas—		
1s, extra fine sifted	1 02½	1 00
2s, standard	0 87½	0 85
2s, early June	0 97½	0 95
2s, sweet wrinkled	1 02½	1 00
2s extra fine sifted	1 27½	1 25
Gal., No. 4	3 92½	3 90
Pumpkins, 3s		
Gal.	3 02½	3 00
Rhubarb—		
2s, preserved	1 20	1 17½
3s	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2s	1 45	1 42½
3s	1 87½	1 85
Gal.	5 17½	5 17
Squash—		
3s	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2s	1 00	0 97½
3s, all kinds	1 20	1 17½
Gal., all kinds	3 62½	3 60

POINTERS—

Sugar—Raws, firmer.
Canned Goods—Heavy consumption.
Dried Fruits—Australian raisins expected.
Raspberries—Small crop.
Poultry—Spring stuff in demand.

Toronto, July 25, 1907.

Everyone in the wholesale grocery trade, in Toronto at least, is thoroughly satisfied with last week's business, and collections, especially from country points, were unusually good. The wholesalers are becoming more careful of their accounts every year, with the result that many of them are now practically immune from demands for credit extension and carry only a class of retailers who are able to make prompt settlement in the slack as well as the busy season.

Canned goods were again the feature of the week's business. As the weeks go by, prophesy becomes easier, and it is now a fairly safe statement to say that the carry-over this year will amount to very little, if, indeed, there is any at all. Stocks of fruit are in very narrow compass, and all vegetables are rapidly getting cleaned up.

There is a good demand for all the lower-priced teas, 25c. blends and the like, and the market is strengthening under the heavy consumption. With regard to the official record of the tea trade for the past half-year, a recent London advice says:

"The most striking feature of the official record of the past half-year's trading is the manner in which home consumption has been maintained in the face of the high level of values ruling. Whether this would have been the case had the prices of the cheaper canisters been raised to the general public is a matter for conjecture, but it would seem at any rate that the action of the wholesalers in continuing to supply tea to the retail trade at a very small profit has been largely responsible for the satisfactory progress of deliveries. There is no doubt, however, that as regards re-exports, business has been prejudicially affected by the quotation for common, especially with countries other than Russia, where demand has been surprisingly strong for British growths, although the buying of Ceylons for that market has been to a great extent transferred from London to Colombo.

The tone has again been active throughout the auctions, the lower medium broken Pekoes being perhaps in most request, at about ½d. per lb. advance on late rates, while the best liquoring sorts appear to have met with more attention. Present indications point to the level of prices being maintained during the next few weeks, for previous reports of short Indian crops have been fully confirmed by mail advices."

TEA — The market is quiet, the greatest activity being exhibited in the lower grades. There is not much enquiry, however, and prices remain firm. Mail

advices from London, dated July 10th. say:

"The tea market in June remained very quiet; offerings consisting mostly of end-of-the-season invoices of Indian tea, and as arrivals from Ceylon were of less attractive quality, buyers were inclined to limit their purchases to the supply of their immediate wants. Some early arrivals of new season's Indian teas were also catalogued, but as is usually the case with first pickings, they were more attractive in leaf than in liquor, and cannot be regarded as giving any reliable indication of the quality of the coming crop."

COFFEE — There is no special feature to the market, the situation remaining about as last week. Willet & Gray, New York, report that:

"The most important feature in connection with coffee of late is the continued very cold weather throughout the State of Sao Paulo. The very low temperatures have ruled for about two weeks, preceded and accompanied by cold rains, which have done considerable damage to both the quantity and quality of this crop, besides being of serious consequence to the flowering of the next crop. The importance of these matters is having some weight in the steadier markets of the past few days."

With regard to the rumors that have been circulating of late to the effect that the Rothschilds have been making themselves a power in Brazil, they say:

"The publication of reports that the Bankers Rothschilds are exercising a controlling influence in Brazil is done either out of ignorance or bias. The Federal Government of Brazil holds free gold deposits in London of about £7,000,000, and the Government neither receives nor accepts any advice or dictation when in the market for a loan of £3,000,000. Nor would any banker offer an indignity of such a nature to a country whose exports reach £55,000,000 in value in a year.

"Nor is it at all feasible that the Federal Government of Brazil would try to dictate to the leading state (Sao Paulo is a state, not a province) of the Union, which state exports about \$50 per capita, against an average of about \$20 per capita for the United States. From the start, the coffee world as well as many newspapers have tried hard to belittle Brazil and her coffee relief policy, publishing widespread stories of financial weakness and so forth. They began this tirade in January, when the Government had bought only 2,000,000 bags, and have kept it up ever since. Meanwhile, the Government operations have extended to 8,000,000 bags, which they control, and which are to be kept out of the market, and now the Government has a much larger amount of money at their disposal than when the purchases were only 2,000,000 bags. These facts in themselves are proofs of the strength of the Government, and ought to set at rest all adverse discussions of the Government policy and position.

"The crops will decide the future

Winnipeg's Greatest Pure Food Show

Splendid Display of the Food Manufactures of the Canadian West—Eastern Producers Also Represented by Many Beautiful Booths—Many Evidences of Rapid Development of the Great Grain Country—Descriptions of the More Attractive Displays—Record Event of its Kind in Western Canada.

It is not the language of fulsome eulogy but the simple statement of a plain truth to say that Winnipeg's first pure food show, held in the Auditorium Rink during the first two weeks in July, was an unqualified success. The interest grew with each succeeding day and the attendance last Saturday night at the close of the exhibition broke all previous records. Being the first exhibition of its kind ever held in Western Canada the show was undoubtedly an experiment involving the expenditure of a large amount of money; but in the hands of a capable committee, loyally supported by enthusiastic exhibitors, a big success was scored and already a large number of those who exhibited this year have reserved space in the second exhibition to be held a year hence.

Attendance Large.

In spite of hot weather, fully 20,000 people attended the show and of these more than 15,000 were housewives who were after information—and samples. The exhibitors had a splendid opportunity to demonstrate the merits of their goods to people who had paid an admission fee to see and learn and hence were interested in what the people in charge of the various booths had to show them. It was no idle, sightseeing crowd, but a great throng of serious people who attended the show because they wanted to learn something.

Enthusiastic Endorsements.

Saturday night of last week saw the exhibitors well satisfied with the results obtained. Nearly all followed the plan of selling their goods through the city grocers. Customers were asked to sign an order form calling for various lines of goods to be delivered by their own grocer and to be paid for when delivered. Grocers were grateful for a long list of profitable orders and the exhibitors were able in this way to introduce their goods to stores which formerly did not handle them.

"We are more than satisfied with the direct results of our exhibit, to say nothing of the moral effect," said the manager of one Winnipeg firm to The Canadian Grocer. "We now have our goods in every store in Winnipeg, but two. We have demonstrated to those grocers who were not handling our goods that there is a demand for them. We have turned in the actual orders to them and the results are mutually gratifying."

"Yes, the show has done us a world of good," said L. J. Clark, representative of Wood's coffees, etc., to The Canadian Grocer, in reply to a question. "We have sold a big pile of goods through the grocers and we have had a splendid chance to introduce our goods to the consuming public. You know yourself what a crowd we have had at our booth."

"Well satisfied. Have booked a big pile of orders through the grocers, and have

introduced the 57 varieties to crowds of people," said Mr. Gordon, advertising manager for the Heinz goods, to The Canadian Grocer.

"No complaint at all. Glad that we exhibited," said Mr. Nash, of E. D. Marceau & Co. "People liked our tea and thousands of cups were served."

"The show is a big success and I am

"We have sold a lot of goods through the retail trade as a result and have demonstrated that the Gold Standard lines can hold their own with any of their competitors. Personally, I am more than satisfied."

"A big success. I am well satisfied," said Mr. Wharton, of Lowney's.

Other exhibitors expressed themselves



W. A. COULSON

The Tireless and Energetic Secretary to Whom the Success of the Winnipeg Food Show was Mainly Due.

well satisfied," said A. E. Carson, Canadian manager of Lipton's teas.

"We have sold our entire display several times over," said Mr. Musham, of Holbrooks Ltd. "We are very well satisfied indeed."

"No complaint at the Gold Standard booth," said Wm. Mackay, manager of the Codville-Georgeson Co.'s factory.

to The Canadian Grocer in similar language and there was practical unanimity among the exhibitors as to the success of the show.

The Busy Committee.

The committee of the Retail Merchants Association of Western Canada, who were in charge of the show, deserve

great credit for their effective work. E. B. Nixon, the chairman of the committee, was indefatigable in his efforts and was always on hand to give assistance and direction to the exhibitors and to straighten out any little difficulties. W. G. McLaren, of Souris, the president of the western association, was unfortunately unable to attend until near the close of the exhibition, but he did valuable work in connection with the preliminary organization of the show. On the shoulders of Secretary Coulson, of course, fell the big burden of work, but his shoulders were broad enough for the load and his smile cheery in spite of all the inevitable little difficulties. He was tireless in his efforts and always on hand to direct the progress of the exhibition. To him the success of the show is mainly due.

Where the Exhibition was Held.

The exhibition was held in the Auditorium Rink, the largest and most suitable building for the purpose in the city of Winnipeg. It was gaily decorated



E. B. NIXON, WINNIPEG
Chairman Food Show Committee.

with flags and bunting and every afternoon and evening sweet music was rendered by a brass band. The band music was the only outside attraction offered, it being felt by the management that to provide anything in the nature of a vaudeville entertainment to distract the attention of the people would be unfair to the exhibitors.

The Canadian Grocer.

The Canadian Grocer booth was the popular meeting place for the trade and many wholesale commercial travelers and retailers paid The Canadian Grocer a call. All the MacLean trade papers were on exhibition there and copies of The Canadian Grocer were distributed among exhibitors who, being away from home, missed getting their copies in the regular way.

Gold Standard Goods.

Gold Standard goods made many new friends at the Winnipeg Pure Food Show, and the throngs of Winnipeg people were delighted to be able to prove to their satisfaction that a local firm, the Codville-Georgeson Co., is turning out teas, coffees, extracts, spices and a host of similar lines which can safely and favorably be compared with the output of any factory in any country.

The Gold Standard booth was undoubtedly one of the most popular at the show, and the two demonstrators, Mrs. Helm and Mrs. Hine, and their assistants rarely had an idle minute. Tea and coffee were served to visitors every afternoon and evening, and thousands of generous sized samples of Gold Standard baking powder were given away every day. Goods were sold on order to city grocers, and as a result many a Winnipeg grocer had a nice list of profitable orders turned in to him to fill.

The Codville-Georgeson Co. insist upon absolute purity in their goods, and their factory in Winnipeg is a model of what a factory should be. It is because of the purity and excellence of their goods that the Codville-Georgeson Co. continue to advertise the Gold Standard line as being "guaranteed the best."

E. D. Marceau Co. Limited.

The E. D. Marceau Co. of Montreal figured prominently in the show with an attractive exhibit of "Condor" brand teas, coffees, and baking powders, and "Madame Huot's" coffee. This booth was located on the centre of the east aisle and was one of the busiest in the show. Tea and coffee were served to hundreds of visitors every day and many new friends for these brands were made from day to day.

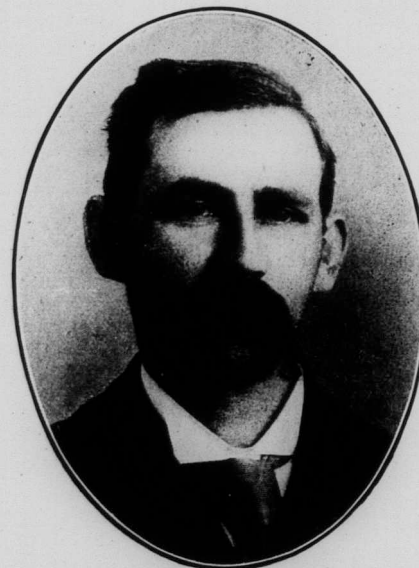
R. Nash, of Montreal, who was in charge of the exhibit, is recognized by the grocery trade of Canada to be one of the leading tea authorities of the Dominion as he has had a long experience in both the English and Canadian markets. Visitors to the show were given many valuable pointers from a tea expert as to the proper mode of preparing tea and coffee and the importance of insisting upon absolute purity in purchasing these lines.

E. D. Marceau Co. do a large trade in all parts of Canada in teas, coffees, spices, and baking powder. Both package and bulk goods are carried by this house and as they are direct importers and have their buying done by experts, they are always able to offer the trade particularly good values. A high standard of quality is always insisted upon and the reputation of this firm's lines is a very valuable asset. The E. D. Marceau goods have had a large sale in the west for many years, but it is safe to predict that the popularity of the "Condor" and "Madame Huot" brands will be much greater in future because of the demonstrations at the Winnipeg Pure Food Show.

Golden West Soap.

Golden West soap has been taking Canada's golden west by storm and the "Golden West" booth at the food show attracted the attention of thousands of

visitors and did much to increase the popularity and spread abroad the name and fame of the Standard Soap Co.'s products. The booth made a fine showing. Backed and surmounted by a huge cake of soap eight feet long and three feet six inches across the base, in imitation of the regulation cake of Golden West laundry soap, the booth was filled with an imposing array of the Golden West cartons, packages of soap powder, tar soaps, washing soda, lye, powdered ammonia, bottled ammonia, and polishing soap, while in one corner a circular formation built up of cakes of toilet soap, transparent and of different colors, was lighted from the inside by an electric light which shone through the soap in parti-colored rays and with a most pleasing effect. At the opposite end of the booth stood a Chinaman with fan in one hand and paddle in the other, looking the impassive Asiatic to the life as he skilfully dabbled in a tub of white, frothy lather set before him and fanned himself casually from time to time. Behind the expert in laundry operations was a placard bearing the inscription "Lather made with Golden West soap in hard water," and this



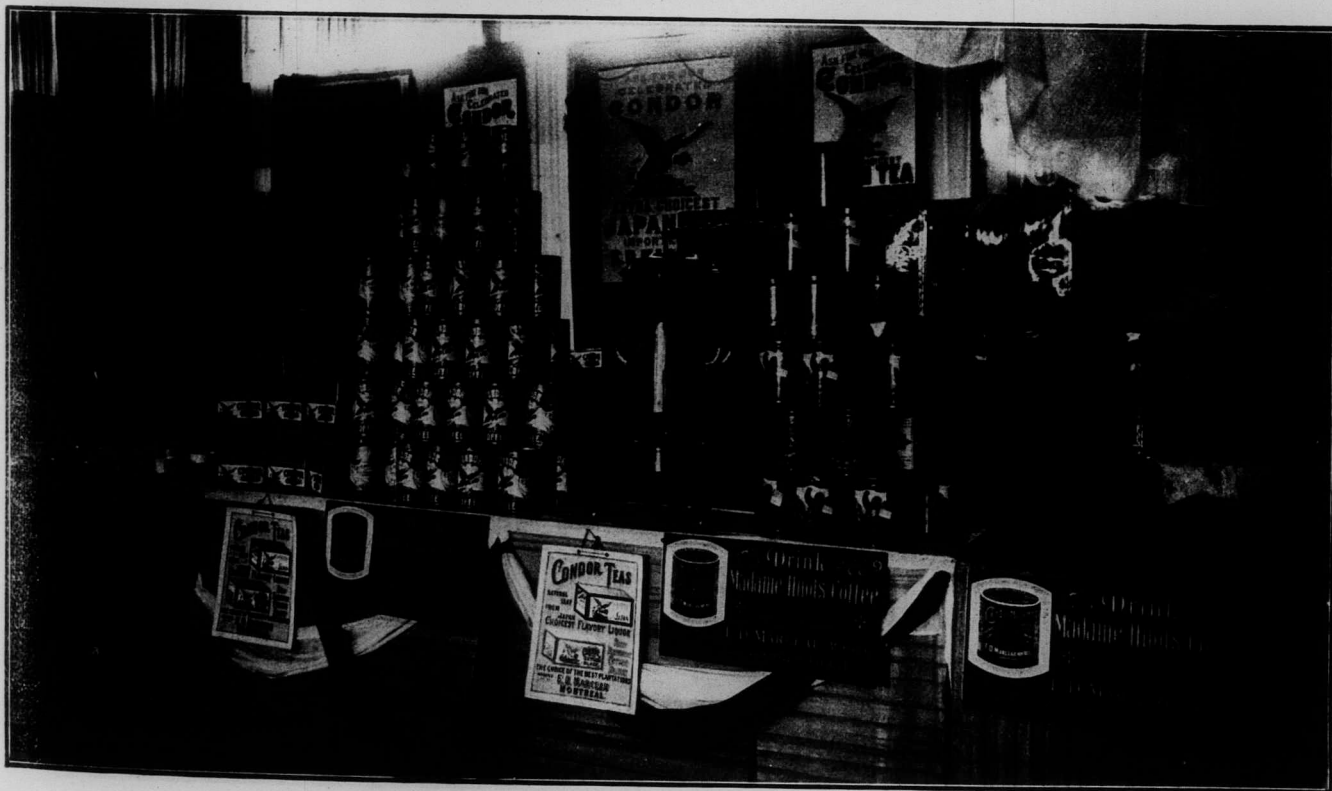
W. G. McLAREN, SOURIS, MAN.
President Retail Merchants Association of Western Canada and Member of Food Show Committee.

fetching combination caught the eye of the crowds of Winnipeg housewives who visited the pure food show and who knew, only too well, how reluctant is the ordinary soap to make lather in water drawn from the alkali strata of the Manitoba prairie.

Information was cheerfully furnished at the Golden West booth to those who asked and those who were sufficiently curious to ask about the business of the Standard Soap Company were given a complete surprise when told that this company, now well known to be doing an enormous business throughout the whole of Western Canada, was formed only twenty-one months ago. Under the direction of its officers, President P. Burns, General Manager F. T. Weir, Sales Manager T. Herron, and with the hearty co-operation of the large number of Alberta and Saskatchewan merchants who have stock in this busy enterprise of the Canadian Northwest, the company that makes the Golden West soaps



Winnipeg Pure Food Show—Gold Standard Goods.



Winnipeg Pure Food Show—Exhibit of E. D. Marceau, Montreal.

and soap products has advanced by leaps and bounds in a manner at once so almost instantaneous, and yet so firmly and solidly, that, from what was within the period of two short years but an idea in the brain of a resourceful man, the Standard is all that its name implies and has increased its business so fast that work is now in progress which will double the producing capacity of the Calgary plant, a move made necessary by the favor which the company's goods have found in the markets of Western Canada.

The Standard Company now have a very large output and the golden opinions won for the Standard products are the result of honest and skilled workmanship coupled with energetic effort on the part of the officers of the corporation and the salesmen selected by these officers to represent the company in the different sections over which the operations of the Golden West management have so rapidly spread, together with advertising truly remarkable for its unique features and admirable for the results obtained.

Fifty-seven Varieties.

A pure food show without an exhibit of the famous "Fifty-seven Varieties" would surely be incomplete and, as can be seen from the accompanying cut, the Heinz exhibit at the Winnipeg show was one of the finest there. It was handsomely and substantially built and it is the intention of the management to retain it in Winnipeg as a permanent fixture. It was moved last week from the Pure Food Show to the Winnipeg Industrial, where it will be left until next year.



Standard Soap Co., of Calgary.

Thousands of visitors called at the Heinz exhibit; in fact it would be quite within the mark to say that 99 out of every 100 attending the show stopped

to sample some of the 57 varieties and as a result many orders were booked for delivery through Winnipeg firms.

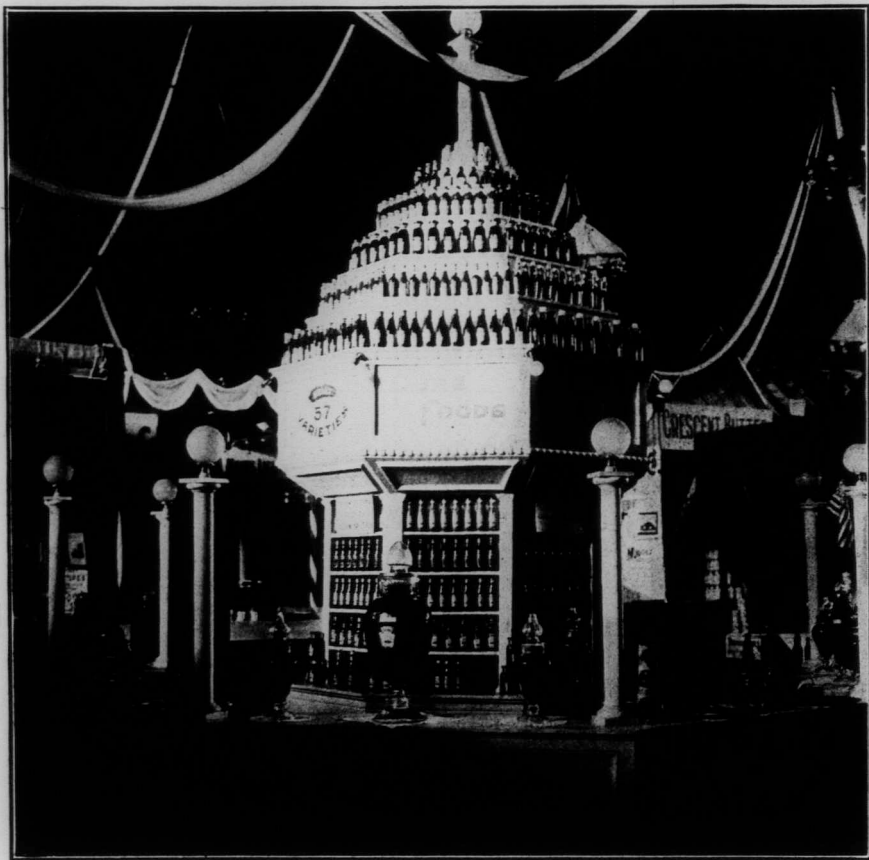
The H. J. Heinz Co. now have 15 factories distributed throughout the United States, Canada, England and Spain, their main factory being located, of course, in Pittsburg. Branch houses and agencies are maintained in all the leading commercial centres of the world. The factories employ over 4,000 people and a force of 500 traveling salesmen are on the road all the time, pushing the sales. Over 30,000 acres of land are devoted to the cultivation of vegetables for the Heinz factories, and the assistance of 40,000 people is required in order to harvest the crop. The company have 67 pickle-salting houses, located in parts of the United States and Canada best adapted to the growing of the vegetables required. The Heinz Co. have their own glass works and last year more than \$14,000,000 glass bottles were blown in their own factory. These were far from being sufficient and others had to be bought.

These figures give some idea of the magnitude of the Heinz interests. The company have too much at stake to risk putting inferior goods on the market. Their absolute guarantee stands behind every package of Heinz goods.

Up to the present the H. J. Heinz Co. have had no representation in Winnipeg, although their goods have been sold extensively throughout the west. The Codville-Georgeson Co. will handle their products now and western grocers can obtain their supplies of Heinz products promptly from them.

Wagstaffe's.

The throngs who frequent the corridors of a pure food show are invariably



Winnipeg Pure Food Show—Heinz 57 Varieties.

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looking for some toothsome morsels to tickle the palate, and the Winnipeg people were the same as all others in this respect. It naturally followed, therefore, that the Wagstaffe booth was one of the most popular in the whole show, for at this booth there were served dainty samples of the Wagstaffe jams, marmalades and sealed fruits. The attractive looking bottles in which the Wagstaffe lines are contained and the many evidences of the standard of puri-

telligent advertising of the Wagstaffe management, and the absolute purity and high quality of the Wagstaffe goods have been responsible for a speedy success which is almost without precedent in the Canadian market. The new season's pack is practically sold now, and dealers desiring a stock would be well advised in placing their orders right away.

The Canadian headquarters of Wagstaffe, Ltd., is in Hamilton, Ont. West-

Royal Crown Co.

Winnipeg's big soap company, the Royal Crown, had two handsome booths on opposite sides of the east aisle, one being devoted to the display of the company's products and the other to the many premiums given to the users of the Royal Crown lines. For every six Royal Crown soap wrappers brought to the Royal Crown booth during the progress of the exhibition, the company's representatives gave in exchange



Winnipeg Pure Food Show—Wagstaffe's Jams and Preserves.

ty insisted upon in the manufacture of these goods, won for the Wagstaffe line a sure place in the interest of the Winnipeg people.

The Wagstaffe goods are well established in England, and are already in use in Canada, from Halifax to Vancouver, although it is only some eighteen months since they were first introduced to the Canadian people. The in-

ern dealers should place their orders through Dingle & Stewart, of Winnipeg, the western agents of this firm, thus ensuring prompt delivery.

It is the simple truth to say that the Wagstaffe goods captivated the Winnipeg people who attended the Pure Food Show, and the sales in the Manitoba capital are sure to show a big increase.

a piano coupon on which the customer wrote her name and address. These ballots were put in a box and one was drawn on Saturday night at the close of the show. The person whose name was drawn was the lucky winner of a fine Morris piano which was on exhibition during the show.

Winnipeg people are proud of the Royal Crown Co.'s phenomenal progress in recent years and they have every

reason to be. Over 200 kinds of toilet soaps are manufactured by this firm. Witch Hazel is the leader among these and it is used by the C.P.R. from Liverpool to Japan on all its steamers and cars and in its big string of palatial hotels. It is also used by the Canadian Northern Railway, by the Ontario and Richelieu Navigation Co., and the Ontario and Rainy River Navigation Co.

The Royal Crown Co.'s laundry soaps are sold in nearly every store in Western Canada. These include the following brands: Royal Crown, Peerless, Ivory, Linen, Electric, and Naptha. A full line of washing sodas and sal sodas are also manufactured by this firm. Tar soaps and "Levita," a soap for mechanics, are also meeting with an immense sale.

Witch Hazel shaving soap is something comparatively new, but it is safe to predict that it will yet capture a big part of the Canadian market. It is put up in stick form in a handsome box and also in cakes and bars for barbers' use. The well established reputation of the Witch Hazel toilet soaps will no doubt be of great assistance in pushing the sale of this new shaving soap.

A full line of perfumes, Florida water, and toilet waters of all kinds, was on exhibition. Particular attention was directed to the Viona shampoo, manufactured by this company.

During the progress of the show the demonstrators gave away thousands of Teddy bears, Swastika pins, samples of Witch Hazel toilet soap, and booklets of all kinds.

Unique Fish Display.

One of the features of the show was the exhibit of the Winnipeg Fish Co. and it is unfortunate that the accompanying cut does not show it at its best. This is not the fault of the photographer or the engraver, but is

fore mentioned, were swimming about. The exhibit attracted a great deal of attention, as the collection included some very handsome lake trout, whitefish, red horse, black bass, pickerel, catfish, goldeyes and other fish caught in

it was the second exhibit that was photographed for The Canadian Grocer.

The Winnipeg Fish Co. have a large refrigerating plant in Winnipeg and have every facility for supplying the trade



"Royal Crown" Premium Booth.

the west and as the booth was very brightly illuminated at night the effect was pleasing indeed. The Winnipeg Fish Company went to considerable expense to prepare this exhibit and during the opening days of the show their efforts were well rewarded.

promptly with all kinds of fresh fish in season.

Lipton's Teas, Coffees, etc.

Lipton's teas and coffees were served daily to hundreds of visitors. The Lipton tea room, being situated at the entrance, in a large room ordinarily used as the vestibule to the rink, could not fail to attract the attention of the visitor and its tempting coolness made it the Mecca of the great majority of those attending the show. Tea was served afternoon and evening by courteous attendants and there were also on exhibition Lipton's coffee, jams and general provisions. The accompanying cut shows the general arrangement.

Lipton products are known the world over and as the name stands for high quality the Lipton teas and coffees and provisions meet with a favorable reception wherever placed on sale. The Lipton industry is now one of the largest in the world and the marvellous business success of Sir Thomas Lipton has been due in no small measure to his strict insistence upon the maintenance of high quality and absolute purity in all stages of manufacture.

Recently a Canadian branch has been opened in Toronto and Mr. Carson, the manager from Toronto, was in attendance during the first week of the exhibition. J. J. E. Collier, the western manager, was the man in charge. It will be strange if the sale of Lipton products is not greatly increased in the west as a result of this show.



"Royal Crown" Soap Exhibit.

due to the frolicsome antics of a big sturgeon fish weighing more than 120 pounds.

At the opening of the show the Winnipeg Fish Co.'s exhibit consisted of a large aquarium in which several large live fish, including the big sturgeon be-

Unfortunately the big sturgeon grew frolicsome, not being accustomed to so much attention, and one afternoon during the first week of the show a powerful swish of its tail broke the glass and flooded the aisle. Thereafter the exhibit consisted of dead fish on ice and



Winnipeg Pure Food Show—Winnipeg Fish Co.



Winnipeg Pure Food Show—Lipton's Goods.

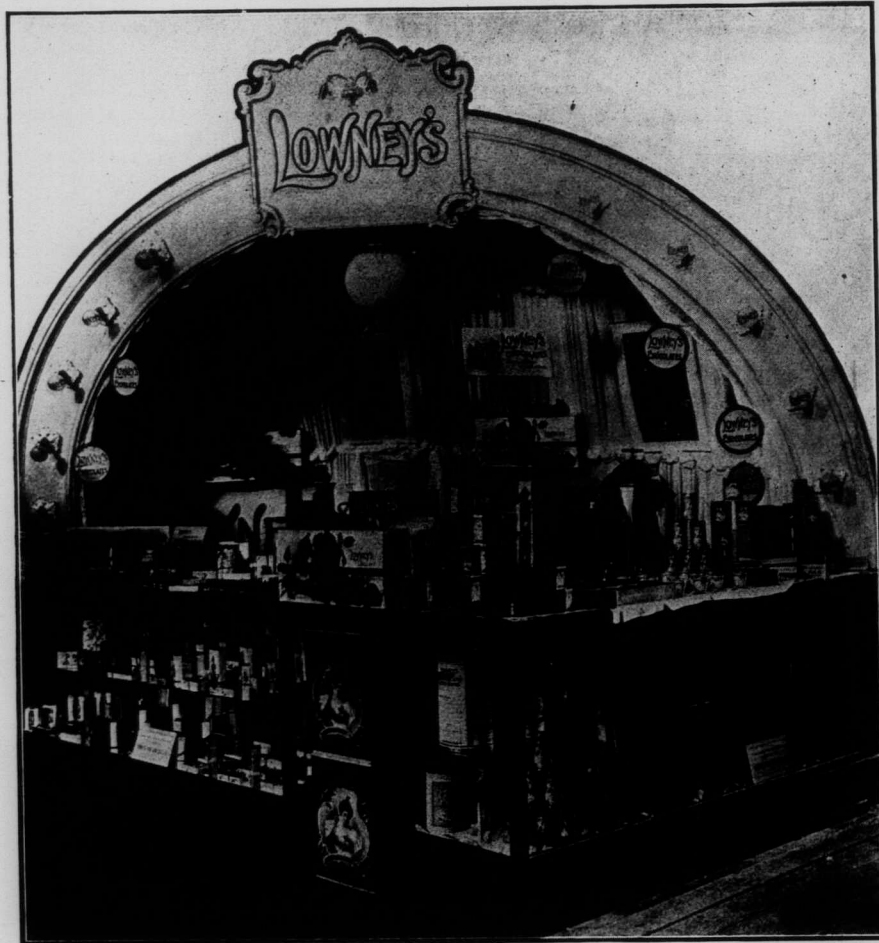
Lowney's.

Few shows of the kind are ever held without an exhibit of Lowney's cocoa, chocolate, and other preparations. The name Lowney is so intimately connected with chocolate and cocoa preparations that wherever it is seen it suggests a host of good things to eat and drink, delightful to the taste and wholesome as well. Purity has always been the Lowney watchword and the hosts of visitors to the Lowney booth were given practical demonstration of this fact.

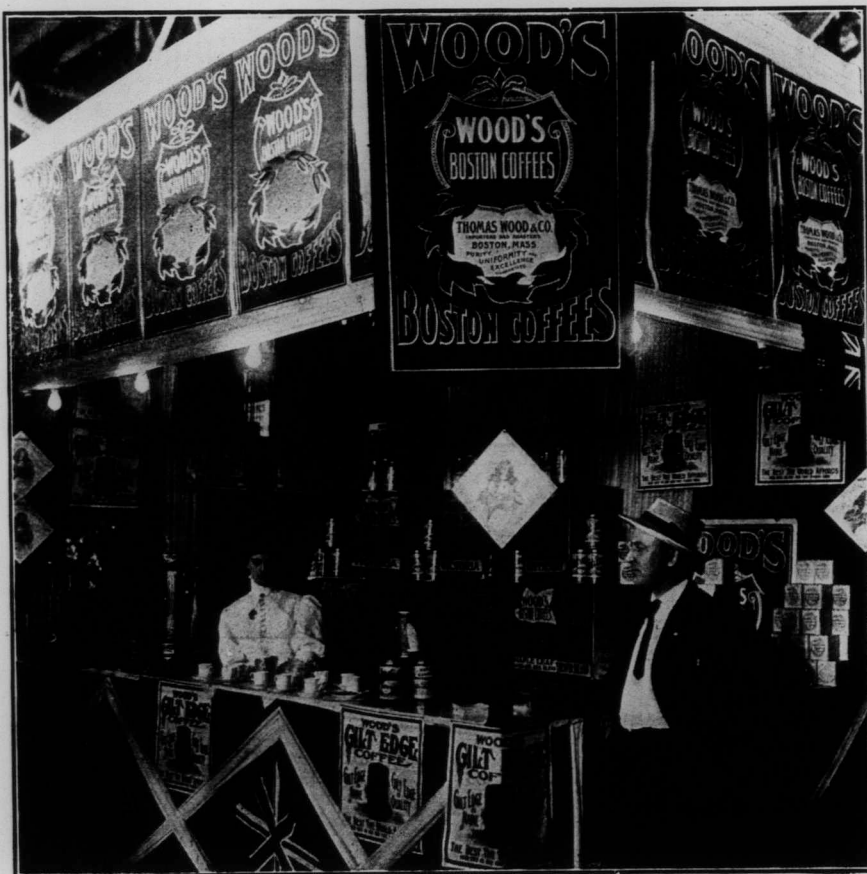
The Lowney Co. have set a high standard and in the making of their products nothing is used but pure cane sugar, the choicest cocoa beans, and the finest of fruits and flavorings. The violet and rose flavors are made from the flowers themselves, the peppermint and wintergreen from the leaves of the plants, and so on throughout the entire list. Lowney's cocoa consists of the choicest cocoa beans ground to the fineness of flour. It contains no ground cocoa shells, flour, starch, dyes, alkalis, or other adulterants. It is a strictly high grade cocoa, the best that it is possible for a manufacturer to make from the best ingredients obtainable.

During the show this firm sold to the public a handsome cook book containing 1,308 recipes, of which only 73 call for cocoa or chocolate. It is a complete cook book prepared by Maria Willett Howard, an experienced and successful teacher of cooking.

The exhibit was in charge of Stanley Wharton, the western representative of the Walter Lowney Co. of Canada, assisted by J. Adams. Miss H. G. Vance, the company's expert cocoa demonstrator, presided at the cocoa counter.



Winnipeg Pure Food Show—Lowney's Chocolates.



Winnipeg Pure Food Show—Wood's Coffees.

Wood's Coffees.

Thomas Wood & Co., of Boston and Montreal, had an attractive display of their teas and coffees, which were served free to thousands of visitors during the progress of the show. Their business comprises the importation and sale of teas and coffees and it now extends over the entire United States and Canada. Five years ago they established a branch house in Montreal and their Canadian business has been a success from the start. In great measure this has been due to their system of co-operating with the grocers in the introduction and sale of their high grade lines. They appoint exclusive agents in the various trade centres and support their efforts with aggressive and common sense advertising methods. Their agents are protected as no competitors can buy the Wood lines and as the goods are strictly high class they net the trade a nice substantial profit. Many grocers devote too much of their energy to the lines that are sold at a small margin of profit to the neglect of the money-making trade in high class lines of package teas and coffees. Thomas Wood & Co. invite correspondence with grocers who are anxious to push profitable lines.

E. J. Clark, the western representative of Thos. Wood & Co. was a busy man during the show explaining to the throngs of visitors the standard of absolute purity which is insisted upon by this firm in the manufacture of their products and, as a result of his efforts, hosts of new friends were made for Wood's Boston coffees and Wood's pure teas.

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Brandon Wheat Ci



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Wheat City Flour Mills Co.

The largest booth in the show was devoted to a display of the flour manufactured by the Wheat City Flour Mills Co., of Brandon, Man. This is the firm formerly known as the Alexander Milling Co. and its products are recognized all over Canada as deserving of recognition for their purity and excellence.

Brandon has been known as the "Wheat City" since the early days of

garian," "White Rose," and "Royal Patent" brands and the milling plant being thoroughly up-to-date it is small wonder that expert analysis has found such an unusually large proportion of glutinous matter.

The exhibit was tastefully arranged, and, being situated at the entrance, made a substantial and imposing display. L. Maclachlan, who was in charge of the display, found his time well occupied in demonstrating to the many

Grocers can obtain supplies direct from the company's agents, as mentioned each week in the advertisement of this firm in this paper.

McCormick's Biscuits.

McCormick's biscuits and confectionery have a sure hold on the Canadian trade from the Atlantic to the Pacific, but as a result of the exhibit at the Winnipeg Pure Food Show many new



Winnipeg Pure Food Show—Wheat City Flour Mills Co.

the west because it is situated in one of the most fertile and productive wheat growing districts in the world. No better wheat is grown anywhere than is produced in the Brandon district and it is in the "Wheat City" that the Wheat City Flour Mills Co. has its mill and buys its wheat. The best wheat grown in the district is used in the manufacture of the "Premier Hun-

visitors the superiority of the company's products and in handing out miniature bags of White Rose flour neatly wrapped in tissue paper.

Wheat City flour is now being used all over Canada. The C.P.R. use it exclusively in the Royal Alexandra Hotel in Winnipeg and the endorsements of the C.P.R. hotel management speaks volumes for the quality of the flour.

friends were made for these lines in the Manitoba capital. As can be seen from the accompanying illustration, the McCormick exhibit was without doubt one of the most attractive in the whole show, the display of biscuits and confectionery being arranged to good advantage.

The central feature of the display was,



Winnipeg Pure Food Show—McCormick's Biscuits and Confectionery.

of course, the McCormick line of Jersey cream sodas. These sodas are celebrated from the Atlantic to the Pacific because of excellencies all their own. Being packed in tin boxes, they retain their freshness a long time and they are always crisp and pleasant to the taste.

Hundreds of visitors daily stopped to sample the McCormick line of hard sweet biscuits, served by capable demonstrators, who explained to all those interested the absolute standard of purity insisted upon by the manufacturers. Not only do the McCormick Mfg. Co. insist upon an absolute standard of purity, they insist also upon a uniform standard of excellence. No package is allowed to leave the factory until it has satisfied every requirement. It is this uniform excellence that makes the McCormick line so desirable for a dealer to handle.

But biscuits do not constitute the whole of the McCormick line; confectionery is a very important part of the output. The same standard of purity and high quality are insisted upon in the manufacture of confectionery as in the manufacture of biscuits. This accounts for the high place won by the McCormick high-grade chocolates.

London, Ont., is the home of the Me-

Cormick Mfg. Co., but in the west they are represented by Dingle & Stewart, of Winnipeg, to whom all orders from the western provinces should be sent.

The Nugget Polish Co.

Though not, strictly speaking, a pure food, yet quite in keeping with a groceries exhibition and providing a pleasant variety from the majority of booths with good things to eat, was the exhibit of the Nugget Polish Company, Limited, which occupied a prominent position in the centre aisle. This firm, whose head office is in Toronto, had on exhibition a very neat display of their splendid English shoe polish, and although introduced into this country a little over a year, has already taken a prominent place by reason of its excellent quality. The booth was in charge of A. R. Kent, Canadian sales manager, who was kept busy demonstrating the quality of the goods, especially in regard to its proof against water. Shoes shined with Nugget polish form the proverbial "duck's back," upon which no water can stay. A basin of water on the front of the booth proved this to the satisfaction of all visitors. A lad in neat khaki uniform was also in attendance upon a chair where free shines were provided for everybody who wished to avail themselves of the opportunity.

The Nugget polish, in addition to being waterproof, does not rub off and will not even soil a clean towel, proving conclusively how valuable it is to anyone who wishes to avoid soiling clothes. The polish is being retailed at 10 cents per tin and the grocers who visited the exhibition were convinced of the advisability of adding it to their stock, especially in view of the fact that it can be kept in stock without fear of its drying up and becoming worthless; neither will it freeze. The firm also manufacture a harness polish and a furniture polish in paste form, the latter retailing at 10 cents.



Winnipeg Pure Food Show—"Nugget" Polish.

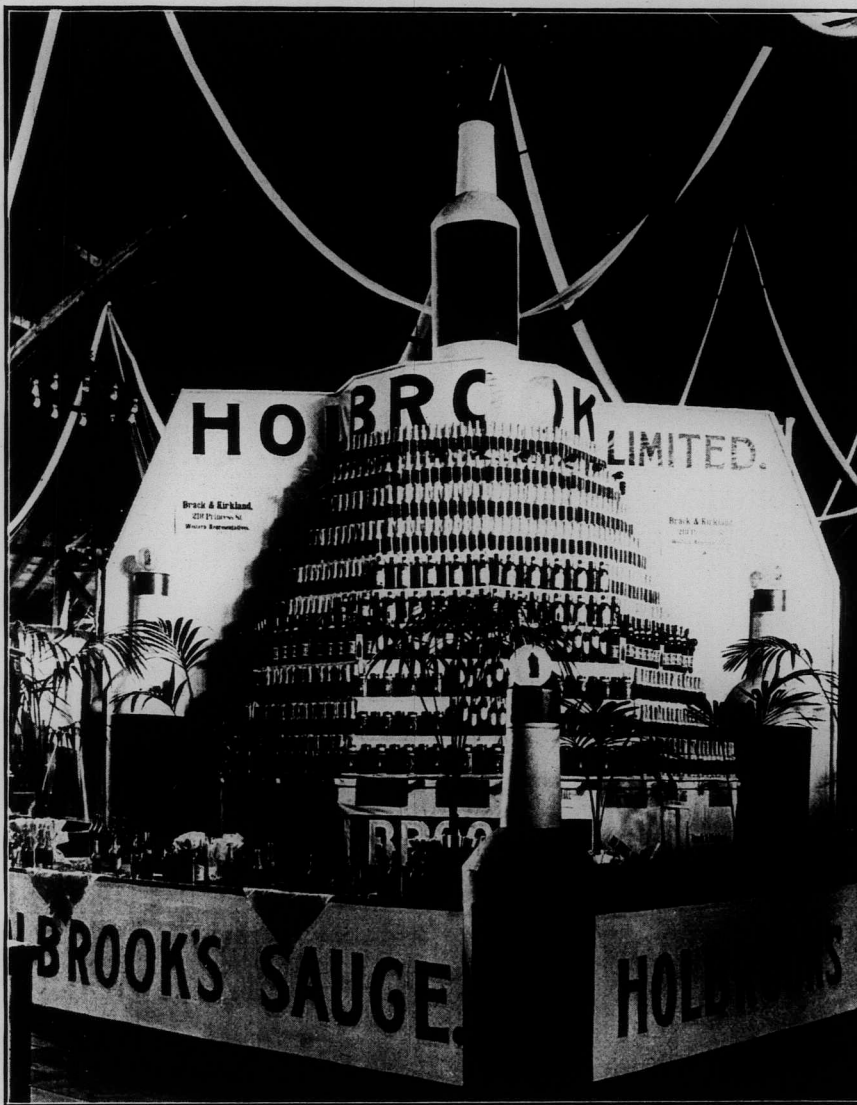
Holbrooks Limited.

For several months past, Holbrooks Ltd. have been conducting an extensive demonstrating campaign and it is their intention to cover all the Canadian trade centres in this way. A large staff of demonstrators are now at work in Western Canada but perhaps nowhere have this firm done more effective work than at the Winnipeg Pure Food Show, where their handsome booth was the popular meeting place for so many visitors. Samples of their Worcester sauce and pickles were served to hundreds of people every day and approving comments were many and enthusiastic.

Holbrooks Ltd. claim to have the largest sale of Worcester sauce in the world and they are making a determined effort now to capture the Canadian trade. In their English factory they use the largest vat in the world, a vat three times larger than the great vat on exhibition at Heidelberg. This vat contains sufficient to fill over 2,500,000 bottles and as it is only one of many vats in use at the factory some slight idea may be gained from this statement of the enormous output of Holbrook's Worcester sauce.

Visitors to the show were anxious to learn about pure foods and the demonstrators were careful to point out the dangers from adulterations. The name "Worcestershire Sauce" covers many injurious concoctions sold at a low price but the manufacturers of Holbrook's sauce stand behind their goods and absolutely guarantee their purity. As one result of the exhibit at the Winnipeg Pure Food Show the Winnipeg ladies are now fully alive to the dangers of using Worcester sauce of doubtful quality.

The Canadian headquarters of Holbrooks Limited are in Toronto, H. Gilbert Nobbs being manager. Brack & Kirkland, 218 Princess Street, Winnipeg, are the western agents for this firm. The exhibit was in charge of H. Musham, an expert window dresser. Window dressing, by the way, is a department to which Holbrooks Ltd. are paying particular attention, and many attractive displays have been arranged by them in Canadian stores.



Winnipeg Pure Food Show—Holbrook's Sauce.

The Dyson Co.

At the booth of The Dyson Company it was plainly demonstrated that Winni-



Winnipeg Pure Food Show—Red Cross Goods.

peg need yield the palm of quality to no other city in the world in the manufacture of pickles and baking powder. It is the simple truth to say that the exhibit afforded an eye opener to many visitors to the show, and helped to confirm many a Winnipegger in his belief that his city can manufacture goods of as high quality as any in the world.

The booth was situated at the west side of the building, and was the first on the west aisle to attract the attention of the visitor. Containing many luxuries and necessities dear to the housewife's heart, displayed in attractive form, it was a popular booth with the ladies, and the samples of sweet "Red Cross" pickles served to the visitors did much to increase the popularity of the brand.

The "Red Cross" line includes baking powder, flavoring extracts, coffee, spices, pickles, catsups, sauce and vinegars. The pickle business of this firm has grown so rapidly that they have found it impossible to obtain a sufficient supply of vegetables from the market gardeners, and they have therefore found it necessary to secure land of their own for the purpose. Five hundred acres of land have accordingly been bought near Lower Fort Garry, and this year some 50 acres of cucumbers are under cultiva-

tion, and under ordinary circumstances about 15,000 bushels of this vegetable will be grown on the company's own land.

The Dyson Co. have a separate vinegar plant which has at present a capacity of 1,000 proof gallons per day. This vinegar is manufactured from pure alcohol under the supervision of the Dominion Government in the only bonded factory in Manitoba.

Brack & Kirkland.

As will be seen from the accompanying cut, this firm, exhibiting Todhunter,

H. S. Kirkland was in attendance most of the time and was fully occupied in superintending the demonstrations of Todhunter, Mitchell & Company's coffees to the large and appreciative crowds.

Purity Flour.

Purity flour, the flour that "makes more bread and better bread," was shown in a handsome booth near the entrance. The material that is the principal ingredient of the staff of life is the most important element in nearly every variety of pure food and every

barrels, and the Brandon mill 400 barrels, making 7,200 in all.

Not all of this output bears the "Purity" brand; only such of it as is absolutely the finest product possible. Yet, known to the world as the product of the "Purity" mills and inferior only to the "Purity" patents, are a number of brands which are of very high quality. These, in order of fineness, are: "Five Stars," "Buffalo," "Medallion," "Three Stars," "Choice Bakers," "Maitland," and "Huron;" and any one of them is good enough for



Winnipeg Pure Food Show—Todhunter, Mitchell & Co.

Mitchell & Co.'s coffees and spices, had a very prettily decorated booth where coffee was served to large numbers of visitors daily.

Both Messrs. Brack and Kirkland are well known to the trade, the former having been connected with Todhunter, Mitchell & Co. for some 25 years.

Brack & Kirkland, as mentioned elsewhere, are also western representatives for Holbrooks, Limited, and the success that has attended their efforts is clearly seen when the phenomenal sale which these goods have already had in western territory is taken into consideration.

housewife interested in the food problem was interested in the Purity flour booth and the explanations given as to the absolute purity of all "Purity" flour.

Winnipeggers are proud of the big mill across the river in St. Boniface in which so much of the Purity flour is made. This company also have mills in Goderich, Ont., and Brandon, Man., and the largest is in St. Boniface. This mill is one of the best equipped in the world and represents the highest triumph of the miller's art. It has a capacity of 5,000 barrels per day; the Goderich mill has a capacity of 1,800

a housewife's satisfaction and a wheat food consumer's blessing.

These, and many other interesting facts about "Purity" brands were explained to many visitors during the show. Thousands of picture post cards, showing the big mill, were distributed and it is safe to say that "Purity" flour made many new friends during the progress of the show.

Blue Ribbon Limited.

An interesting and instructive exhibit was that of Blue Ribbon Ltd., of Winnipeg, situated on the west aisle, between the booths of the Winnipeg Fish



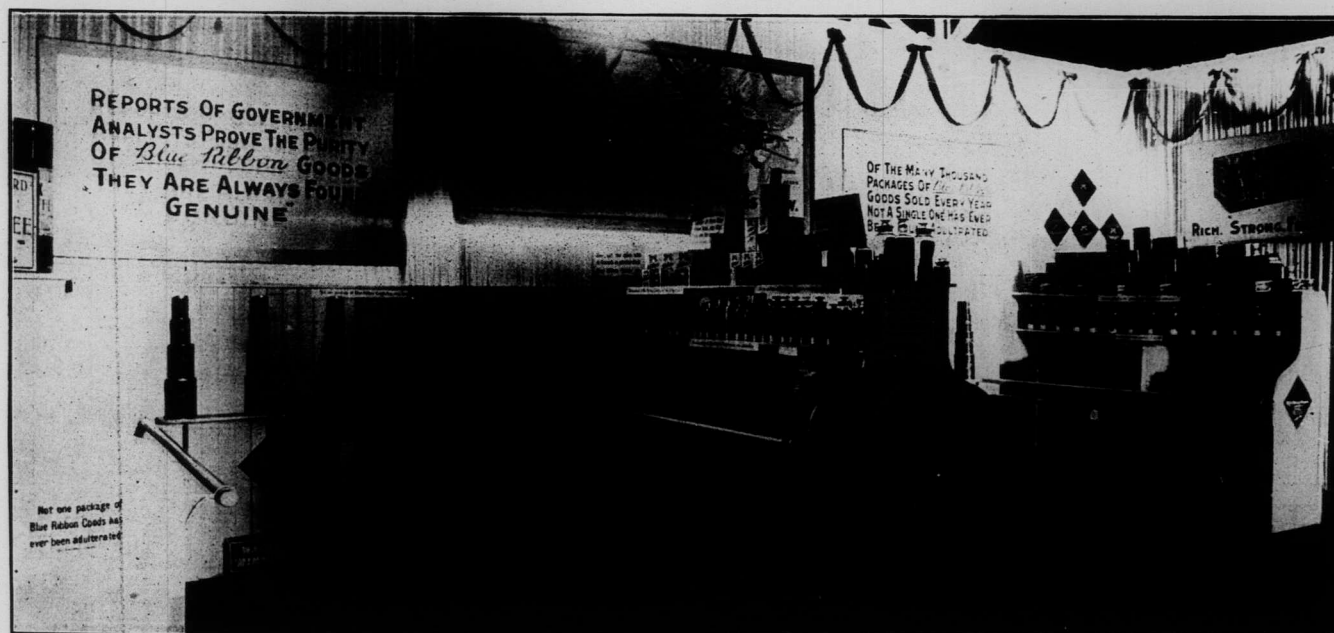
Winnipeg Pure Food Show—Purity Flour.

Co. and The Canadian Grocer. Probably no other exhibitor so carefully followed out the idea which is supposed to be the cause d'être of pure food shows. J. H. Morrow, advertising manager of the company, was in charge of the exhibit and he was thoroughly capable of explaining in lucid and interesting fashion the many dangers which lurk in adulterated spices. In glass jars and tubes were shown many samples of compounds which are used to adulterate cheap spices and the many visitors to the booth were warned of the conse-

quences which surely follow the consumption of impure spices. Samples of pure and adulterated cassia and cinnamon were shown side by side in glass tubes and it was clearly demonstrated that while the difference can easily be detected by the sense of smell, there is little apparent difference in the appearance. It was impressed upon all visitors, trade and general public alike, that the only safety lies in purchasing the package goods of a reliable manufacturer, and in this connection attention was drawn to the sign prominently displayed

to the effect that "Of the many thousand packages of Blue Ribbon goods sold every year, not a single one has ever been found adulterated. See Government bulletins."

The display was a spacious and attractive one, as may be seen from the accompanying illustration. The "Blue Ribbon" line of teas, coffees, spices and extracts were tastefully displayed and the decorations were harmonious and pleasing to the eye. An interesting feature was a large chart showing that the raw material for the manufacture



Winnipeg Pure Food Show—Blue Ribbon Tea.

of Blue Ribbon products is gathered from every corner of the world.

Manitoba Canning Company.

The Manitoba Canning Co., of Grande Pointe, Man., had an attractive exhibit of canned meats and westerners were pleased and interested to see that such a large variety of high class canned meats were prepared within a few miles of Winnipeg. Roast beef, corned beef, lunch tongue, boneless chicken, etc., were among the varieties of canned delicacies served to the throngs of visitors to the booth.

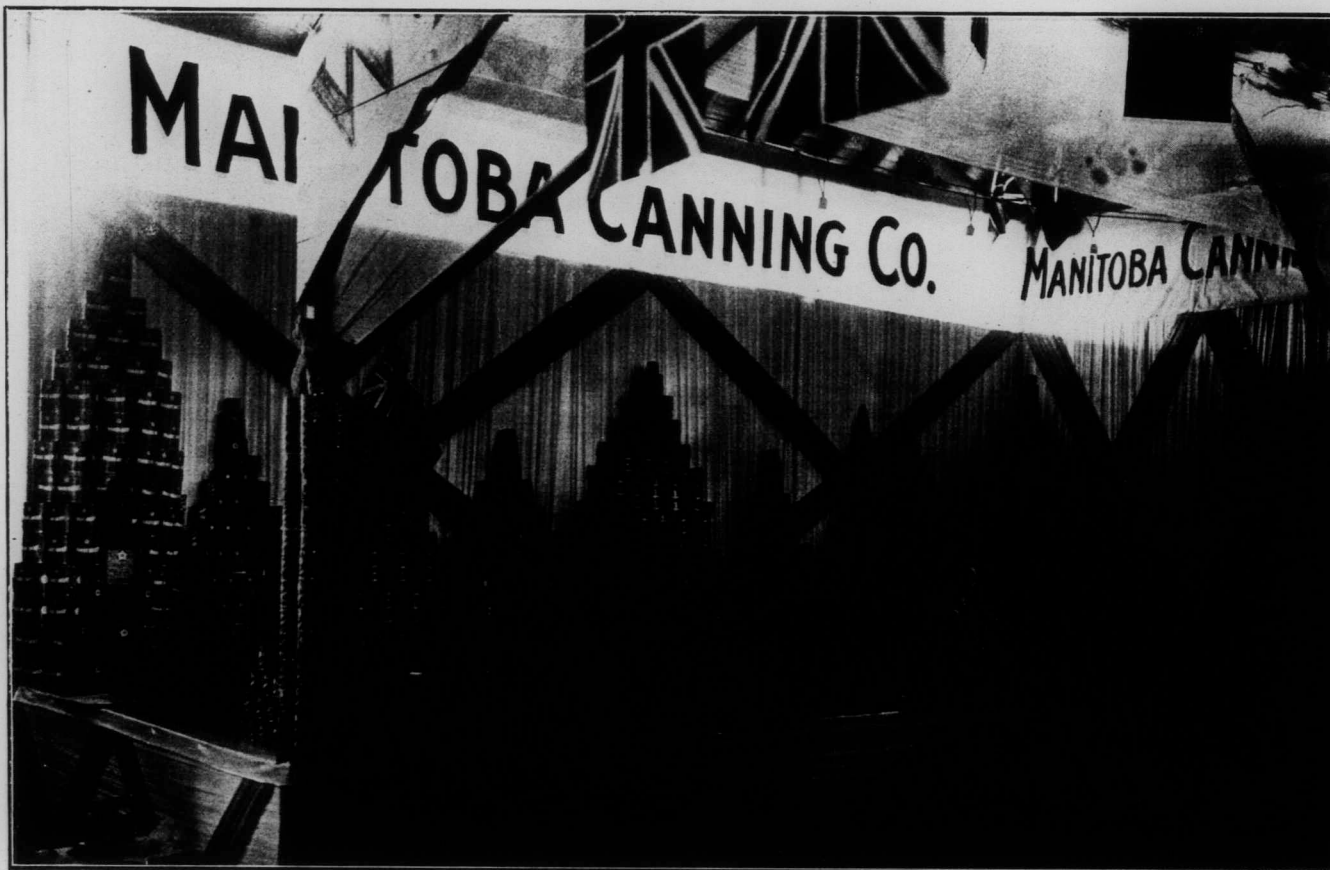
The Manitoba Canning Co. has not been very long organized, but its products have already obtained a strong hold upon the trade and consuming public. The most scrupulous cleanliness is

by spurious products which have only a very slight maple flavor. Adulteration of maple products has been so prevalent that it has often been very difficult for dealers to be sure that they were getting the genuine article. To protect the public and to safeguard their own interests, some of the largest maple syrup producers in the Eastern Townships formed not long ago the Maple Tree Producers' Association and they absolutely guarantee the perfect purity of every can of their "Pride of Canada" maple syrup and sugars. The association is composed of reliable business men and maple sugar makers and they will not under any circumstances allow or permit the adulteration of maple syrup or maple sugar.

among the pure food exhibits. The profits of the grocer would be larger if he did not throw away so much in overweights, and the computing scale, like the cash register, is designed to stop the small leakages that are responsible for so many losses. Among the various computing scales on the market the Stimpson scales occupy a foremost place and W. J. Butt of Winnipeg the western manager of the Stimpson scales, is placing a large number of these scales in the up-to-date stores of Western Canada.

Lucerna Chocolate.

Lucerna chocolate made many new friends during the progress of the show, thousands of samples of this delicious Swiss milk chocolate being distributed.



Winnipeg Pure Food Show—Manitoba Canning Co.

insisted upon at every stage of manufacture, and when a year ago so much was said about the unsanitary conditions prevailing in canning factories across the line the Manitoba Canning Co. management were able to demonstrate to the Government inspectors that everything was as it should be in the factory at Grande Pointe.

Nicholson & Bain are the distributors to the wholesale trade and retailers can obtain supplies from any wholesale house.

Maple Tree Producers' Association.

One of the most popular booths in the whole show was that of the Maple Tree Producers' Association of Waterloo, Que., in charge of S. E. Bradley. Western people are large consumers of maple syrup and maple products of all kinds, but they have often been imposed upon

Baker's Cocoa.

Walter Baker's cocoa was to the fore as usual, cocoa being dispensed to hosts of visitors by cocoa maids neatly and tastefully dressed in the costume of 1700, and according to the well known design, as shown in all the Baker advertising. Baker's cocoa is made in a large factory and under the most sanitary conditions. Absolute purity is insisted upon in all stages of preparation and the Walter Baker Co. can safely guarantee every tin of cocoa that leaves their factory.

Stimpson Computing Scales.

Scales are scarcely pure food, but they are a necessary part of the equipment of the grocer who dispenses pure food and hence the Stimpson Computing Scale Co. were entitled to a place

The Dominion agents for Lucerna chocolate are John Bearns, Ltd., 14 Bank of Hamilton Building, Winnipeg. Dingle & Stewart, Winnipeg, are selling agents in the west.

Mr. Ledoux Talks.

W. Ledoux, assistant organizer of the Retail Merchants' Association of Western Canada, returned to Winnipeg last Saturday from an extended trip throughout the west. He called at The Canadian Grocer booth at the Pure Food Show.

"Our membership is growing very rapidly," said Mr. Ledoux, in response to a question by The Canadian Grocer man. "We have added at least 300 new members during the last four months, and we have formed strong local boards at many points."

"Yes, I find sympathy with continued."

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"Yes, I find the dealers very much in sympathy with the association," he continued. "I have covered a good part of Saskatchewan and part of Manitoba during the last four months, and I have met with a splendid reception in every town I have visited."

Here and There with the Pure Food People.

A. E. Carson, Canadian manager of Lipton's teas, was in Winnipeg this month attending the Pure Food Show. Before the close of the show he went west to Calgary on business.

H. Gilbert Nobbs, Canadian manager of Holbrooks, has recovered from his recent illness. He went west from Winnipeg last week on a business trip to the Pacific coast.

Wm. Georgeson, of Winnipeg, who is retiring from the Codville-Georgeson Co., has bought the Codville-Smith Co. business in Calgary. Mr. Smith is retiring from the firm and the business will now be carried on under the name of Georgeson Co., Ltd.

J. C. Dietrich, of Shurly & Dietrich, Galt, Ont., was in Winnipeg last week on business and went west to the coast after a few days' stay. Because of his many good qualities Mr. Dietrich is familiarly known among the boys on the road as the "Prince." He visited the MacLean Publishing Co. booths at the Pure Food Show during his stay in Winnipeg, and there held a pleasant reception for his friends in the trade.

Other Exhibits.

Foley, Lock & Larson, of Winnipeg, had a large and attractive exhibit of "Lock Brand Ever Fresh" biscuits, made in Winnipeg, and succeeded in demonstrating to the crowds of visitors that Winnipeg can produce biscuits and confectionery in competition with the world.

St. George's Baking Powder was attractively displayed and made many friends.

Christie, Brown & Co. had a large booth devoted to their big line of biscuits. It was situated in the east aisle.

Price's Baking Powder was on exhibition and its good points were well brought out by expert demonstrators.

Boyd's bread was displayed in a large booth at the entrance, fashioned in the shape of Fort Garry gate.

The Crescent Creamery, of Winnipeg, attractively displayed their brands of creamery butter and pointed out the safety of having butter sold in sealed packages.

INDIAN TEA CROP.

For the season ending March 31, 1907, the London Times says that it is now practically certain that the yield of tea from all districts of India amounted to about 237,000,000 pounds, compared with 221,000,000 pounds in 1905. A deduction from the total available for export has to be made on account of what is retained for local trade and consumption—variously estimated to be between 5,000,000 and 7,000,000 pounds—but, allowing for this, there will remain about 231,000,000 pounds, of which 52,000,000 have been taken by the colonies and foreign countries, leaving 179,000,000

pounds for the United Kingdom. For the corresponding period in 1905-6 the total received in the United Kingdom was about 174,000,000 pounds, and the quantity shipped elsewhere from India about 42,000,000 pounds. Though not a specially fine crop, the quality has proved to be equal to, and in some districts superior to, the general average of former years, notwithstanding the large increase in the yield.

Another Opinion.

Consul-General Michael, of Calcutta, reports that the total quantity of tea shipped from India during the year ended March 31, 1907, amounted to 232,386,944 pounds, an increase of 18,623,440 pounds over the preceding year. The increase in shipments to Australia and New Zealand amounted to 2,000,000 pounds, while the United Kingdom increased its purchases by 9,000,000 pounds more than in 1906. The shipments to America fell off about 2,000,000 pounds. The total quantity of tea shipped from Calcutta and Chittagong to the United Kingdom during the month of April was 429,261 pounds, a decrease of 135,214 pounds compared with the corresponding month of 1906.

WHY HE GOES THERE.

C. L. Marshall, Toronto sales manager for the MacLaren Imperial Cheese Co., has quit work for a couple of weeks, and may be found any morning on the banks of streams in the vicinity of Burleigh Falls, devising new schemes for luring the elusive trout from his native element.

It seemed destined to remain forever a mystery why Mr. Marshall always centred his holiday affections on this particular spot, until one day he revealed the secret. "I go to Burleigh Falls," he said, "primarily because I know of no other place where I can acquire such a keen appetite, and secondarily because there I can satisfy it to repletion with Panyan pickles."

OLD CHEESE AT 16C. A POUND.

Henry Wright, president of the MacLaren Imperial Cheese Co., has just returned from Detroit, after making an inspection of the company's business in the States, the entire management of which was lately taken over by Alex. MacWillie.

While Mr. Wright was in Detroit several hundred boxes of old cheese were sold by the Detroit sales department at the record high price of 16c. a pound. This is a new high water mark and one which will take a lot of beating.

A WELL-EARNED REST.

C. H. Roosmale-Cocq, Toronto manager for Blue Ribbon tea, has shaken the dust of the city from his feet and left for Montreal and the east on his summer holidays. We wish him a good time and lots of it.

NEWFOUNDLAND NOTES.

N. Morey & Co. have received a cargo of 3,500 tons Cadiz salt.

Edwin Murray is advertising fresh arrivals of P.E.I. potatoes.

R. Wright & Son are special agents for Graham's French coffee.

Henry Blair is holding a special sale. Mr. Blair carries a fine line of goods.

T. A. MacNab & Co. are selling agents for Windsor table salt for the colony.

R. Fennell has recently received a large consignment of Canadian butter.

Mrs. S. K. Bell, proprietress of the Crosbie Hotel, has left for P.E.I. to visit relatives.

Geo. M. Barr is shipping large quantities of fish this year direct from the west coast to Oporto.

Buffalo flour is a good seller in this market. J. W. O'Dea & Co. are wholesale agents for this brand.

J. J. St. John is advertising a large sale of currants at popular prices, which is moving them off quickly.

J. Hunt, commission merchant, does a large business on the west coast and is very popular with the trade.

T. T. Cartwright, representing Magic baking powder, is still on the west coast. He is expected in St. John's shortly.

Rothwell & Bowering are advertising a large stock of Canadian butter and cheese. This firm report a large business to date.

Provisions are very high in price. Pork to-day is selling much cheaper on the spot than to arrive. Molasses is also firm.

C. P. Eagan has always on hand a fine line of new vegetables from the States. Mr. Eagan has worked up a large business.

T. J. Edens receives large shipments of new vegetables by each steamer. He also gets large shipments of fresh salmon from the west.

Thos. Smyth & Co., wholesale grocers, receive large shipments of oranges and bananas by each arriving steamer. This company are making a specialty of tea.

Canned lobsters are higher than they have ever been. Packers are getting from \$15 to \$16 per case of 4 dozen, this being the highest price ever paid in this country.

T. & M. Winter have just received a large order for Mont Bernard tobacco. This is one of the largest selling tobaccos in the colony, and the above-mentioned firm are exclusive agents for it.

Competition for cured codfish is very great and almost all the big St. John's houses have schooners out buying fish. This competition makes the prices good and the fishermen are reaping the benefit.

The fishermen report about an ordinary catch to date in the north, but in the west the catch has been very poor and prices are exceptionally high. Those best posted say there is bound to be a drop shortly.

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Established 1886

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MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - - - - President

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ENFORCING PURE FOOD LAW.

The full enforcement of the American National Pure Food Law is now about to be carried out and Canadian food-stuff men will watch the results with interest.

Authoritative officers in the Department of Agriculture who have no connection with the Bureau of Chemistry, which is charged with the enforcement of the law, assert positively that the public attitude as to the rigid enforcement of the food law and the support that is coming in from the best class of manufacturers has been such that there can be no hesitation in the full application of the law to all classes of products. They give the strongest assurances that every means will be resorted to under the law in giving the widest effect to it. The chief reliance will be the corps of inspectors now about to go into the field. It is realized, of course, that the crucial period in the history of the law will come when adulterations begin to be detected through the work of the inspectors and when the ground is

cleared for the institution of suits against those who are found to be knowingly violating the provisions of the act. When work of this sort is begun it will be positively ascertained just how far public opinion will support the new system of food law administration.

ADOPT THE CASH SYSTEM.

The adoption of new policies means a great deal to the business man and to the commercial world. It means a great deal because it always involves the interests of an individual, of a corporation, of a community, or of all combined.

Of all men, perhaps, the merchant is the last to commit his fortunes to any innovation or change. That which makes him so conservative is some imaginary element of uncertainty which looms up large and terrible before his eyes and blinds them to seeing any good results which may possibly emanate from the change of policy. In a number of cases, especially in rural districts where the conservative spirit is most in evidence, the merchant would rather put up with commercial conditions as they are, however unsatisfactory they may be, than risk the consequences of the adoption of some new principle calculated to do him a great benefit.

How long will it take the merchant to see the folly of such unreasonable conservatism, and the wonderful possibilities in that which is new? What can we expect from a worn-out axle but collapse? or what can we expect from a worn-out and obsolete system of credit but failure to make profits?

All sorts of flimsy excuses are given by merchants for not adopting a strictly cash system in their business, but none of these excuses have any weight because they are not founded on solid facts and absolute truth. True, it is hard, for instance in a town of 5,000 inhabitants for one grocer to start asking for cash and refusing credit when all the other merchants are giving credit for periods of one month, or three months, or six months. But that difficulty is only apparent and not real. That merchant who is trying to establish his business on a legitimate and the only profitable basis is the one who will win out, and the others who are giving credit will eventually lose foothold and slip back. At first the people may go from merchant number one to those who will give them credit, but not for long. Customers are sensible to reason and they will soon show their respect and confidence in number one's integrity by coming back to him and bringing others with them

THE PERCENTAGE OF PROFIT.

A discussion on the methods of figuring the margin of profit has recently been going on in some American papers. One writer, in asking the question: "What per cent. profit would I make if I bought an article for \$10 and sold it for \$20?" was given the answer: "One hundred per cent."

Answers of this kind are given in most arithmetics used in public schools, but no more misleading answer could be given, as it leads the prospective business man to think of the percentage of profit in an entirely false manner. As a matter of fact, the profit on the above transaction was only 50 per cent.

Another writer asks the question: "If a man buys a horse for \$50 and sells him for \$75, what percentage of profit does he make?" Answer: "50 per cent."

Suppose a man contemplated the sale of a horse on the basis of the above transaction. A broker approaches him and offers to conduct the negotiation on the basis of a commission of 33 1-3 per cent. Now, the owner of the horse, having a profit of 50 per cent. in sight, agrees to this, and the broker, having completed the transaction, renders a bill as follows:

Sold, one horse, at \$75
Commission, 33 1-3 per cent. 25
Due seller \$50

The seller's books would show a profit of 50 per cent., entirely eaten up by the commission of 33 1-3 per cent. Not good figuring, is it? Yet this is the way some small merchants figure, which fact doubtless accounts for them remaining small.

The following table, given in an article by Fred. C. Lariviere, a Montreal wholesaler, in Hardware and Metal of Jan. 19, 1907, will be found valuable where merchants wish to figure on a certain percentage of profits:

To make 16 2-3 per cent. profit add 20 per cent. to the cost.
To make 20 per cent. profit add 25 per cent. to the cost.
To make 25 per cent. profit add 33 1-3 per cent. to the cost.
To make 33 1-3 per cent. profit add 50 per cent. to the cost.
To make 50 per cent. profit add 100 per cent. to the cost.

The only way a merchant can make 100 per cent. is to get something for nothing and sell it for something.

Customer—See here, waiter, I've found a button in my salad.

Waiter—Yes, sir; that's part of the dressing.—Ex.

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GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

CHATHAM.

The Hawken Milling Co., Limited, of Wallaceburg, want a name for their brand of flour. Said name must not be in use, or ever used as a name for flour by any other person or miller, and must be received on or before the 31st day of August, 1907, by the company, who will appoint judges to make the selection. To the person submitting the winning name they will give a bag of the flour.

The St. Clair street pavement has at last been finished, and the business men are pluming themselves on the up-to-date appearance of the street. It is now the widest paved street in the city.

Five years ago a few enterprising agriculturists in the vicinity of Leamington commenced the shipment of early vegetables to satisfy the markets of Toronto, Montreal and other places. They found the demand for their produce quite brisk, and so the shipments increased year by year, until this season it is estimated that as many as seventy-five cars of this early produce have left Leamington. Lettuce, cabbages, tomatoes and melons are grown quite extensively for the city markets. Much of this shipping is done by the Erie Fruit Co., a farmers' co-operative concern with fifteen members. Besides the Ontario market, the demand from the west is beginning to be felt.

Last Saturday Chatham had another big gathering, being the annual picnic held by the employees of the Buffalo division of the Pere Marquette Railway. There was a big crowd in the city for the day, and the employees put on a good programme of sports, in addition to which there were speeches and band music. This is the third year that the Pere Marquette people have held their picnic in Chatham, which, together with the recent C.O.F. convention and L.O.L. celebration shows the growing favor with which the Maple City is regarded as a place for an outing.

Wallaceburg is to have a big demonstration in the near future, the occasion being the firemen's gathering on August 5, 6 and 7. The I.O.O.F. and the business men of the Sugar City have signified their intention of decorating, and a gala day is promised.

John Peters, for several years in charge of the grocery department of T. B. Shillington & Co., Blenheim, left last week for Hamilton, where he has gone into the grocery business in partnership with his nephew, Eric Bounsall, also a former resident of Blenheim. The firm have purchased a good stand and stock on Barton street, near the implement works. Prior to the departure of Mr. Peters his brethren of the I.O.O.F. honored him with a complimentary banquet. Mr. Peters has held practically all the offices in the gift of the local lodge, and his colleagues took occasion to gather

in large numbers for the purpose of spending a pleasant evening, and wishing him a fitting god-speed.

Chas. Jeffery's grocery at Blenheim was recently visited by fire, the conflagration originating in the meat room in the rear of the cellar. The fire smouldered for some time before being discovered, but when found it was soon extinguished, the damage being chiefly from smoke and water. Had it not been for the prompt work of the fire fighters, one of the best business blocks in Blenheim would likely have been destroyed.

A settlement was arrived at between the insurance inspectors and Mr. Jeffery in record time, the figure agreed upon being \$350.

The scarcity of small fruit is having a certain discouraging effect upon business here just at present. Strawberries gave out last week, the final offerings appearing about Wednesday. Raspberries are hard to procure. A few of the first appeared on the market last Saturday. Gooseberries and black currants will be a short crop from all appearances, though red currants are coming in fairly well. Usually there are plenty of these fruits in by this time of year. Raspberries are largely winter killed. Late frosts and lack of rain at the proper season also exerted a detrimental effect. Cherries are scarce. The average farmer doesn't feel like picking a small crop, preferring to leave them to the birds. The amount of work involved in picking a bushel or so of cherries is such that the farmers won't bother with them.

Owing to this scarcity, the grocery trade are looking forward to a good business in canned fruits, unless the prices are outrageously high.

Miss Lily Bosworth, daughter of J. V. Bosworth, left last week on a trip to New York.

Wilfrid McCorvie, of John McCorvie & Son, left on Monday morning, accompanied by P. K. Morley, on a trip to Jamestown exhibition. They will also visit Philadelphia, Baltimore, Washington, New York and other points of interest en route.

Duncan Morrison, of John McCorvie & Son's staff, is confined to St. Joseph's hospital, suffering from typhoid fever.

INGERSOLL.

All the local grocers report a very brisk trade thus far this month. The fruit season is always a busy time with the grocers, and this, coupled with the warm weather of the past couple of weeks, during which the housewife refrained from doing only the necessary work, materially swelled their receipts. There has been a big demand for glass

jars and sugar, as well as for canned goods of all kinds. This week will likely see the end of the strawberries. They are still coming in, but in limited quantities, and the price has jumped to a much higher mark, while the berries are much inferior to those of the early part of the season. The dealers are agreed that the quality of the strawberries was about of the usual standard, but they were not as plentiful as last season. This is, no doubt, due to the cold weather during the time the berries were maturing. The quantity preserved will be far short of that of early years, which will mean an increased demand for other fruits. At the present time the strawberries are selling at two boxes for a quarter. The prices here never dropped as low as those of previous years, the major portion of the sales being made at ten cents a box or three boxes for a quarter.

The small fruits are now coming in. Red currants promise to be plentiful and the red and black berries will also be a good crop. The currants are now selling at seven cents a box, and the berries at fifteen cents a box, with the quantities very limited, but it is expected a much larger supply will be marketed before the end of the week.

Cherries are arriving in larger quantities and the demand continues brisk. The red ones are selling at \$1.25 and the black ones from \$1.50 to \$2 per basket. The main difficulty with the grocers is for them to fill their orders, as cherries are one of the most popular fruits offered here.

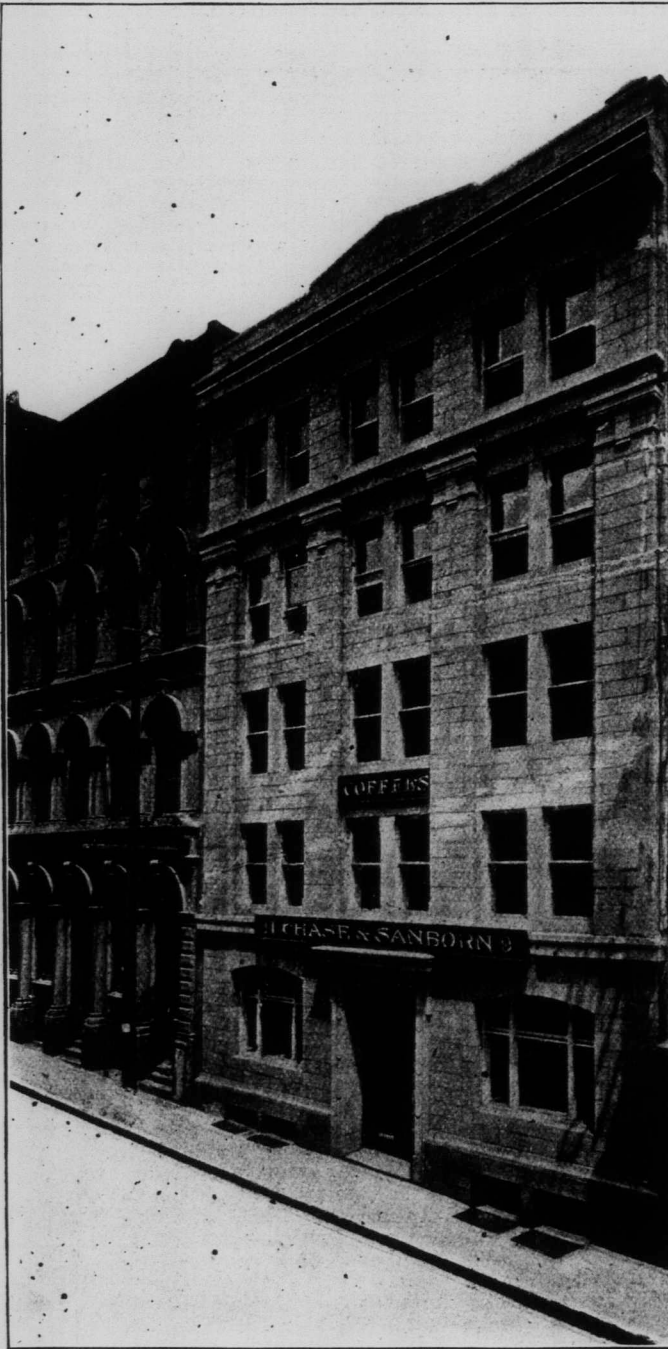
The prospects for a good tomato crop in this section is still a very debatable question. The frost of about three weeks ago is said to have damaged the early plants to no small extent, but many state that the early plants are thriving and give promise of a good crop.

As far as can be learned, the prospects have never been better in this section for a big crop of potatoes. The vines are well advanced, strong and healthy looking, and from their appearance the crop will be one of the best in years.

Thursday was observed as a holiday, it being the occasion of the excursion of the Sunday Schools of the town, which was run to Pore Stanley. The holiday was proclaimed by Mayor Coleridge, and the grocers closed their doors and went with the young people to the lakeside on pleasure bent.

During the past few weeks many deputations have visited Ingersoll to inspect the factory of the St. Charles Condensing Co. As previously noted, a number of towns are making strong bids for the factory which the company intends establishing in western Ontario, as they are fully aware of the importance of the one here. The factory is a means of bringing the farmers from a radius of several miles to town every morning, and this fact means that the grocers and other places of business are benefited.

(Continued on page 56.)



Chase & Sanborn's New Warehouse and Factory
9 and 11 St. Helen Street, Montreal

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CHASE & SANBORN'S NEW QUARTERS.

We are pleased to have the privilege of presenting to our readers in this issue a view of Chase & Sanborn's new building. Practically every grocer in Canada is acquainted with this old established coffee house, and know that they have been located for the past twenty-five years at Nos. 431 to 435 St. Paul street, Montreal. Their new premises include Nos. 9 and 11 St. Helen street, just two blocks west of the old store, and within fifty yards of the Board of Trade building, and consequently in the heart of the wholesale district of the metropolis. The phenomenal development in business is the cause of this change to larger and more commodious premises.

The new building has six floors, each 50 by 100 feet, with provision for an extra story when necessity demands. The front portion of each floor, with the exception of the office on the ground floor, is reserved for manufacturing purposes, the rear being the warehouse section. This part faces on a courtyard, thus giving excellent shipping facilities and light to the rear portion of the building, which is a handsome, substantial structure, with the front of Montreal grey stone, and the sides and rear of pressed brick.

The factory part of this mammoth establishment is indeed interesting, but to give all details would require too much space.

The plant when completed will have a capacity of 18,000 lbs. daily. The old steam plant has been discarded, and electric power is used throughout the whole building, each machine being con-

nected to a separate motor. The manufacturing process commences on the top floor and the coffee passes by gravitation to roasters, cleaning machines, milling machines, and automatic weighing machines, until it reaches the shipping department on the ground floor ready for transportation to all parts of the Dominion.

A visit by any grocer to this splendid establishment will be time well spent, and a cordial welcome can always be depended upon by anyone visiting the firm in their new home. As one of the firm expresses it, "We want all our old friends to come and see us, and the new ones, too."

TRANSIENT TRADERS' ACT.

Interesting Decision by Magistrate Houston in Chatham.

Important in its bearings on transient trader legislation was the decision handed down in Chatham last week by Magistrate Houston in the case of Rex v. Brody. This was an action brought by the city against a young man named Benjamin Brody, who refused to pay the transient traders' license. The evidence was all taken some time ago, when Magistrate Houston asked the prosecuting attorney and the counsel for the defence to hand in written argument on the subject. This Messrs. Lewis and Stanworth did, and the court, after considering same, handed down judgment dismissing the action without costs. Mr.

Houston's judgment comprises a little better than five typewritten pages, wherein he gives his reasons for dismissing the case.

The magistrate points out that according to the evidence taken there was no doubt at all that the object of the council in passing Bylaw No. 111 was to protect the retail merchant and make the granting of a license prohibitory, or exclusive to one man. This was done indirectly with the same effect as if it had been done directly. Further on, the judge says:

"This Bylaw No. 111 was passed on the 19th day of March, 1907, and not one single license has been taken out under it, and no person has endeavored to take out a license under it. One man only has offered to eake a license—Peter Mitgisa—and only on condition that he obtain the exclusive right. That being the case, it is beyond doubt in my mind that the bylaw is such that the general public or people in the business of hawkers or peddlers will not take out a license, if more than one be granted, and that I find on the evidence was the intention when passing the bylaw. Under the bylaw in force at the time the bylaw complained of was passed, the defendant in this case, as he did not use the push cart or horse or waggon, but carried his rugs, would have been entitled to a license on the payment of \$10. Under this bylaw he would be obliged to pay \$100, and the only evidence I have is that a person

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27 St. Sacramento Street

MONTREAL

in that business could not afford to pay that amount. This is uncontradicted."

May Appeal.

Subsequent to the delivery of this judgment, Mayor Stone was asked if the city would appeal the case.

"I cannot say," was the reply; His Worship adding that he would consult with Chairman Austin of the finance committee.

Members of the council are by no means satisfied with the decision. One alderman indignantly denied that the bylaw had been framed with the object of giving the peanut vendor, Mitgis, an exclusive license.

The city fathers want their bylaw enforced. The magistrate takes the view that, had he convicted Brody, and the latter appealing, secured reversal of the decision, the city would have been compelled to pay costs.

This is the third decision of the kind which Magistrate Houston has handed out on the transient trader question.

CORRESPONDENCE

(Continued from page 53.)

KINGSTON.

Many changes are expected in Kingston in the near future—smelting works, cement block and brick works, etc. McKelvey & Birch will soon occupy their new store. The fire played awful havoc with the old one, but it will soon be forgotten. Their new premises will be a storey higher. R. J. McKelvey, the son of one of the firm, is in ill health and his medical advisers have sent him off to a summer resort to get back what he lost of flesh and blood. Verily, business behind the counter is an arduous life.

The Bellevillian correspondent is blowing about having three grocers representing that city as aldermen. That's good; I wish it had nine grocers, then the place would go ahead like Kingston. Order, please; I've got the floor. Then Belleville would have good sidewalks and the girls would have smaller feet. Don't get angry; this is nothing new, for everybody knows a girl of seventeen in Belleville takes a No. 7 shoe, and then it pinches. Kingston has a good, live council, but, like all cities, it has several wooden aldermen, fit only to sit with an air of pomp and do nothing but yawn and raise objections. Our

mayor is Jack Mowat, nephew of our late beloved premier, and brother of Herb. M. Mowat, president of the Toronto Reform Association.

Kingston has produced more great men to the square foot than any other city. Look at Sir John A. Macdonald, once premier of the Dominion of Canada; Sir Richard Cartwright, Johnston, of Belleville. Yes, Canada would not be what it is if it hadn't been for Kingston's talent.

James Shaw, who once traveled for W. G. Craig & Co., is here on a short vacation. He is located in New Brunswick, N.Y., where he is manager of Woodworth & Co.'s 5c. and 10c. store. He likes the business and could not be induced to go back to the grocery trade.

Andrew Shaw is visiting the scenes of his childhood. He learned the dry goods business here years ago with his cousin, Felix Shaw, who was proprietor of the Glasgow Warehouse. Andrew went to Cornwall and opened up a cash grocery, known as Shaw Bros. Then he moved to Ottawa, where he ran a grocery for a year or so. Selling out a good business he accepted the position of manager of one of Charleston's 5c. and 10c. stores at Ottawa, which position he gave up some time ago to open up a 5c. and 10c. store on his own account in Hull, Que. He is well pleased with this move. Business is good and prospects bright for the future.

* * *

The cry is being raised, buy prunes ahead, they are going to be out of sight! Canned salmon will be 50c. a case dearer. I don't know whether it (Additional correspondence on page 60.)

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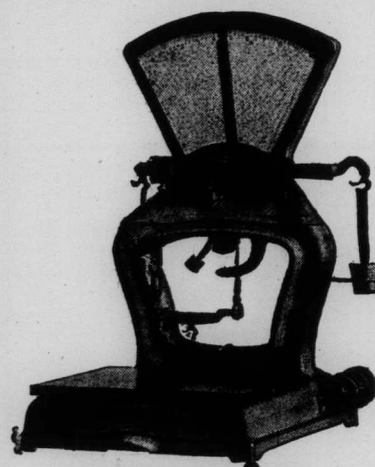
Davenport, Pickup & Co.

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WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts



Scale No. 70

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

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STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

HERE'S A PROPOSITION

That Will Interest You

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

Gold Standard Baking Powder

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

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

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

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

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

Wethey's Celebrated Mince Meat
in Packages and Bulk.

Laurel Canned Goods

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.



**Capstan Brand
Pure Tomato
Catsup**

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

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont

It pays to have proper connections in

The West

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

Consign your cars to us and please your customers.

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

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

meets the most exacting require-
ments of your customers.

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

Breakfast
Bacon

Buy The Best



MADE BY
FEARMAN
HAMILTON

More Trade and Better
comes to the man who stocks the brand of
groceries and provisions the particular women of
Canada demand.

 **Corona** 
Brand

is so much better than the next best brand of
groceries and provisions that there is no com-
parison.

Mr. Grocer! When you place your orders with
us you are not placing them with your own com-
petitors. Besides, you get the brand that assures
a bigger and a better trade.

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

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

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

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

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

The ex-
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SPRAGUE
CANNING MACHINERY CO.,
 CHICAGO, ILL., U.S.A.

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

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

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

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

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

port little export business passing, but the market here is steady, notwithstanding.

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

CHEESE — The market is firm at last week's prices.

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

EGGS — Eggs have advanced within the week, and the seeming impossibility of obtaining really good stock at reasonable prices will probably have the effect of sending them higher shortly. Prices at country points are lower than in the city.

Eggs.....	0 18 0 19
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HONEY — Prices are nominal and business is very quiet.

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

POULTRY — There has been a remarkably active demand for spring chickens the last week. Deliveries were almost double those of a week ago, and the consumption was largely increased. Old stock remains at about unchanged prices.

Live Weight.	
Spring chickens, per lb.....	0 12
Old fowl.....	0 09
Ducks.....	0 08
Spring ducks.....	0 10
Dressed weight.	
Spring chickens, per lb.....	0 15
Old fowl.....	0 10
Ducks.....	0 10
Spring ducks.....	0 12
Tom Turkeys.....	0 12
Hen ".....	0 14

CORRESPONDENCE.

(Continued from page 56.)

is wise to stock up. Some believe in buying just what you need from day to day. You escape insurance premiums, loss of interest and get your discounts. Should a fire occur, can you prove your claim? A pretty hard job, for not one grocer out of twenty keeps his books so he can tell what his present stock is worth. Take stock, open up a merchandise account, and keep your cash straight. If you can't, get someone who can, or a cash register, for if a fire takes place, the man who is so smooth and pleasant in getting you to take out a policy will tell you he has nothing to say. It is between you and the inspector, who is no respecter of persons.

If 100 business men would form a union and each put \$100 a year in the bank

against possible loss by fire, what would their capital be at 3 per cent. in ten years, should no fatality take place? Cities should adopt municipal insurance and get out of debt. Cities are millions in debt. Insurance companies are millions to the good.

We never know from where we sit, How soon our riches may vake a flit.

LONDON.

An important business change was completed this morning, when Norman McLeod, of the Cash Bargain Store, King street, purchased the business of H. Backus, corner of Adelaide and Dundas streets, which was formerly conducted by Mr. McLeod. The latter gentleman will put one of his sons in to run the business.

* * *

Small fruits are coming in very slowly. Raspberries made their first appearance in the stores on Saturday, selling at twenty cents a box. Cherries bring fifteen cents per quart, and are hard to get. With such a scarcity and high prices, it is little wonder that the demand for sugar customary at this season is entirely absent.

An idea of the importance of London as a grocery centre may be gained from the fact that there are in this city nine wholesale houses and 182 retail stores. Besides these, there are seven brokers who handle groceries, while five firms are engaged solely in the wholesale tea business and five in the retail.

* * *

The Canadian Packing Company are now fully installed in their new premises on Dundas street, formerly the New York store. The place is well adapted to the growing needs of the company's retail trade, as it runs from Dundas street clear through to the market square. The company's big factory in the east end of the city is kept constantly running at full capacity, and their shipping business is something enormous.

GUELPH.

Last week was a good business week here, even if the farmers were busy. The fruit was a little scarce, strawberries being still the main feature. Cherries made their first good showing and sold from \$1 to \$1.25 a basket. Raspberries were a little higher, 16c. to 18c. a box. Butter and eggs were also scarce. A nice lot of new cabbage was sold at 75c. a dozen.

The butchers report spring lambs as being very scarce, and the price almost prohibitive, from 18c. to 25c. for choice cuts.

On Tuesday, the fruit market was cleared before six o'clock in the morning, only two loads being offered, and were picked up quickly. The strawberries are done, but the raspberries were a choice sample and sold from 15c. to 16c. by the crate. While everybody was looking for cherries, the supply was very limited, and \$1.20 was easily obtained, which is really more than they are worth, for we can hardly get more than \$1.25 retail and sell many. A nice lot of berries brought 75c. a basket.



WILSON'S
FLY PADS

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

ARCHDALE WILSON, - HAMILTON

CLA

S
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Our
 La
WM.

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ORDER
NIC



YOUNG AND OLD

all alike. Your customers want

CLARK'S CANNED MEATS

(87 VARIETIES)

Some leaders for hot weather sales.

- CORNED BEEF**
- LUNCH TONGUE**
- SLICED SMOKED BEEF**
- OX TONGUE**
- HAM LOAF**
- ROAST BEEF, Etc.**

Our absolute guarantee of quality with each tin.
Latest catalogue and price list for the asking.

WM. CLARK - MONTREAL

O'Mara's Bacon

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

Toronto, July 19, '07

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

JOSEPH O'MARA

Pork Packer, Palmerston, Ont.

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

**A LONG STORY IN
FEW WORDS**

Reliable



Preferable



Saleable



Profitable

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

CEREALS AND CONFECTIONERY

Heavy Selling in Chicago Wheat Market Continues—Flour Trade Quiet, With Export Business Increasing — A Successful Retailer's Remarks.

Heavy selling in the Chicago market has been the feature of the wheat situation for the past week. Especially was this the case in the early part of the week, when rumors of a telegraphers' strike and more favorable reports of weather conditions in the Northwest were the direct causes. Values suffered a further decline under the actions of the bears later in the week, and though a half-hearted effort was made to advance prices, and seemed, for a time, to promise success, the market sagged off, and closed with prices at a low ebb. Towards the end of the week a firmer tone was manifested, and the market resumed a normal level.

Flour prices are steady, with increased export business reported. A fair portion of the latter is maintained upon a mutual concession basis, English buyers being slower than Canadian in lowering quotations. There is little business of any account passing in cereals, the demand remaining about as last week.

Confectionery.

"It's almost pathetic to observe the way in which some grocers are losing money these days," said a prominent retailer the other day. "When I say 'losing money,'" he went on, "of course I don't mean that they are necessarily showing a balance on the debit side of their cash books. What I do mean is that many grocers, by refusing to handle confectionery, are every day losing money that would come to them of itself as soon as they started handling this very profitable line. I've been in business for thirty years myself, and I have sold confectionery for twenty of them. I give it a prominent place in my store, and honestly believe that, were I to drop it now, I should lose a large number of customers." If this man has found confectionery profitable, is there

any reason why you shouldn't go and do likewise. It's worth a trial anyway.

MONTREAL.

FLOUR.—The flour market is in a healthy condition, with a good demand. Export trade is quiet. No change in the price column over figures ruling the previous week.

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

FEED.—The demand for heavy feeds continues good but is rather slow on bran. The export trade is considered to be very satisfactory just now. Prices are ruling firm, with no changes at present.

Fine oatmeal, bags.....	2 60	2 75
Standard oatmeal, bags.....	2 60	2 75
Granulated.....	2 60	2 75
Gold dust cornmeal, 98 lb bags.....	1 70	2 00
White cornmeal.....	1 65	1 75
Roller oats, 90-lb. bags.....	2 40	2 50
" 80-lb. bags.....	2 30	2 37½
" bbls.....	5 05	5 35

ROLLED OATS.—The rolled oat market is in a satisfactory condition, but is experiencing only a fair demand. Staple prices rule.

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

TORONTO.

FLOUR.—Not much export business is passing and locally the demand is not great. Canadian millers are not inclined

NAP. G. KIROUAC & CO.,

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

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

to make an English buyer eager to do business. Oats are getting 1 velop about 1 the new crop

60 per cent. patents \$5 Strong bakers.....

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

CEREALS considering t change in qu that prices f much higher

Rolled wheat in b Rolled oats, in woc in bag oatmeal, standard.

Mitchell & merchants, o ceeded by J

We supply

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The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



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

It pays you to pay for quality.

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

PURITY

IMPORTANT NOTICE

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

KKOVAH JELLIES

**Custard Powder,
Health Salts**

and other well known products of

SUTCLIFFE & BINGHAM
MANCHESTER, ENGLAND

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

Maclure and Langley

152-154 Pearl Street, TORONTO

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

**Particular People
Like Our Flour**

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

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

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

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

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

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lee)

It won't be long before your trade will be demanding

CAILLER'S CHOCOLATE

They are getting to learn and love it—don't have them go to another store for it—stock it—Write us for particulars.

General Agent for Canada

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

Because It Pays



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

COWAN'S COCOA and CHOCOLATE

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

COCOA and CHOCOLATE

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

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

If you have been in business any length of time you must know that

Mott's

"Diamond" and "Elite"
brands of

Chocolate

are the consumers' favorite. If only opened up lately, you'll find people asking for it. Be prepared for the demand—stock it. You can buy it from any grocery jobber.

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

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

**TRADE AND FOOD STUFF
NEWS OF NEW BRUNSWICK**

Special Correspondence of The Canadian Grocer.

St. John, N.B., July 22.

There was but little change in market prices during the past week. Green vegetables are beginning to come in, but are still quite high. Eggs and butter remain firm, and meats vary little in price. Lemons are rated \$1 a box higher, and varieties of fruits have advanced somewhat. Pressed hay in car lots has dropped \$1 a ton, and will scarcely go higher again this season. Fish of all kinds are quite plentiful and the prices steady.

Indications point to a slump in the butter market. Exports to Great Britain show a great falling off from last year, and it is probable that as a result the price locally will drop considerably.

Although little or no change is predicted in the price of beef, particularly the higher grades, there is some indication that there will be a decline in the figures on other meats. Vegetables, especially potatoes, will be cheaper, and fruits will, from present indications, be fairly plentiful.

The fishing trade, as a whole, at this port, is not up to the standard. The line fishing for cod and pollock along the Bay of Fundy coast is, however, better than it was this time last season. Gaspereaux fishing was not as good as last season, and was away below the average yearly catch. Gaspereaux sell for \$5.10 per barrel, salted. Some lots have been sent away to the West Indies. The salmon fishing, although not finished, is not as good as it was last year at the same time, but this last week there was some improvement and it is expected that this season's catch will be about the average. They sell now for 12 and 13 cents a pound. The shipment to the United States is not so large as it was last year, but the local markets have been taking more salmon on account of the high price of meat. The shad fishing was a failure altogether, but it may be that the catch of fall shad will partially make up for this.

The stringency in the money market is now affecting St. John, as well as other business centres. The various banking houses here have raised the discount rate from six to seven per cent., and it is thought the rate may go still higher.

Strawberries have been quite plentiful this year. The lowest quotation last week was six cents, wholesale, for good seock. It is probable that the tendency from now on will be for higher prices.

The town of Hartland, Carleton county, was visited by a very disastrous

fire early on Monday morning, July 15. Nearly the entire business section of the town was wiped out, the loss being estimated at about \$100,000, with insurance of less than \$20,000.

One of the worst features of the affair is that the fire was evidently of incendiary origin and the business men of the town have offered a reward for evidence that will bring the guilty party to justice. An investigation will be held. Among the properties destroyed were two large stores owned and occupied by Keith & Plummer. They had the largest general store in Hartland and one of the largest in the county. Their loss alone will be well up to \$50,000. Some of the other properties burned were: Fruit store occupied by Miss Janet McMullin, Horace Nixon's general store, J. T. G. Carr's warehouses, in which G. W. Breen had a large stock of groceries.

The burned buildings were all of wood. Keith & Plummer will rebuild at once.

N. W. Eveleigh & Co., of Sussex, have purchased the property now used as a tinware factory, from H. H. Dryden, Limited, and will take formal possession in about three or four months. They will fit the property up for a boot and shoe and clothing business, and utilize the whole of their present premises for their grocery department.

The death occurred at Fredericton, on Friday, July 19, of Charles Alf Tupper, a highly respected resident and, until about a year ago, a very successful grocer. Last year he sold out his grocery business and went west, returning recently. He was 61 years of age and was a son of the late Rev. James Tupper, a well known Baptist clergyman and cousin of Sir Chas. Tupper. He is survived by his wife, one son, Dr. Tilley S. Tupper, of Clareholm, Alberta, and two daughters, Mrs. Geo. Hozen and Mrs. T. A. McVey, both of Fredericton. The funeral was held on Sunday.

According to present arrangements, the C. P. R. Atlantic steamships will again make St. John their winter port and, as last year, Halifax will be utilized only as a port of call to embark and disembark the mails. The first steamship, the Empress of Ireland, will sail from here on November 15.

The people of St. Stephen and St. George and, in fact, all along the line of the New Brunswick Southern Railway, are rejoicing in the announcement that the road is to be repaired in a thorough manner. The line has been in

need of a thorough overhauling for some years.

The contract for building the new cold storage warehouse has been awarded to P. Mooney & Sons, and the work is going ahead rapidly.

Fred T. Barbour, of Geo. E. Barbour & Co., wholesale grocers, arrived home from England, Friday. He was accompanied by his mother and sister.

BRANCHING OUT.

The Modern Canner Co., of St. Jacobs, Ont., is rapidly placing its excellent canning plants in all sections of Canada, from coast to coast. It has recently placed plant for R. J. Hogg, of Peachland, British Columbia, and Fraser Bros., of Kelowna, in the Okanagan Valley. These are but two of a large number of plants it has recently installed. The Pendleton Farmers' Exchange and Shaw Bros. & Co., of Keremeos, also bought Modern canners. Other points that have these plants are Sardis, Vernon and Vancouver.

TRADE NOTES.

Watson Bros., general store, Newington, have dissolved.

R. A. Richardson, grocer, of Toronto, has sold to G. M. Mowat.

A. Dumesnil & Co., general store, Coteau du Lac, have dissolved.

Hamilton Waddell, general store, at Sombra, has sold out to W. C. Shaw.

J. E. Sullivan, general store, Herbert, has been succeeded by McCann Bros.

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

D. Bohlender has recently started an attractive grocery business in Waterloo.

Pitwin & Cutrara, fruiterers, Winnipeg, have been succeeded by L. Cutrara.

W. F. Yeo purposes opening a general store in Letellier, Man., about August 1st.

Geo. Mooney, of Sapperton, has been succeeded in business by Chas. Dynes.

The grocery department of J. A. Good's store, Berlin, has been taken over by R. Weber & Co.

The warehouse of J. T. G. Carr, general store, Harkand, N.B., has been burnt. Insurance was carried.

Charles Chaput, of Chaput, Fils & Cie., is spending five weeks vacation with his wife at Old Orchard Beach.

Arch. Snowdon, of Snowdon, Forbes & Co., Montreal, was in Toronto this week. He reports business exceedingly good.

St. Onge & Gilbert, grocers, of Montreal, have suffered partial loss to their stock by fire and water. Partial insurance was carried.

LEA AND PERRINS,

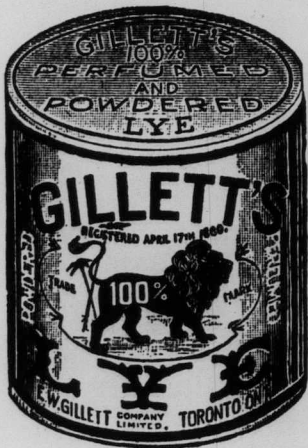
SOLD BY FIRST-CLASS GROCERS ONLY!

SAUCE

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

BY ROYAL WARRANT.





Just Read the Directions.

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, BUT do they pay you as well as the old reliable—the standard—GILLETT'S LYE.



GILLETT'S CHEMICAL WORKS—ESTABLISHED 1852.

Late Valencias (California), fancy, 150 176, 200, 216	5 00
" " " " 250's	4 25
" " " " 288's, 300's	4 00
Ovals, 80's 10 1/2, 150's 1/2 boxes	2 35
Sorrentos 20's 300's	3 00
Lemons Verdillia, 300's	5 25
" " 2's 300, 360	4 50
Messinas and Sorrentos, 3 0's	4 25
Bananas, Jamaica firsts, per bunch	1 60
Bananas, jumbo bunches	2 00
Strawberries, Canadian per qt	0 10
Cherries, Canadian, eating, per basket	1 25
" " cooking	1 00
Cantaloupes (California), per case	5 50
Limes, per case	1 00
Watermelons, Florida, each	0 40
Gooseberries (Canadian), per basket	0 90
Red currants, per basket	0 91
Raspberries, per box	0 12
Peaches, per box	1 75
Plums, per 4-basket crate	1 75
Pears, Bartlett's, per box	3 25

VEGETABLES — Ontario new potatoes are coming to hand in small quantities, but the quality is not yet such as to offer much inducement to buyers. Delawares are practically at an end, the last car having been received in the city on the 18th. A few small stocks of Ontario's are held by two or three dealers, and these are selling around 75 cents. Carrots and beets are slightly easier.

Potatoes, Delawares, per bag	0 80	0 85
" Ontario	0 70	0 75
New potatoes, per bbl., American	3 40	3 75
Onions, green per doz.	0 15	
Cabbage, new, per case	2 50	2 75
" Canada, per bbl.	2 25	
Beets, new, per doz. bunches	0 30	0 35
Carrots, Canadian, per doz. bunches	0 40	0 45
Lettuce, Canadian leaf, per doz. bunches	0 25	
Spinach, fancy, per bush	0 50	
Radishes, Roseland, per doz.	0 25	
Cucumbers, Canadian, per basket	1 00	1 25
Cauliflower, per doz.	1 25	1 75
Beans, green, per basket, home grown	0 50	0 65
Green peas (Canadian), per basket	0 40	0 50
Tomatoes, 4-basket crates	2 00	2 25
Parsley, per doz.	0 25	
Rhubarb, per doz.	0 40	

FISH — Fair business is passing, trout and white fish claiming most attention. Fresh fish, however, are getting scarce.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 06	0 07
White fish, Georgian Bay, per lb.	0 10	0 12
Whitefish, winter caught, per lb.	0 07	
Haddock, fresh caught, per lb.	0 05	0 06
Herring, medium, per lb.	0 09	0 10
" jumbo, per lb.	0 17	0 18
Sea salmon, per lb.	0 10	
Trout, fresh, per lb.	1 00	1 25
Clooses, per basket	4 75	
Labrador herring, per bbl.	8 08	0 08
Cod, fresh caught, per lb.	0 08	0 09
Hallbut, fresh caught	0 08	0 09
Shredded cod, per lb.	0 30	
Shredded cod, per doz.	2 40	
Halifax fish cakes, case	0 18	0 22
Live lobsters	0 17	0 22
Mackerel each	0 06	0 06
Bluefish, small white, per lb.	0 06	0 06

John Lefebvre, sales manager for the Ozo Company, Montreal, is spending a few days in Toronto this week. He favored The Grocer office with a call.

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

300 Bags French Peanut Kernels
 Prices and samples on application.
ANDREW WATSON
 PRODUCE BROKER
 81 Place d'Youville, MONTREAL
 Phone Main 4409

LEMONS LEMONS

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

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

HOME GUARD BRAND

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

WHITE & CO., Limited

TORONTO AND HAMILTON

LISTEN, PEOPLE!

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

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

FRUITS AND VEGETABLES

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

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

YOU ALWAYS GET THE BEST GOODS

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

FRESH

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

Also full lines of Oranges, Lemons and Bananas

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

HUGH WALKER & SON

Established 1861

Guelph, Ont.

They
Prove
Indispensable

to the retail
merchant who
has mean ac-
counts to collect
—and every one
of them has.

Allison Coupon Books

prevent the friction attendant on those annoying collections, and keep peaceful relations between the dealer and his customers. Goods are paid for as they are bought and still the customer has his charge account.

For sale by the jobbing trade everywhere

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only



GROCERY TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., July 22.

The grocery trade is a little quiet at present. There is a good demand for fruit and the market is fairly well supplied. Bananas are not as plentiful as in past seasons, but there is sufficient to supply the demand. Good stock is selling for 25c. and 30c. per dozen. Good pineapples are very scarce, and seedless oranges are now off the market. During the past week the receipts of Nova Scotia strawberries have been very heavy, over 1,500 crates having arrived. The price held very firm at 10c. per box for the best stock. The demand has been exceptionally good, and it is not expected that the price will go below the above figures.

Trade in canned goods is quiet, as new beans, peas and tomatoes are now on the market. The warm weather has resulted in bringing about a good demand for syrups, lime juice, etc. Sugar is selling freely, but the price has not changed.

The butter situation is satisfactory. The receipts are fully up to the average, and good dairy butter can be bought from 20c. to 22c. for small tubs. Creamery prints are quoted at 24c. to 26c. Eggs are plentiful at 17c. to 18c. The demand is light.

The fish markets, also, are on the quiet side. The arrivals have been much smaller than usual, owing to the unfavorable weather for curing, and the market is practically bare of good fish. Owing to the shortness of supply prices are very firm, and the demand is poor, probably on this account. The big lobster workers of Cape Breton say that this season's catch will be much small-

er than that of last year, and probably 40 per cent. less than the previous year. Owing to the prevalence of ice on the coast last spring, the Government has extended the lobster fishing season, to the Cape Breton fishermen, from July 16 to August 10.

With the warm weather at hand the demand for beef has fallen off considerably, chickens, lamb and veal taking its place. The price of beef is unchanged, and lamb is high, fore quarters selling at 18c. Chickens are small yet, but sell for 75c. and \$1 per pair.

H. C. Ballem, has purchased the Sydney business of H. Rattenbury, dealers in Prince Edward Island produce, and will conduct the same, under the firm name of H. C. Ballem & Co. Direct importation is made of P. E. Island vegetables, fruit, hay and dairy products. The firm has a well-stocked store in the Whitney block, on the Esplanade, and vessels discharge cargo at the firm's own wharf.

A. W. Donly, Canada's commercial agent in Mexico, arrived in the city last week, and on Friday he addressed the Board of Trade. President Bell presided, and there was a large number of business men present. Mr. Donly told of trade conditions in Mexico, and enumerated the articles which might profitably be shipped from Canada to Mexico.

At present, he said, Canadians do not go out after the trade of Mexico or any other foreign country because the demand from the Canadian market now was so large.

The present era of prosperity in Canada would not last for ever and now was a good time to prepare for adverse times by establishing trade connections with Mexico, which would afford a market for any over-production of Canadian factories.

Coffee, tropical fruits, tobacco and sisal grass are the chief articles which might be imported from Mexico.

Mexican coffee is the best on the market. If the transportation facilities were better a good trade could be worked up in tropical fruits, as Mexico has the fruit and Canada the market.

Mexican tobacco is far superior to that from Cuba. \$30,000,000 worth of sisal grass, or fibre for binder twine, was imported into the United States last year.

He suggested that all persons who wish to form trade connections with Mexico to visit the country and examine conditions for himself. He also suggested judicious advertising companies.

It is absolutely necessary to have a capable personal agent in the country. Personal canvass is a necessity in introducing new lines of goods. In all shipments to Mexico greatest care should be exercised in making proper declarations and sending all necessary paper. Failure to do this causes infinite trouble to both shipper and consignee.

! SALT ?

Full Stocks

All Lines

VERRET, STEWART & CO.

LIMITED

MONTREAL

HALIFAX and ACADIA Codfish

are especially put up

TRADE



MARK

to enable the grocery trade of Canada to handle this wholesome article of food to the best advantage. Their convenience, lack of waste and selling quality are worth a lot to a grocer.

Atlantic Fish Companies, Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal

Stuart, Watson & Co., Winnipeg

Chas. Milne, Vancouver

EDMONTON WAREHOUSE SPACE TO LET

**Best Storage in the West
One or Two Flats**

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

Shipments received for Storage or Distribution.

NICHOLSON & BAIN
DRAWER 42
EDMONTON, - ALBERTA

We are now packing the

"FAMOUS BRUNSWICK BRAND"

**SARDINES,
CLAMS
SCALLOPS**

AND

FINNAN HADDIES

We guarantee every tin we pack
Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

Winnipeg Industrial Exhibition

An Educational and Financial Success—An Exhibition Fairly Representative of the Resources and Products of the Great West—Winnipeg Industrial Bureau Deserves Credit—Majority of Winnipeg Manufacturers Took Advantage of Getting Close to the Public—Comments on Some of the Booths.

Winnipeg's Industrial Exhibition held this year from July 13th to 20th scored another success. The attendance from city and country was large, the weather favorable throughout, and the exhibits were many and varied. The management wore satisfied smiles on the closing day, due to the state of the exchequer and the many compliments passed on the success of the big fair.

The Winnipeg Fair is the big fair in western Canada, and as such its exhibits are supposed to be representative of the great country upon which it is able to draw for support. Unfortunately, it is necessary to hold the exhibition early in the summer before the harvest, and, therefore, it is not possible to have an adequate showing of the varied agricultural resources of a great farming country. In other years the manufacturers' buildings have been filled with the exhibits of eastern firms while the Winnipeg manufacturers have neglected the fair almost entirely. This year, while the number of outside exhibitors was about the same as usual, there was a big increase in the number of western firms exhibiting, and the fair was, therefore, much more representative of the resources and products of the west than in previous years. In great measure this was due to the efforts of the Winnipeg Industrial Bureau. Secretary Roland went to considerable trouble in assisting the exhibition management to secure the exhibits of Winnipeg firms and, as a result, the Winnipeg manufacturers were better represented than ever before. Several leading firms whose exhibits might have been looked for, neglected this opportunity of advertising their manufactures, but, as a whole, the "Made in Winnipeg" section presented a very favorable appearance.

Kops' Ale and Stout.

W. L. Mackenzie & Co., of Winnipeg, who are agents in the west for the sale of Kops' ale and stout (non-alcoholic), had a very interesting exhibit. Kops' ales are meeting with a good reception from those who want a good non-alcoholic drink of superior quality. It is made in one of the largest breweries in the world. Many new friends for this drink were made as a result of the exhibit at the fair.

"Meat of Wheat."

"Meat of Wheat," the breakfast food manufactured by the Western Cereal Co., of Winnipeg, had a good exhibit. This firm are now putting their goods in a new package which has a much better appearance than the old. It would

be hard, though, to improve the food itself, as it is made from the best hard wheat grown in the Canadian west.

Gold Standard Goods.

One of the most important of the exhibits in the "Made in Winnipeg" section was that of the Gold Standard lines, manufactured in Winnipeg by the Codville-Georgeson Co. All western grocers are acquainted with the Gold Standard goods, comprising baking powder, coffee, essences, spices and a great variety of similar goods. The exhibit at the fair was large and handsome, the central feature being a big revolving wheel, to which were attached many Gold Standard packages. Across the front was a large sign: "Gold Standard Goods, Made in Winnipeg and Guaranteed the Best."

Stock Foods.

Two stock foods were exhibited side by side, the Hackney and the Carnebac, and each was a centre of attraction for crowds of farmers each day. Each of these firms turns out a reliable line of stock and poultry foods, which they sell through the trade.

J. T. Griffin & Co.

The Griffin products were well to the front and were introduced to many newcomers in the west by a very attractive exhibit. The full line of Griffin hams, sausages, cured meats, lard, etc., were on exhibition, and visitors to the booth were invited to visit the company's plant across Louise bridge. Many took advantage of the invitation, and were shown an up-to-date plant, with a capacity of more than 1,000 hogs per day.

Stimpson Computing Scale Co.

W. J. Butt, Winnipeg manager of the Stimpson Computing Scale Co., had an interesting exhibit of Stimpson scales. The principal feature of the exhibit was a showing of three new automatic springless scales. The leader is the new No. 70, with a capacity of 100 pounds. This is an unusually large capacity for a computing scale and this feature commended it to many interested dealers who visited the exhibition.

Purity Flour.

Immediately in the rear of the Stimpson Scale exhibit the Western Canada Flour Mills Co. had an attractive display of Purity flour. This firm have a tremendous output in their three mills at Winnipeg, Goderich and Brandon, but their products are well known for their purity and high standard of quality and there is no trouble in disposing of the big output.

Computing Scale Co. of Canada.

An interesting exhibit of the Dayton moneyweight scales was made by the Computing Scale Co., of Canada, and many visiting dealers stopped to learn the why and the how of the money saving proposition which this firm put before the trade. The thermostat regulator is one of the important features of the Dayton scale. Every merchant knows how uncertain scales are apt to be owing to the changes of climate. The thermostat regulator on the Dayton scale is designed to regulate the scale in any climate.

Maple Tree Producers' Association.

Many visitors stopped to inquire at the booth of the Maple Tree Producers' Association, at Waterloo, Que. People in the west are large consumers of maple products, but they have very often been imposed upon by spurious products masquerading under the name of "maple." This has done much to check the sales of the genuine article and the bona fide producer has suffered. To protect the interests of the bona fide producers the Maple Tree Producers' Association was formed, and they will not permit any maple products to bear their "Pride of Canada," "Pride of Quebec," or "Canada Country Club" brands unless they are absolutely pure. As a result, the sales of these brands is now very large in the west as well as in the east. Foley, Lock & Larson, of Winnipeg, are the western agents.

Cowan's Cocoa.

Cowan's cocoa, chocolate and confectionery were attractively displayed in a handsome exhibit which attracted the attention of many visitors. Here expert demonstrators were serving cups of Cowan's Perfection cocoa and giving practical illustrations of the good qualities of Cowan's prepared icings for cakes. Among the many confections on exhibition special prominence was given to this firm's "Maple Buds."

Christie's Biscuits.

Some 450 varieties of fancy biscuits were shown in the mammoth exhibit of Christie, Brown & Co. of Toronto. Neatly arranged in glass faced boxes an immense assortment of biscuits were placed on view. Samples of the firm's celebrated water ice wafers were served to many interested visitors, who were told of the steady growth of Christie, Brown & Co. to their present position in the biscuit trade of the Dominion. This firm do not manufacture confectionery, but the whole of their big Toronto plant is devoted to the manufacture of

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biscuits. Scott, Bathgate & Co., of Winnipeg, are western wholesale agents for this firm.

Nugget Polishes.

Nugget polishes were to the fore at the Industrial, as the week before at the Pure Food Show. Many visitors stopped at the booth for a free shine and learned the virtues of the Nugget polish, upon which no water can stay.

Holbrook's Sauces.

Holbrooks had a fine exhibit of their Worcestershire sauces and pickles, and samples were served to many visitors. Brack & Kirkland, the western agents of this firm, report a rapidly growing demand.

Well Satisfied.

Exhibitors at Winnipeg's first Pure Food Show were well satisfied with the results obtained. E. B. Nixon, chairman of the committee in charge, received the following letter the other day from the Codeville-Georgeson Co. expressing appreciation:

Winnipeg, Man., July 17, 1907.

E. B. Nixon, Esq.,
President Winnipeg Grocers' Association, city.

Dear Sir,—We take this opportunity, on behalf of ourselves and Messrs. H. J. Heinz Company, for whom we are agents, of expressing our appreciation of the highly satisfactory manner in which the recent Pure Food Show in connection with your association was conducted.

The general arrangement of details and the systematic manner in which they were carried out, certainly do great credit to the executive ability of yourself, Mr. Coulson, secretary-treasurer, and all other members of the committee in charge of the work.

Your method has undoubtedly been proven to be the most valuable medium through which to place the merits of pure foodstuffs before the consuming public, and we congratulate you on your enterprise and the success which has attended it.

Yours very truly,

CAMERON & HEAP MOVING.

The wholesale grocery firm of Cameron & Heap, are moving into their new premises on Dewdney street, Regina. They occupy a warehouse built for them by Thomas Wilkinson, of that city, 120x50 feet, two storeys and a basement, and are moving in their stock as fast as it can be unloaded. When it is all in their warehouse they will have a stock of about \$60,000, which will be increased to \$100,000 by fall, and will include a complete stock of fancy and staple groceries.

They are handling the goods of Gordon, Ironsides & Fares, and the Gallagher, Holman, Lafrance Co.

The directors of the company are Messrs. Cameron, Heap, Andrews, Burton and Witts, all of whom are experienced in the wholesale grocery business, and associated with them at Regina is Geo. F. Stevenson, so widely and favorably known through his late connection with Codville-Georgeson & Company, who, with C. Stewart Burton, will have the active management of the company.

\$100,000 PLANT.

The Omaha Packing Company, South Omaha, Neb., will soon award the contract for the new five-storey smoke house. When completed the plant will cost about \$100,000.

The Standard Olive Oil

BARTON & GUESTIER

BORDEAUX, France

ESTABLISHED 1725

Shippers of the Highest Grade

—OF—

Olive Oil

In Quarts, Pints and Half-Pints

JOHN HOPE & CO.

Sole Agents for Canada

MONTREAL



To Whom It May Concern:

Notice is hereby given that the undersigned, Drysalters Limited, have abandoned the label heretofore used by them as a Trade Mark in connection with their well-known "Mother's Favourite" soap and have adopted a new label to be used as a Trade Mark in connection with

"Mother's Favourite" Soap

and all persons who now have "Mother's Favourite" soap in stock and who desire to have the new label to attach to their goods can obtain the new label without cost on application to the undersigned.

Drysalters Limited
863 Craig St., E. MONTREAL

In British Columbia, apply to the local agents
RAY & WINDLE, P.O. Box 821, Vancouver, B.C.

Are You Sure That You Are Handling The Right Cigars?

There's a reasonable doubt, Mr. Grocer, unless you are handling the cigars that made Granby famous from sea to sea. Ordinarily good cigars there are in abundance; but cigars nearly as good as

PHARAOH and PEBBLE

are not on the Canadian market anywhere near the price.

PHARAOH is widely known as the king of all ten cent cigars. It compares favorably with the best sold at fifteen.

PEBBLE is better than most ten cent cigars and retails at five.

There's a profit story connected with my way of doing business which every man in the trade should know. Are you posted?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocer!

who doesn't sell Tobacco is not in harmony with the business condition of the age. Since you must sell tobacco it is necessary to sell good tobacco. You are safe in stocking

T. & B.

because all pipe lovers are convinced of its goodness, Men who know will smoke no other, and particular women will allow no other to be smoked about the house.

T. & B. sells more than Tobacco.

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

HAMILTON, CANADA

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Most up-to-date that general saving and are necessary of food been an im of this cha

Previous old style of the open b spices and drawers in were liable sure and ha been in fa of handling grocers wh their old r by giving

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Fixtures beautify th help to a of an inst doing busi floor, 40 b to 1,200 p clerks. Th the old me experts in to-day who ing new st who have s and are ab profit, and of a store customers

**STORE EQUIPMENT
AS A
LABOR SAVER**

Scientific Store Keeping has made
the Making of Equipment and De-
signing of it a Business in Itself.

Most up-to-date merchants now realize that general utility, space saving, labor saving and handsome store equipments are necessary for the scientific retailing of foods, and as a result there has been an increasing demand for fixtures of this character in the past five years.

Previously, we were familiar with the old style open cracker and sugar barrels, the open bin for cereals, dried fruits, spices and other foods generally kept in drawers in bulk quantities, where they were liable to deteriorate from exposure and handling. The consumers have been in favor of a more sanitary way of handling goods, and have encouraged grocers who have made changes from their old routine way of doing business by giving them their trade.

Nowadays every grocer is striving to have the surroundings of his store of such a character as to excite favorable comment on the part of the buyer immediately after entering his place, and by having the goods displayed in such a tempting manner as to induce people to buy. In order to do this the appointments in the store must be of a kind that facilitate the showing and handling of goods, as well as keeping them from the dust and dirt always prevalent in a store, and from mice, insects and "tasters."

A grocer with modern up-to-date equipments, where such goods as crackers, dried fruits, cereals and all farinaceous goods are shown in bins, under glass, and teas, coffees and spices and other merchandise presented in an attractive way in bins made with mirror fronts, and other paraphernalia to beautify the store, making the surroundings pleasant—is the man who is doing the most business to-day, while the old "fogy" who cannot keep abreast with the times, and is satisfied to do business under conditions that have been in use for the past fifty years, is gradually losing business to "the other fellow."

Fixtures of this character not only beautify the store, but reduce the store help to a minimum. The writer knows of an instance where there is a store doing business in Philadelphia on one floor, 40 by 80, and handling from 800 to 1,200 people daily with eighteen clerks. This could never be done under the old methods of retailing. There are experts in this store-equipment business to-day who make a specialty of furnishing new stores and remodeling old ones, who have studied the subject completely and are able to advise to the merchant's profit, and who change the appearance of a store so much in a day that the customers who come in the next day to

buy often wonder if they are not in the wrong place.

Take it to yourself. If two stores, side by side, were doing business, one merchant keeping his goods clean and free of contamination, presenting to the purchaser goods in the best possible manner, and the other just the reverse—prices being equal—where would you spend your money? These are points well worth considering, and the sooner the grocer begins to realize that he has to do just the same as the druggist started to do twenty years ago to retain trade and make new customers, the better off he will be.

John Jane, general store, of Savona, has been succeeded by C. S. Burton.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

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

Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

\$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

\$5,000 HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

FIRST-CLASS Residential Grocery doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

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

SITUATIONS VACANT.

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

WANTED—Salesman in Toronto City for Swiss milk chocolate, Grocers' and Confectioners' specialties, well advertised high grade goods; applicant must be young, active and ambitious, and possess "A1" references; salary at start \$12.00 a week and commission; a successful salesman will be rapidly advanced. Apply with full particulars (strictly confidential) Box 154, GROCER; Toronto. [30]

FACTORY SUPERINTENDENT—Wanted by a new limited company, in Montreal, a young with practical knowledge of the manufacturing of flavoring extracts, fountain syrups, etc.; must be an expert workman, and have A1 references as to character and ability; good position; applicant will be offered an opportunity to secure an interest in the business after six months trial. Apply in confidence with full particulars Box 153, CANADIAN GROCER, Toronto. [30]

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY
TORONTO MONTREAL



Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.



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

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

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

BUSINESS MEN IN MUNICIPAL LIFE

No. 24.

W. M. Howe.

Wellington Mason Howe has probably achieved distinction in municipal life more rapidly than any young man in Canada to-day. He is a native and one of the most prominent citizens of Arnprior, Ontario, and was conspicuous in the municipal affairs of the town long before most young men have even thought of starting up in business for themselves. His own business record has been no less honorable than his political career. He conducts a grocery store and even when he is most busily occupied with municipal work he finds time personally to attend to the management and details of his establishment.

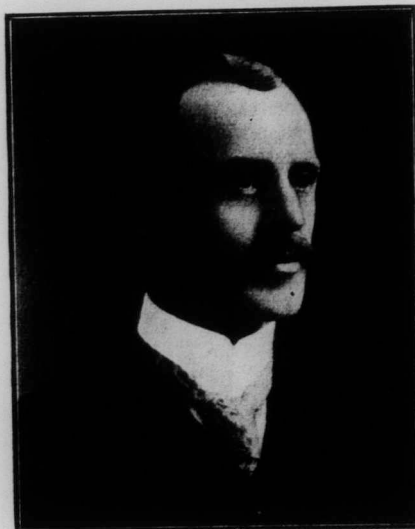
For several years Mr. Howe rendered good service to Arnprior as a councillor, and became mayor of the town in 1902. He was probably the youngest chief executive in the province at that time. In 1903 he was defeated by the late Claude McLachlin, only to head the polls two years later when running for council. In 1906 he was elected mayor by acclamation, and his latest triumph is having been returned at the head of the corporation for 1907 by a majority of nearly 300.

Mr. Howe seems to possess a peculiar aptitude for municipal work. He thinks quickly, is a hard worker and has a fine grasp of detail.

In politics a Conservative, in religion a Methodist, Mr. Howe has held many official positions in connection with Grace Methodist church, being superintendent of the Sunday School and president of the Arnprior branch of the Lord's Day Alliance. In addition to this, he is a member of several fraternal societies and district deputy of the Independent Order of Foresters. No one took a more prominent part than Mr. Howe in securing adequate water-works and sewage for Arnprior, the contracts for these works being let during his first term as mayor. He was responsible for many miles of concrete pavement being laid in the principal streets, and directly instrumental in securing for the town the large shirt factory which was lately erected there. A provincial normal school and a Carnegie library are two institutions which Mr. Howe has in his mind's eye at present, but his ambitions for the success of his town run in anything but a narrow groove, and he is not likely to be satisfied with anything short of the best that can be got.

Any account of Mr. Howe's career and work would be incomplete at the

present time without some reference to what he claims is the most practical and at the same time the wisest thing he has ever done. On June 26th he passed out of the ranks of the bachelors forever and became an enthusiastic volunteer of Hymen's mighty army. It was an opportunity that the citizens of Arnprior had been waiting for. The telegrams, letters and personal congratulations and presents that poured in upon the young couple were enough to have turned the head of another man. A committee representing the town council, officials and citizens of Arnprior waited upon Mr. Howe at his residence after his marriage and presented him in the name of the whole town with an exquisitely illuminated address and a cabinet of table silver. Mayor Howe, in replying to this conclusive evidence of the esteem in which he was held, was visibly affected, and assured the committee, as representing the town, that he would treasure the words of appreciation just spoken no less than the handsome gift which accompanied them,



W. M. HOWE
Mayor of Arnprior.

and that as much of his time and thought as possible would hereafter, as heretofore, be devoted to the interests of Arnprior, industrial, educational and municipal.

A GROCER'S DOG.

At Clyde River, N.S., there is a canine wonder owned by E. B. Thompson, general dealer. The dog is a pure-bred collie, and can do everything but talk. Stub is his name, and he has been trained to attend shop, and does it in the most approved style. When anyone approaches the shop and Mr. Thompson is away, Stub gives so many barks, but let a traveler drive up and Stub immediately rushes to where Mr. Thompson is and begins to bark in such a manner that Mr. Thompson knows whether it is a customer or a traveler.

The dog needed very little training before he became proficient. The writ-

er called on Mr. Thompson some time ago and noticed Stub go off at the top of his speed. On going to the door, and finding it locked, he concluded that Mr. Thompson was away. Just then the dog came back and began pawing at the door. In a few minutes Mr. Thompson appeared. When questioned as to the dog's behavior, Mr. Thompson said:

"If you wait a few minutes you will see he knows the difference between a traveler and a customer." Sure enough, a lady customer came and he began to bark, but did not run to the house to fetch Mr. Thompson. Stub is a magnificent specimen of the true collie, and it would take a lot of money to buy him. He certainly saves Mr. Thompson a great many steps.

NEXT BRAZIL COFFEE CROP.

The new Brazil coffee year, which began July 1, is estimated to produce a crop of 11,000,000 bags by a well-known Havre authority. The totals for six years, with the average price per pound for No. 7 Rio, exchange standard at New York, is as follows:

	Bags.	Average price cents.
1906-07	*20,000,000	.....
1905-06	11,055,378	8.34
1904-05	10,597,080	8.32
1903-04	11,193,506	6.47
1902-03	12,993,534	5.34
1901-02	16,270,678	5.99

*Estimated.

FLOUR TRADE WITH NORWAY.

Jon Bakke, representing Ludwigsen & Schjelderup, of Christiania, was a visitor at the offices of The Canadian Grocer the other day. Mr. Bakke has been traveling over Canada in the interests of his firm, and is decidedly optimistic regarding the possibilities of trade expansion between his country and the Dominion. Referring specially to flour, Mr. Bakke said that the development within the last few years of this branch of trade between the two countries had been remarkable, but he thought there were still many exporters in Canada who were not fully alive to the market that awaited them in Norway, and who, if the figures were laid before them, would be astonished at the growth of the Canadian export flour business to Norway within recent years.

Mr. Bakke is returning to Norway almost immediately, and those wishing any further information can obtain it by addressing his firm at Christiania.

NEW MANAGEMENT FOR OLD STORE.

The Spanish River Pulp and Paper Co., of Espanola, Ontario, has taken over the store business till recently carried on by H. E. Sheppard at Espanola. For the future management of this business the Spanish River Co. have in view a broader policy and scope than that on which it has hitherto been conducted, and this policy will be put into effect immediately.

If you ha

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If you have to do a

Credit Business

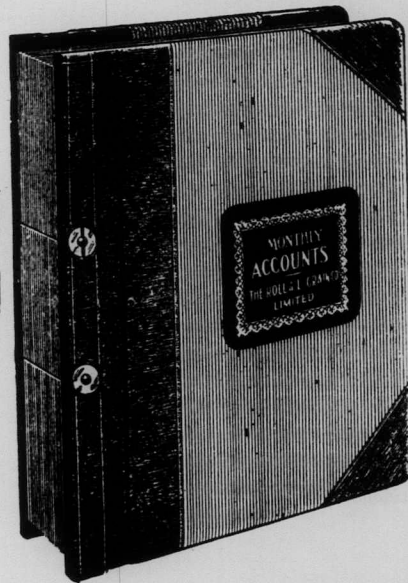
why not make it as easy and convenient as possible?

The Crain Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:
18 Toronto St.

Montreal:
28 Alliance Building.

Winnipeg:
11 Nanton Block,



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 particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

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

LIMITED

THE LAW SAYS YOU MUST

Do you know that a man is obliged by law and with less work than the old-style methods of bookkeeping.

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of \$800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy,



Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

* * * * *

Drop us a one-cent post card asking for further particulars.

You don't have to buy unless we can suit you.

BUSINESS SYSTEMS

LIMITED

85 SPADINA AVENUE
TORONTO - - - CANADA

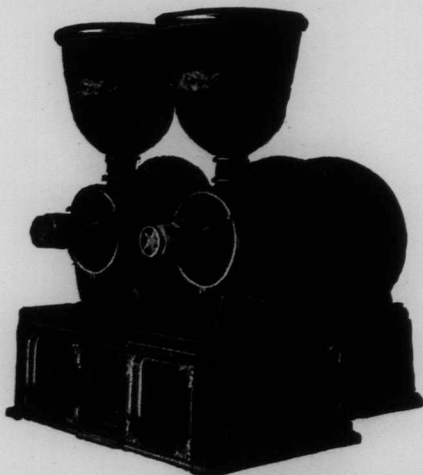
860

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

EVERY GROCER SHOULD KNOW ABOUT

"WALKER BIN" FIXTURES

INCREASE

Business and Profits

SAVE

Time, Labor and Expense

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT.

Limited

Representatives

Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

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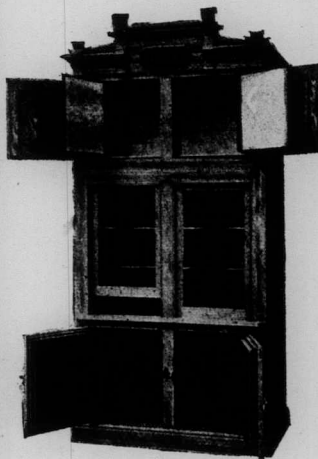
THE SHREWD GROCER

knows that there's just one **Best Laundry Soap** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto



A Prosperous Appearance

goes a long way in convincing your customers of your reliability. **They don't like** their groceries delivered in an old shamble of a rig. And it

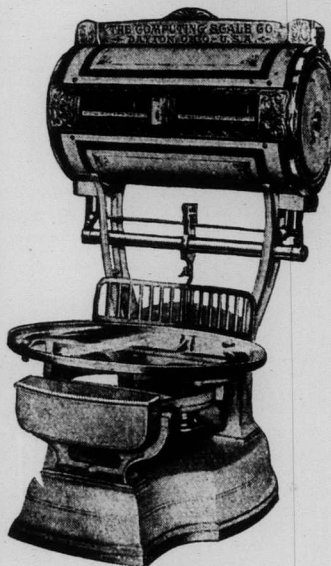
Pleases Them

to have a first-class delivery waggon stop at their doors. Moreover, a first-class waggon is the cheapest—being dependable. That is why you should **write us to-day**. We have some interesting news for you.

H. G. Abbott & Co. London, Ont.

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

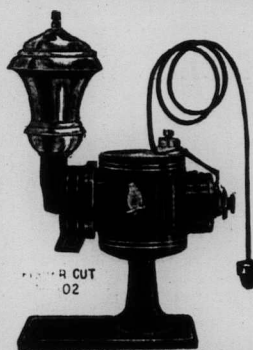
"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

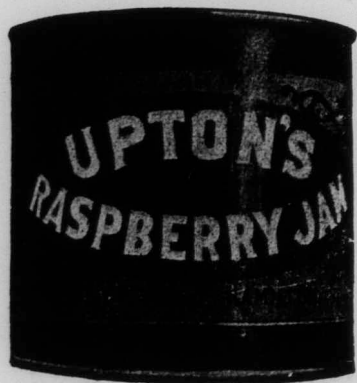
Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

UPTON'S

Jams, Jellies and Orange Marmalade

have first call. They please the customer by their fine appearance and delicious flavor, and the grocer is always pleased by the ready sale of UPTON'S.



UPTON is the only preserver in Canada giving his entire attention to the manufacture of

Jams, Jellies and Orange Marmalade

When you buy UPTON'S you buy the product of a specialist

QU
Quotation
The follo
responsible for
Grocer, at our

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Cook's Friend—
Size 1, in 2 and 4 doz.
" 10, in 4 doz. boxes
" 2, in 6 "
" 12, in 6 "
" 3, in 4 "
Pound tins, 2 doz. in
12-oz. tins, " "
5-lb. " " "

W. H. GIL

Diamond—
1-lb. tins, 2 doz. in case
1-lb. tins, 3 " "
1-lb. tins, 4 " "

IMPERIAL BA

Cases. 5lb.
4-doz. 10
3-doz. 6
1-doz. 12
3-doz. 12
1-doz. 2
4-doz. 5

OCEAN

Ocean Baking Powder
" " "
" " "
Borax, 1/2 lb. per
Cornstarch, 40
Freight paid 5

MAG
Cm
6 d
4
4
4
4
2
1
1
1
1

ROYAL BAKI

Sizes.
Royal-Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When packe
cent. discount will

CLEVELAND'S BA

Sizes.
Cleveland's—Dime....
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When packe
cent. discount will

T. KINNEA

Crown Brand—
1-lb. tins, 2 doz. in case
1-lb. " 2 " "
1-lb. " 4 " "

ST. GEORGE'S BA

Trial size, packed 6 doz.
4-oz. " 4
6-oz. " 3
8-oz. " 3
12-oz. " 2
16-oz. " 2
32-oz. " 1
Terms net 30 days.

Bever.

JOHN HOPE &
Cantrell & Cochrane's
etc. cases, 1 doz.
Cases, 1 doz.
Dry Imperial ginger a
5 doz.
Dry Imperial ginger ale
10 doz.
Club soda water cyl
10 doz.
Club soda water cylinde
10 doz.
Not less than full pac

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 26, 1907.

Baking Powder.

Brand	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 30
" 3, in 4 ".....	0 70
" 4, in 4 ".....	0 45
Pound tins, 2 doz. in case.....	3 00
12-oz. tins, 2 doz. in case.....	2 40
5-lb. " 1 ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$3 00
" 1-lb. tins, 3 ".....	1 25
" 1-lb. tins, 4 ".....	0 75


IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
1 lb., 4 doz.....	\$0 45
" 1 lb., 3 doz.....	0 90
" 1 lb., 2 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case.....	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER	Cases.	Sizes.	Per doz.
	6 doz.	5c.	\$0 40
	4 "	4-oz.	0 60
	4 "	6 "	0 75
	4 "	8 "	0 95
	4 "	12 "	1 40
	4 "	12 "	1 45
	4 "	16 "	1 65
	4 "	16 "	1 70
	1 "	2 1/2 lb.	4 10
	1 "	5 lb.	7 80
Per case			\$4 55

ROYAL BAKING POWDER.

Royal—	Per Doz.
1 lb. Dime.....	\$0 95
" 1 lb. 1/2 doz.....	1 40
" 8 oz.	1 95
" 1 lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 5 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cleveland's—	Per Doz.
Dime.....	\$0 93
" 1 lb.	1 35
" 1 lb.	1 90
" 1 lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	Per doz.
1 lb. tins, 2 doz. in case.....	\$1 20
" 1 lb. " 2 ".....	0 80
" 1 lb. " 4 ".....	0 45

ST. GEORGE'S BAKING POWDER.

Trial size, packed 6 doz. in case.....	Per doz.
4-oz. " 4 ".....	\$0 90
6-oz. " 3 ".....	1 35
8-oz. " 3 ".....	1 80
12-oz. " 2 ".....	2 35
15-oz. " 2 ".....	3 55
18-oz. " 2 ".....	4 55
32-oz. " 1 ".....	8 50

Beverages.

JOHN HOPE & CO. AGENTS.	
Cantrell & Cochrane's aromatic ginger ale cases, 1 doz.....	1 30
Cas. 1 doz.....	1 25
Dry imperial ginger ale, pts., cases 5 doz.....	1 40
Dry imperial ginger ale, 1/2 pts., cases 10 doz.....	1 00
Club soda water cylinders, cases 10 doz.....	1 25
Club soda water cylinders, cases, 6 doz Not less than full package.....	1 30

Blue.	Per doz.
Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00

JAMES DOME SLACK LEAD.	Per case.
6a size.....	\$2 70
2a size.....	2 50

Ceresia.	Per doz.
Wheat O.S., 2-lb. pkgs., per pkg.....	0 08
7-lb. cotton bags, per bag.....	0 08

THE COWAN CO., LIMITED.	Per doz.
Perfection, 1/2 lb., per doz.....	\$2 40
" 1 lb., ".....	1 25
" 10c. size.....	0 90
" 5-lb. tins per lb.....	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb.....	0 20
" No. 2, 5 and 10-lb. tins.....	0 18



Chocolate—	Per lb.
Queen's Dessert, 1/2's and 1/4's.....	\$1 35
Vanilla, 1/2's.....	1 20
Parisian 8s per lb.....	0 30

The following unsweetened:	Per doz.
Perfection, 1/2's, per lb.....	0 30
" 1/4's.....	0 30
Flat cakes per lb.....	0 30

Chocolate—	per lb.
Caracolas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 34
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 34

Agents, C. E. Colson & Son, Montreal.	Per doz.
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

JOHN P. MOTT & CO'S.	Per doz.
R. S. McIndoe, Agent, Toronto.....	\$0 40
J. A. Taylor, Montreal.....	2 40
Jos. E. Huxley, Winnipeg.....	4 75
Standard Brokerage Co., Vancouver, B.C.....	9 00



Elite, 1/2's (for cooking).....	Per doz.
Prepared cocoa, 1/2's.....	\$0 32
Prepared 1/2's.....	0 30
Mott's breakfast cocoa, 1/2's.....	0 28
" 1/2's.....	0 40
" 1/2's.....	0 38
" No. 1 chocolate, 1/2's.....	0 32
" Navy " 1/2's.....	0 28
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's.....	0 24
" Confectioner's chocolate, 2lc. to 30c.....	0 31
" Sweet Chocolate Liquors, 2lc. to 30c.....	0 35

Canadian Branch, 165-171 William St. Montreal.	Per lb.
Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case, 33c.....	33c
12-lb. boxes, 6 boxes in case, 1-lb. tins, 33c.....	33c
6-lb. boxes, 12 boxes in case, 1-lb. tins, 40c.....	40c
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 41c.....	41c
12-lb. boxes, 6 boxes in case.....	41c

WALTER M. LOWNEY CO.	Per doz.
5-lb. boxes, 6 boxes in case, 1-lb. tins, 30c.....	30c
6-lb. boxes, 12 boxes in case, 1-lb. tins, 30c.....	30c
6-lb. boxes, 12 boxes in case, 1-lb. tins, 32c.....	32c

Canadian Coconut Co., Montreal.	Per lb.
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.....	0 25
1 lb. packages.....	0 27
1/2 lb. ".....	0 28
1 and 1/2 lb. packages assorted.....	0 27 1/2
1 and 1/2 lb. " in 5 lb. boxes.....	0 28 1/2
1 lb. ".....	0 29
1 lb. " in 5, 10, 15 lb. cases.....	0 31

BORDEN'S CONDENSED MILK CO.	Per doz.
Wm. H. Dunn, Agent, Montreal & Toronto.	
"Eagle" brand (4 doz.).....	\$8 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00



TRURO CONDENSED MILK CO., LIMITED.	Per doz.
"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



Coffees.	Per lb.
THOS. LEPTON	
1 lb. tins, ground or whole.....	0 40 0 30

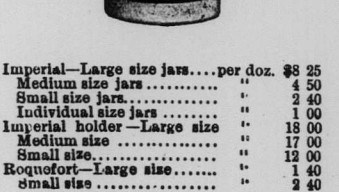
JAMES TURNER & CO.	Per lb.
Mesoca.....	\$0 33
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MAROEAU, Montreal.	Per lb.
"Old Crow" Java.....	\$0 25
"Condor" Mocha.....	0 27 1/2
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" 2-lb. tins.....	62
100 lb. delivered in Ontario and Quebec. Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

THOMAS WOOD & CO.	Per lb.
"Gilt Edge" in 1 lb. tins.....	\$0 33
" in 2 lb. ".....	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters.....	0 30

PATERSON'S "CAMP" COFFEE ESSENCE	Per doz.
Agents, Rose & Latramme, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.....	1 75
10 " 4 ".....	3 00
Rep. quarts, 1 ".....	6 50
Imp. " 1 ".....	9 00

Cheese.	Per doz.
Imperial—Large size jars.....	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40



Imperial—Large size jars.....	Per doz.
Medium size jars.....	\$8 25
Small size jars.....	4 50
Individual size jars.....	2 40
Imperial holder—Large size.....	1 00
Medium size.....	18 00
Small size.....	17 00
Roquefort—Large size.....	12 00
Small size.....	1 40

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.	Per doz.
\$1, \$2, \$3, \$5, \$10 and \$20 books.	
In lots of less than 100 books, 1 kind assorted.....	4c.
100 to 500 books.....	3c.
100 to 1,000 books.....	2c.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans.....	\$0 90
6-oz. ".....	1 35
10-oz. ".....	1 85
Quart ".....	3 75
Gallon ".....	10 00

Wholesale Agent. The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN & PASTE
STOVE POLISH
IN TINS



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
 14-38 Grey Nun Street, MONTREAL



The Synonym for Purity in Condensed Milk and Cream is

BORDEN'S BRANDS

THE SELLERS ARE:

"EAGLE BRAND"
Condensed Milk

and

"PEERLESS BRAND"
Evaporated Cream

They are to be had from every Jobber.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.



(Unsweetened)



Extract
 LAPORTE, MAI
 Vita" Pasteurized E

Bottles 1-oz., case
 " 2 " "
 " 4 " "
 " 20 " "
 " 20 " "

Infants
 Robinson's patent barl
 " " groa

Jams an
 BATHEN'S WHOLE FRI
 Agents, Rose & Lafir
 Tort
 1-lb. glass jar, screw top

T UPTO
 Compound Fruit Jam
 12-oz. glass jars, 3 doz. 1
 2-lb. tins, 2 doz. in case
 5 and 7-lb. tin pails, 8
 crates.....

7 and 14-lb. wood pails
 50-lb. wood pails

Compound Fruit Jellie
 2-oz. glass jars, 3 doz. 1
 7-lb. tins, 2 doz. in case
 5 and 14-lb. wood pails,

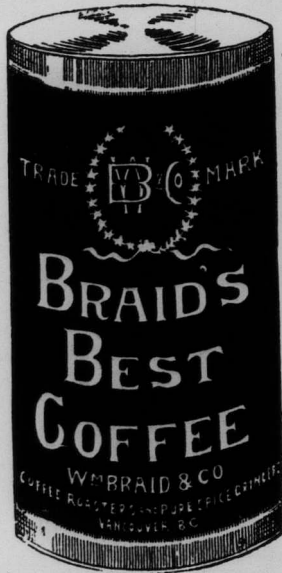
50-lb. wood pails.....
 Home Made Jams—ab
 1-lb. glass jars (16-oz. 1
 case).....

5, 10 and 30-lb. pails
 L&T

W. K. FAIRBANK
 LARD OOM

TRADE M

WM. BRAID & CO., Importers of **TEAS, COFFEES and SPICES**



The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
Vita™ Pasteurized Extract of Beef.

Per case.	
Bottles 1-oz., case of 2 doz	\$3 30
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 ltc. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	3 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

BATJER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20
T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2

5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
3 1/2-lb. wood pails, per lb. 0 06 1/2

Compound Fruit Jellies—
7-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
5 and 14-lb. wood pails, 6 pails in crate, per lb. 0 07
3 1/2-lb. wood pails, per lb. 0 06 1/2

Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 60 1 90
5, 10 and 30-lb. pails, per lb. 0 09 0 12

Lard.

H. N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces	\$0 11 1/2	20-lb. tins	2 23
4-bbls.	0 11 1/2	Cases 3-lb.	0 12 1/2
Tubs, 60 lbs	0 11 1/2	" 5-lb.	0 12
Pails	2 33	" 10-lb.	0 11 1/2

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (25 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lime Juice.

BATJER'S LIME JUICE CORDIAL.

Agents, Rose & Lafamme, Montreal and Toronto

Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

BATJER'S LEMON SQUASH.

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

Lye (Concentrated).

GILLET'S PERFUMED. Per case
1 case of 4 doz. \$3 60
3 cases of 4 doz. \$3 50
5 cases of more \$ 40

Mince Meat.

Wetthey's condensed, per gross net ... \$12 00
per case of doz. net 3 00

Mustard.

COOLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	3 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. 1 20
" 1-lb. tins	1 45

E. D. MARCHEAU, Montreal.

"Oondor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 25
1-lb. tins	0 25
1-lb. tins	0 25 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 25

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 23
1-lb. tins	0 23 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" 1-pt. 24's	4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's	\$ 8 50
Pints, 24's	9 50
1/2 pints, 48's	10 50
Less 5 per cent. discount.	

Orange Marma'ade.

T. UPTON & CO.	
12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

PATERSON'S WORCESTER SAUCE.	
Agents, Rose & Lafamme, Montreal and Toronto.	
1-pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz.	1 75

Soda.

COW BRAND.	
Case of 1-lb. containing 60 packages per box, \$3 00.	
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. containing 96 pkgs., per box, \$3	
MAGIC BRAND. Per case.	
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75



Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerles Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 20
Oricle soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	
No. 1 White or blue, 4-lb. carton	\$0 06 1/2
No. 1 " 3-lb.	0 06 1/2
Canada laundry	0 05 1/2
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Keys silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, 6-lb. and kegs	0 07 1/2
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 54 0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 07 1/2
6-lb. toy trunks, 3 in case	0 07 1/2
6-lb. enameled tin canisters, 3 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 05 1/2
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 48 cartons, per case	2 50

... FOR ...
PICNICS, CAMPING, YACHTING,
 ETC.

BATGER'S

LIME JUICE CORDIAL

**IS
 JUST THE THING**

ORDER FROM YOUR JOBBER

AGENTS:
 ROSE & LAFLAMME,

MONTREAL

TORONTO



**PATERSON'S
 WORCESTERSHIRE
 SAUCE**

sells quickly because of its great merit.
 It affords the dealer a good profit—
 what more do you want?
 Have you enough in stock?

ROSE & LAFLAMME
 Agents, - Montreal and Toronto



**THE
 TWENTIETH
 CENTURY
 FLY-CATCHER**

About 3 ft. of Fly-Catching Space.

**BROWN'S FAMOUS CATCH 'EM ALL
 FLY COIL**

Will catch and hold more Flies to the square inch
 than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Bury
 Ltd., (Lancs) Eng.

It is not only that the greatest
 care is taken in the selec-
 tion of stock for

**Rowat's
 Pickles**

but that the package is most
 perfect and convenient on
 the market.

The selling price is too low
 for the high quality of
 the goods. This argument
 brings you business. Sell

Rowat's

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Awnings, Tents, Rope, Etc.

Tobin Tent & Awning Co., Ottawa.

Baking Powder.

Codville-Georgeson Ltd., The, Winnipeg.

Beer—Non-Alcoholic.

Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.

Bode's Gum Co., Montreal.

Brooms, Brushes and Woodware.

United Factories Ltd., Toronto.

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Balfour, Smye & Co., Hamilton.

Cash Sales Books.

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Cheese Cabinets.

Walker Bin and Store Fixture Co., Berlin.

Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.

Coconuts.

Canadian Coconut Co., Montreal.

Computing Scales.

Butt, Wm. J., Winnipeg.

Concentrated Lye.

Gillett E. W., Co., Toronto.

Condensed Milk and Cream.

Borden's—Wm. H. Dunn, Montreal.

Counter Check Books, Etc.

Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.

Campbell's, R. Sons, Hamilton.

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Clark, Wm., Montreal.

Decorations, Table.

Howell, A. J., & Co., London, W.C.

Deliver Wagons.

Abbott, H. G., & Co., London, Ont.

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Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y.

Financial Institutions & Insurance.

Bradstreet Co., Toronto.

Fish.

Atlantic Fish Co., Halifax, N.S.

Flouring Extracts.

Capstan Mfg. Co., Toronto.

Fly Coil.

Brown's Fly Coil Co., Bury, Lancs., Eng.

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Fruits—Dried, Green, and Nuts.

Lucas, Steele & Bristol, Hamilton.

Gelatine.

Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals, Seeds.

Alexander Milling Co., Ltd., Brandon, London, Ont.

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Ice.

Ozo Co., Montreal.

Imperial Syrup Co.

Imperial Syrup Co., Montreal.

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Davidson & Hay, Toronto.

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Eckardt, H. P., & Co., Toronto.

Liquors.

Galbraith, Wm., & Son, Montreal.

Machinery.

Gillett, E. W., Co., Toronto.

Power, B. I., Halifax, N.S.

Rutherford, Marshall & Co., Toronto.

Ryan, Wm., & Co., Toronto.

Decorations, Table.

Howell, A. J., & Co., London, W.C.

Deliver Wagons.

Abbott, H. G., & Co., London, Ont.

Egg Trays.

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y.

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Eby, Blain Co., Toronto.

Kitchen Utensils.

Eckardt, H. P., & Co., Toronto.

Liquors.

Galbraith, Wm., & Son, Montreal.

Machinery.

Gillett, E. W., Co., Toronto.

Modern Canner Co., St. Jacobs, Ont.

Sprague Canning Machinery Co., Chicago.

Infants' Foods.

Keen, Robinson & Co., London, Eng.

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Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.

Batger's—Rose & Lafamme, Montreal.

Windsor, J. W., Montreal.

Goodwill's—Rose & Lafamme, Montreal.

Smith, E. D., Winona, Ont.

Ozo Co., Montreal.

Upton, Thos., & Co., Hamilton.

Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.

Anderson, Powis & Co., Toronto.

Ashley & Lightcap, Winnipeg.

Burnell & Lindsay, Winnipeg.

Carman, Escott Co., Winnipeg, Man.

Dunn, Wm. H., Montreal and Toronto.

Folly, F. J., & Co., Edmonton, Alta.

Fontanel, Leon, Montreal.

Gorham, J. W., & Co., Halifax, N.S.

Honeyman, Haultain & Co., Regina.

Holmes, W. G., & Co., Calgary, Alta.

Hughes, A. J., Montreal.

Jarvis, C. E., & Co., Vancouver, B.C.

Kyle & Hooper, Toronto.

Lambe, W. G. A., & Co., Toronto.

McFarlane & Field, Hamilton, Ont.

MacLaren Imperial Cheese Co., Toronto.

MacNab, T. A., & Co., St. John, Nfld.

Millman, W. H., & Sons, Toronto.

Nicholson & Bain, Winnipeg.

Rutherford, Marshall & Co., Toronto.

Ryan, Wm., Co., Toronto.

Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Standard Brokerage Co., Vancouver.

Scott, Bathgate, & Co., Winnipeg.

Tew, Richard & Co., Toronto.

Thompson, G. B., Winnipeg, Man.

Tippet, A. P., & Co., Montreal.

Warren, G. C., Regina, Sask.

Watson, Stuart, Winnipeg, Man.

Watson, Andrew, Montreal.

Matches.

Improved Match Co., Montreal.

Mince Meat.

Capstan Mfg. Co., Toronto.

Clark, Wm., Montreal.

Fearman, F. W., Co., Montreal.

Lyle, T. A., Co., Toronto.

Nicholson & Brock, Toronto.

Wagstaffe, Limited, Hamilton.

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Crain, Rolla L., Co., Ottawa.

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Mason, Geo., & Co., Ltd., Toronto.

Paterson, Rose & Lafamme, Montreal.

Taylor & Pringle, Owen Sound, Ont.

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Common Sense Mfg. Co., Toronto.

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Majestic Polishes, Ltd., Toronto.

Oakey, John, & Sons, London, Eng.

Polishes—Shoes.

Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.

Nickel Plate Polish Co., Chicago.

Morse Bros., Canton, Mass.

Printing.

Barnard Frank H., Toronto.

Refrigerators.

Eureka Refrigerator Co., Toronto.

Hillock, John, & Co., Ltd., Toronto.

Salt.

Canadian Salt Co., Windsor, Ont.

Empire Salt Co., Sarnia, Ont.

Mason & Hickey, Winnipeg, Man.

Toronto Salt Works, Toronto.

Verret, Stewart & Co., Montreal.

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Canadian Castile Soap Co., Berlin, Ont.

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Royal Crown Limited, Winnipeg, Man.

St. Croix Soap Mfg. Co., St. Stephen, N.B.

Soda—Baking.

Church & Dwight, Montreal.

Starch.

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St. Lawrence Starch Co., Port Credit, Ont.

Storage and Warehouse.

Terminal Warehouse & Cartage Co., Montreal.

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Canada Sugar Refining Co., Montreal.

Dominion Molasses Co., Halifax, N.S.

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Lucas, Steele & Bristol, Hamilton.

"Sugars" Limited, Montreal.

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Branson & Co., Ltd., London, Eng.

Ceylon Tea Traders' Assn., Toronto.

Codville-Georgeson Co., Winnipeg.

Ewing, S. H., & Sons, Montreal.

Gillard, W. H., & Co., Hamilton.

Greig, Robt. Co., Toronto.

Lipton, Thos., New York.

Nishimura, Shaw T., Montreal.

Minto Bros., Toronto.

Paterson, R., & Sons, Glasgow, Scot.

Robertson, John & Son, Montreal.

Salada Tea Co., Toronto.

Salada Tea Co., Toronto.

Symington, T., Edinburgh, Scot.

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

Turner, James, & Co., Hamilton.

Warren, G. C., Regina, Sask.

Wood, Thos., & Co., Montreal.

Vinegar and Cider.

Belleville Fruit and Vinegar Co., Belleville.

Purnell, Webb & Co., Bristol, Eng.

White, Cottell & Co., London, S.E.

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Chouillon, C., Montreal.

Gillett, E. W., Co., Toronto.

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Twine, Wood Dishes, Etc.

Canada Paper Co., Toronto.

No matter what weather you are in, your business must sell itself. They are the time to make our Mate more money. The Board of Montreal. Head of the Board. MON. THE JAM are now United to buy in know who advertises. KIN GL might be write for I. G. ST. Is Honey just the to Make Business.

No matter how hot the weather is your customers must use matches. The best matches to sell them are

Our Matches

They are burners every time. The selling of Our Matches also makes more money for you.

Write for particulars.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON GLEANER

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Containers

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:

JOHN FORMAN, 644 Craig Street MONTREAL.

You are Interested In Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings, \$ 5.00
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Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

WARNING!



SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Subject to previous sale, I offer the following at snap prices to clear up:

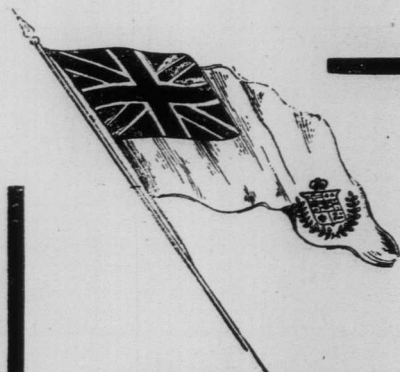
- Tomatoes, 3's, \$1.00 per doz.
- Apples, gallons, 2.60 per doz.
- Pears, 2's, 1.50 per doz.
- Pears, 3's, 1.90 per doz.
- Spinach, 2's, 1.22 1/2 per doz.
- Squash, 3's, .90 per doz.
- Catsup, gallons, 3.50 per doz.

NET CASH—F.O.B. ST. CATHARINES
 ALL ABOVE GOODS GUARANTEED A-1

Kindly note my travellers are off the road from July 27th to August 10th.

Phones 56 and 608, free to buyers.

W. H. MERRIMAN
ST. CATHARINES



'EMPIRE' Brand

Just 2 Short Talks This Week—

Our "Empire" Pickles are selling like the proverbial *hot cakes*. Have you seen them? They are an elegant line. You're always selling pickles. Place an order for "Empire" brand.

British Grown Raisins

The latest link between Australia and Canada. A shipment of new Australian Raisins arriving in August. Let us book your order now.

4 free phones
 USE THEM

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON,

ONTARIO