

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.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII.

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NO. 34.



The World's Laundry Blue

Keen's Oxford Blue

follows the flag—Commerce and its expansion
means the sale of more Keen's Oxford Blue.

—In Canada every grocery jobber sells it.

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

Thousands of Boxes of Starch

are now going into all the stores of Canada.

The brands on these thousands of boxes are

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's "Prepared" Corn (for culinary purposes)

There's the whole story in a few words.

For sale by all jobbers.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St., East TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street MONTREAL

THE CANADIAN GROCER

UPTON'S

Pure Orange Marmalade

Has a tonic quality that is highly recommended
by leading physicians.

**"It's Pure
That's Sure"**



**"It's Pure
That's Sure"**

Upton's Jams, Jellies and Orange Marmalade
have the true fruit-flavor because only the finest
and freshest fruits are used in their manufacture.

Order them from your wholesaler and refuse
substitutes.

The T. Upton Co., Ltd.

Hamilton, Canada

THE CANADIAN GROCER

The best that money can buy

is never too good for Canadians, that is why it pays to handle "Stower's" goods, their "Lime Juice Cordial" is ready for immediate use by adding water—or soda—or ginger ale, already sweetened, their Lime Juice the strongest.



As used
by
King Edward
the VII.

As used
by
The Prince
of Wales

A few of the places where you can get these:

HAMILTON, ONT.—Lucas, Steele & Bristol
BRANTFORD, ONT.—Geo. Foster & Sons
KINGSTON, ONT.—Fenwick, Hendry & Co.
QUEBEC, P.Q.—J. B. Renaud & Co.
ST. JOHN, N.B.—A. G. Dick

ARTHUR P. TIPPETT & CO.
Sole Agents
Montreal

No Musty Flavor



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 Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.

Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

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

ROBERT ALLAN & CO.

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

ONE OR TWO

more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.

Communicate at once.

C. A. Morin

Room 55, Alliance Bldg.
107 St. James St. - Montreal

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT
AND BROKER

Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
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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.

REGINA.

G. C. WARREN

Box 1036, - REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.

Manufacturers' Agents
and Grocery Brokers

WAREHOUSEMEN

ST. JOHN, - N.B.

Open for a few more first-class lines

TORONTO.

THOS. B. GREENING & CO.
TORONTO

Consignees direct from primary markets, and distributors of

GREEN COFFEE

Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.

43 Colborne Street, TORONTO

Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.

TELEPHONE MAIN 5661

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

TORONTO.

CORNMEAL

The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock

Anderson, Powis & Co.

- Agents

15 Wellington Street East, Toronto

On the spot
**EVAPORATED
APPLES
WHITE BEANS
LOWEST PRICES**

W. H. MILLMAN & SONS

GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO.

AGENCY DEPARTMENT, Limited

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers

29 Melinda St., Toronto

MOOSE JAW

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track

P.O. Box 798 MOOSE JAW, SASK.

(Continued on page 4.)

A word to the wise is—

“Don't place your order for 1908 pack

Canned Goods—

before seeing our travellers”

We have the best proposition on the market.

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.
		You sell at	40c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.
		You sell at	50c per lb.
LAVENDER LABEL	1s and ½s	Costs you	42c per lb.
		You sell at	60c per lb.
GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—\$1 75
		You sell at	50c per lb.— 2 50
GOLD Tins	3s	Costs you	35c per lb.— 1 05
		You sell at	50c per lb.— 1 50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each
GOLD LABEL	½s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
 WHOLESALE GROCERY BROKER AND
 COMMISSION MERCHANT
TEAS A SPECIALTY
 Open for one or two more first-class agencies
 Correspondence invited
 25 ST. PETER STREET, QUEBEC

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

WINNIPEG.

Wholesale Grocery Brokers, Com-
 mission Merchants.
 First class connection with the trade. Established
 1895. First-class references.
 Your correspondence and business solicited.
GEORGE ADAM & CO.
 430½ Main St. W.

RICHARDS & BROWN
 Wholesale Commission Merchants
 and Brokers
 314 Ross Avenue WINNIPEG, Man.
 Correspondence Solicited

ESTABLISHED 1887
Carman Brokerage Co.
 Wholesale Grocery Brokers
 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

BROCK & KIRKLAND
 Grocery Brokers,
 and Manufacturers Agents
 Warehousemen and Distributors
 Track Warehouse, 137 Bannatyne Ave. E.
WINNIPEG, MAN.

W. H. ESCOTT
 Wholesale
 Grocery Broker and M'rs Agent
 Winnipeg, Canada.
 Branch at Calgary.

F. G. EVANS & CO.
 Grocery Brokers and
 Commission Merchants
 139 Water St., - Vancouver, B.C.
 Correspondence Solicited.

STRANG BROTHERS
 Commission Brokers and
 Manufacturers' Agents
 233 Fort Street, Winnipeg
 Correspondence Solicited

EXPERIENCED ADVERTISEMENT WRITERS
 who are open for a situation are requested to
 register their names with the MacLean Pub-
 lishing Co., at any of their offices. Inquiries are
 occasionally made by manufacturers and whole-
 sale houses who contemplate establishing their
 own advertising department.

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

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W. H. G. LEVING, Gen. Mgr. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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

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

Oakey's The original and only Genuine
 Preparation for Cleaning Cut-
 lery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and
 Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BASKETS

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

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

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

The Oakville Basket Co.,
OAKVILLE, ONT.

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

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Cannery's Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

- Grade No. 1—Extra Fine Sifted Peas
- Grade No. 2—Sweet Wrinkle Peas
- Grade No. 3—Early June Peas
- Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Cannery), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Cannery, Limited

Hamilton, Canada.

ARTMENT.

ian Business.

CO.

10 North John St.
D. Try us with a ship
ool.

.L

duce, gives personal
guarantees prompt
Aberdeen. Codes—

RY CO.,

.A.

and only Genuine
for Cleaning Cut-
nd Is. Canisters

'ON'
POLISH

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of
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Craig Street

ETS

as well as
you handle

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Baskets
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SHINERY
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A

Clean Canning Factory

is necessary to the production of really high-grade canned goods. And the fine, sanitary factory where the celebrated

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

are packed is a model of cleanliness. It is by the use of pure, wholesome fruits and vegetables and by up-to-date, sanitary processing that we are able to make Old Homestead Brand the best canned goods proposition before the trade. Ask our agents about the special proposition in Old Homestead Brand!

The **Old Homestead Canning Co.**

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents



It's poor judgment to keep on buying goods that have proved to be poor sellers. Goods that the public don't want, you should not buy.

The one fact that has always stood out in the retail grocery business in Canada is the fact that "SALADA," Tea has always sold readily.

Every grocer, without exception, who has handled our goods right—concentrated attention and energy on them—has built up a large tea trade, without fear of competition from the tea-peddlers.

Make a feature of the fact that you sell "SALADA" Tea. It carries weight with every one of your customers, gives them the impression that your entire stock is "right."



WHITE SWAN

Jelly Powders

All true Fruit Flavors.
High-grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED

WHITE SWAN MILLS
TORONTO

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 87 St. Peter St.
Ontario, A. E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.



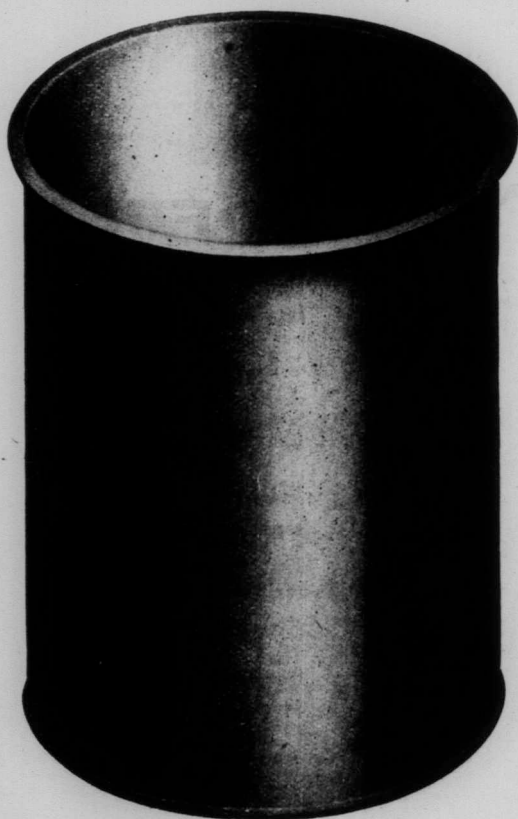
As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

**Windsor
Salt**

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Amo Patents

“O.K.”

REGISTERED.

England's Foremost Fruit Sauce

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

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

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.

G. J. 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.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone, Main 6255

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



National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—

R. S. McINDOE, 120 Church Street.

Montreal Sales Agent—

J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—

R. B. Wiseman and Company.

St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve.)

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP (IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	- -	Quebec	Carman Escott Co.,	-	Winnipeg.
C. DeCarteret,	- -	Kingston.	R. G. Bedlington & Co.,	-	Calgary
Jas. N. McIntosh,	- -	Ottawa	Toes & Pease,	-	Edmonton.
Geo. Musson & Co.,	- -	Toronto.	Wilson & McIntosh,	-	Vancouver
J. W. Bickle & Greening,	- -	Hamilton.	C. Leonard Grant,	-	P. E. Island
G. H. Gillespie,	- -	London			

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

"Batger's"

Lime Juice Lemon Squash

The pure fruit juices of both LIMES and LEMONS have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them.

They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme

Montreal - Toronto

Valencia Raisins

When Ordering This
Season, Ask For

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

**"W. Abel" Standard
Quality**

4 Cr. Layers

Selected

Fine Off-Stalk

Packed by

MAHIQUES, DOMENECH & CO.,

Canadian Agents:

ROSE & LAFLAMME

Montreal and Toronto

COME!

Thomas J. Lipton, the world's largest Tea Merchant, extends a cordial invitation to all grocers, their wives and families to visit his Tea Room which he is opening at 191 Yonge St., Toronto (directly opposite Eaton's), during the Toronto Exhibition.

The attendants will be Cingalese, direct from the Lipton Estates in Ceylon, and will dress in their native costume.

Be sure and get a Lipton Souvenir.

THOMAS J. LIPTON,

75 Front St. East,

Tea Room, Toronto.
191 Yonge St.

We have only a limited quantity
left of

Schram Sealers

ORDER QUICKLY!

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

About 3ft.
Long



**Make
Money
out of
Flies**

It's time to even things up, because you've been losing money on them by spoilage of goods and annoyance to customers.

Brown's Famous "Fly Coil"

has nearly three feet of fly-catching tape, and the flies crowd onto it by the hundred and STAY. Hang up two or three and rid your store of the dirty pests; then just tell your customers what they are, and see how fast you can sell the Coils. They do more good than "fly paper," and sell faster.

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St.,
Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. John's, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



MAKE

NAPTHO SOAP

YOUR LEADER

The result will be
—satisfied cus-
tomers — satisfac-
tory profits.

The Welcome Soap Co.
Limited

St. John, - N.B.

New Japan Teas

Now is the time to place Import orders for
Low Grade, and we are in position to quote
favorable prices to our Canadian Jobbers.

S. T. NISHIMURA & CO., Sole Agents. **55 St. Francois Xavier St., Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

E. D. S. Brand Jams and Jellies



THE BRAND OF ABSOLUTE PURITY

The Dominion government pure food analyst after examining many samples declared that E. D. S. Brand is **ABSOLUTELY PURE.**

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.

THE CANADIAN GROCER

Red Salmon

to retail at 15c.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand
and we want to give our
customers as good service
as good quality.

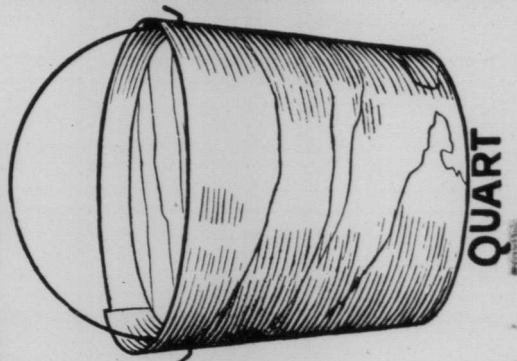
ORDER TO-DAY FROM OUR AGENTS:

**Purnell &
Panter, Ltd.**
**Bristol,
England**

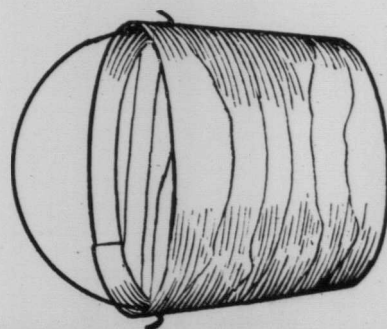
C. E. McMichael, - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S. Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Escott Co., - - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Walter Woods & Co.

GROCCERS' VENEER PAILS



QUART



PINT

Hamilton and Winnipeg

UNEQUALLED MERIT SELLS

2 in 1



Shoe Polish

We don't hide the light of 2 in 1 under a bushel, either! We are advertising 2 in 1 all over Canada in the most effective manner. People expect to find 2 in 1 in every up-to-date grocery store. Have you got it?

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT" PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

The Quality Factory

FOR

People of Quality

WHO WANT

Articles of Quality!

We spare no time, labor or expense in producing only the

Best Articles for Our Patrons

Young Tom—Washing Powder.

Purity—Laundry Soap.

Young's Elite—Toilet Soap.

Glycerine Pumice—Toilet Soap.

And others as good.

THE YOUNG-THOMAS SOAP CO., LTD.,

Regina, Canada.



The grocer who makes a specialty of

STERLING BRAND PICKLES

not only increases his sales but he adds prestige to his business because of the superior quality of the goods.

ORDER FROM YOUR
JOBBER OR DIRECT

Made in Canada from best grown Canadian vegetables.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada



As Well Known as Any Staple

Mathieu's Nervine Powders

have been a household remedy for ten years or more. They are as well known, and in one way or another in as constant demand as any staple. Their sales this year are larger than ever. Look over your stock and send us your order.

No need to tell you that the demand for Mathieu's Syrup of Tar and Cod Liver Oil doesn't cease with winter.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

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

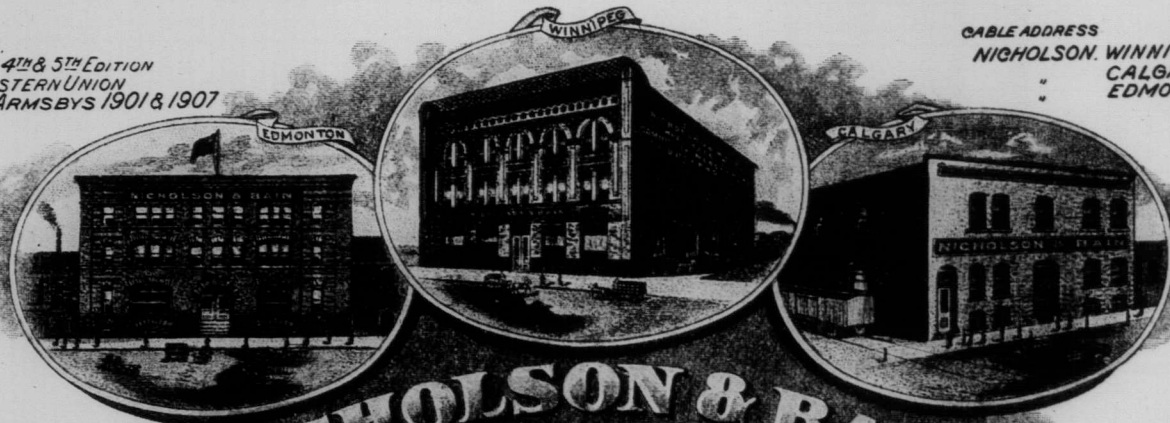
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES
ABC 4th & 5th Edition
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

MR. MANUFACTURER, do you realize what this year's bumper crop in the West may mean to you?

It is the biggest crop in the history of the country and it will be worth a pile of money—much more than any previous crop.

The West will have plenty of money to spend and there will be a strong demand for high class goods.

Now is the time to push your goods in the West and develop a trade that will grow from year to year.

We can help you, as we have the selling organization to place your goods on the market.

We are established in Winnipeg, Calgary and Edmonton, the three principal wholesale centres of the West. We can take your goods on commission basis, store them at these three points and distribute them to the wholesale trade.

To do business in the West it is essential that you should have live intelligent representation on the ground.

NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

D H BAIN

PEG.
ARY,
WTON

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer
How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING

With Furiously Boiling Water Suffices to obtain the

DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.

ARY BRANCH

NICHOLSON & BAIN

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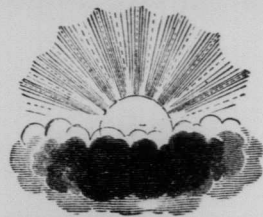
Money in Pickling Spices

is made by selling a truly satisfactory line that will please your customers. Our famous ¼-lb. transparent packages of **MIXED PICKLING SPICES** are just the kind you are looking for. This is the season they are in demand.

Sit Down and Order Now.

S. H. EWING & SONS

**MONTREAL
and TORONTO**



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL

Why

Brooke Bond's Packet Teas
are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

Messrs. Hamblin & Breton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.



True, Full Flavor

is what your customers expect when they buy flavoring extracts. Don't disappoint them! Sell them

Shirriff's Flavoring Extracts

They are the highest in strength and purity.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor

Wagstaffe's Jams, Jellies and Marmalades

Imperial Vinegar

TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

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

Specify Farmer Brand

if you would have a really bumper trade in canned goods. We grow our own fruits and vegetables from the seed on our own garden land. 3000 acres of the finest land in Prince Edward County make us quite independent of fluctuating prices. We don't have to pack poor goods just because prices happen to be up in a balloon.

**Every can of Farmer Brand is absolutely
reliable in quality.**

FARMERS' CANNING CO., Limited
BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,

Limited

MONTREAL

TRADE MARK

The Guarantee



Trade Mark

SONS

ESTABLISHED 1834.

QUAKER SALMON

A short pack of salmon this year limits the output of choice fish.

To ensure your obtaining a supply of the finest salmon, the kind that will please your customers, specify **Quaker Salmon**, when ordering.

Our packers received instructions to pack **only the choicest**. They write us:

"We guarantee Quaker Salmon absolutely all Fraser River No. 1 Sockeye fish."

NEW PACK NOW SELLING

SEND IN YOUR ORDER

Prices moderate considering short pack.

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET,

MONTREAL

GET
Balmoral
scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

DR TIBBLES' V-Cocoa

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

A leading British line well-known and largely advertised.

Agent for Montreal:

**G. W. HODGSON
509 Lindsay Bldg.
Montreal**

Ontario Agents:

**GREEN & CO.
25 Front St. E., Toronto**

WRITE OUR AGENTS FOR PRICES, Etc.

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes
made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."



"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use
Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE
for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. 1/2 lb. boxes
Per doz. 1/4 lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross
"BOSTON JUNIOR"
10c. size, per gross
Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross
"BABY ELITE" Combination
10c. size per gross



"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .
Star Russet Combination
10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . . .

Elite, Ox Blood and Brown Pastes same sizes and prices



If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

20-22-24-26 ALBANY STREET, CAMBRIDGE, MASS., U. S. A.



Unsweetened

There's one thing certain about the selling of Condensed Milk and that is, it has to be PERFECTLY PURE and like fresh cow's milk—

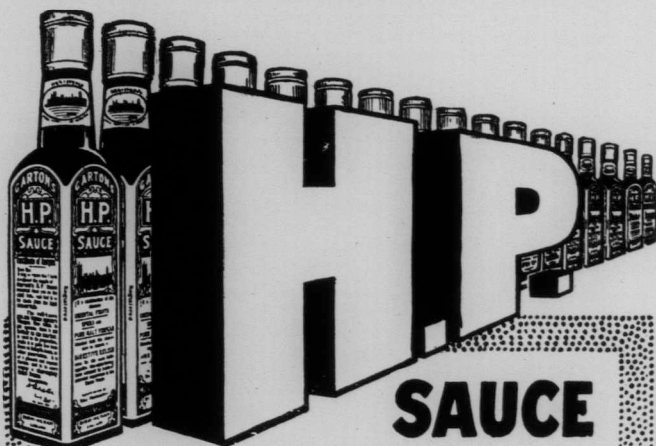
Borden's Brands

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream } are perfect milk—

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

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



SAUCE

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seaton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address	{	R. S. McIndoe, - - -	Toronto.
		S. W. Shackell, - - -	Montreal.
		J. S. Creed, - - -	Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal



CAPSTAN Brand High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

Quality in Tea counts for much and when your customers are pleased you are sure of their orders. We are **Tea Specialists** and can satisfy you in both **Quality and Price.** Let us send you samples of **BULK TEAS.** Have you tried our famous **PACKAGE TEA.** If not, why not?

MELAGAMA

Noted for its delicious quality. Money in every package.

P.S.—We take pleasure in notifying our numerous **customers and friends** who will be in Toronto during the Fair, that we will be pleased to receive and deliver daily all mail sent in our care, at the "Melagama" Demonstrating Booth, Manufacturers Building.

MINTO BROS., TORONTO

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once,** quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS
Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

How to Save Many Dollars!

Lots of grocers lose money by not knowing to a cent what is coming to them from customers. By using our

"DUPLIX" COUNTER CHECK BOOK

YOU can confront a doubting customer with any item he may dispute and so avoid loss and friction. A post card will bring particulars.

The Carter-Crume Company Limited,
Toronto and Montreal



We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

The very high class of teas used in Red Rose and the great care taken in blending is to please the women and men who are judges of tea and are willing to pay a fair price for a tea of real merit; not those who are attracted by an inferior article if the price is lower.

You have customers, lots of them, who know **good tea** when they get it. If they are not using Red Rose now sell them a package and see what they will say about it. The more particular they are the greater will be their praise of Red Rose.

Wouldn't it pay you to push Red Rose even more than in the past? We will help you with the best advertising we can devise.

Branches : TORONTO, 3 Wellington St. East
WINNIPEG, 315 William Avenue

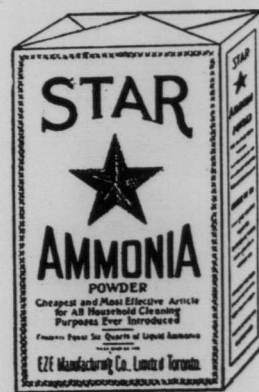
T. H. ESTABROOKS
ST. JOHN, N.B.

NATION'S

SIMPLY DELICIOUS
In Packets and 4-oz., 8-oz. and 16-oz. Tins



Agents: **GREEN & CO.**, 25 Front St., E. Toronto
CARMAN, ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND



The Best Selling Cleaner ever offered to the trade.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

Mr. Grocer,—

Did you ever hear of **Queen Brand Corn**?
Did you ever stock it?

Wholesalers tell us it is the best Corn on the market, and we have car-load orders on our books from firms we have never met—orders that were unsolicited.

Is **Queen Brand Corn** on your shelves? If not, you are not selling corn **Just as Good**, and you are only deceiving your customers if you think you are.

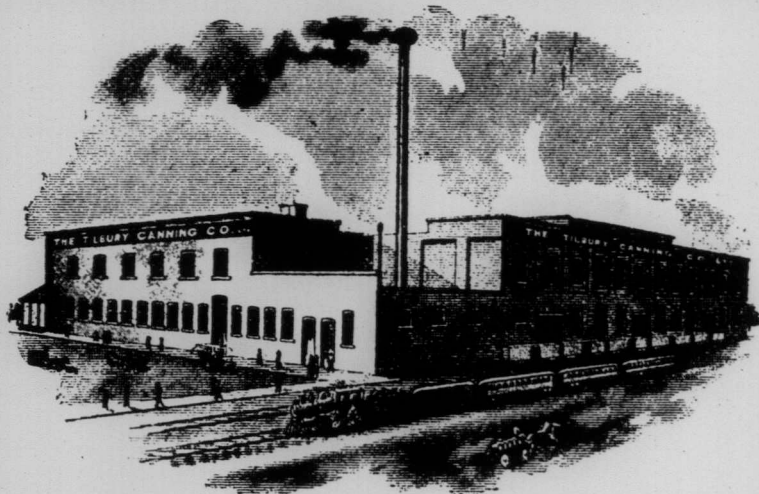
Get in touch with your wholesaler and get the best Canned Corn going—it's "**Queen.**"

Belleville Canning Co.
Belleville, Ont.

We cannot explain the flavor and fragrance that live in every package of our Coffees.

We only know that we get the best grades and bring them to you in their first perfection.

CHASE & SANBORN
Importers MONTREAL



"Tilbury Brand" Canned Goods

are in a group of their
own—the **A1 GROUP**
Nothing Better Packed

One of the best-equipped factories on the Continent
situated in the heart of the best Tomato District in
Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowden, 413 St. Paul St., Montreal

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS

**IS THE TABLE
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.



No matter what happens in the trade

**Ridgways
TEA**

is a winner.

The quality—always unflinching—makes appreciative customers. They come back for Ridgway's Tea. Do you carry it?

CANADIAN OFFICE. VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

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



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use: does not blister under bandage or remove the hair, and you can work the horse. \$2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Cures Varicose Veins, Varicocele, Hydrocele, Strains, Bruises, stings Pain and Inflammation.

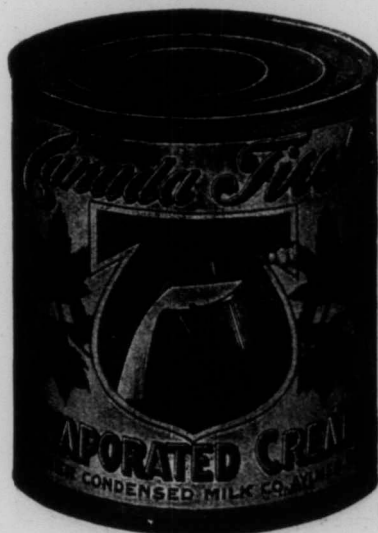
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad

IN THE

Canadian Grocer



Superior Quality Canada First Brands

**Evaporated Cream
and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton

Here's what a Chicago Firm says

of results of using the Canadian Grocer's condensed "Want" Ad. Department :

Chicago, April 3rd, 1908.

Gentlemen,

We have sold many of our window dressing books in Canada, the most of which have been disposed of through The Canadian Grocer.

Yours,
S. W. ROTH.

What this Chicago man has done you can do as well.

You can for **2 cents a word** get into touch with a merchant wanting to buy

A Scale
A Cash Register
A Delivery Wagon
A Counter
Shelving, Etc.

Or if you want to buy any of these you will hear from some one having the articles to sell by putting a small ad. in our condensed "Want" Ad. Department.

It costs very little to try it.

It will bring you into touch with the trade:

Address : The Canadian Grocer, Toronto

A HINT TO CANADA

What Australia Thinks of Champion's Vinegar

Extract from "THE GROCERS' ADVOCATE," SYDNEY, May 25th, 1908.

VINEGAR STANDARD.

Important Action by the Board of Health.

In conformity with the provisions of section 77 of the Public Health Act of 1902, the Board of Health has fixed a standard for vinegar, and there is no risk of over-stating the case to say that it is not before it is needed. The President of the Board, Dr. Ashburton Thompson, in referring to the action taken, indicates the fact that the authorities have become aware in this case, of the necessity of protecting both the public and the honest manufacturer; there are several manufacturers of vinegar in this State and elsewhere, who manufacture an article that has a sound title to the name either of vinegar or malt vinegar respectively. **When for instance the retailer stocks or the consumer purchases a bottle of "Champion's" he knows exactly what he is getting,** but there are many fluids which pass by the name of and secure custom as vinegar, that for the sake of the general health should never be allowed to pass into consumption. The result is that in the first place the public stomach is outraged, and indigestion mixtures are at a premium, while in the second the manufacturer who produces a sound article which cannot possibly be made under a certain cost, is penalised for his integrity by having his goods ousted from general favor by meretricious substitutes.

There is only one way to defeat this unprincipled tampering with food stuffs, and that is **by establishing standards and punishing the manufacturer** who produces for sale anything which falls short of them. Under the New Pure Food Bill we sincerely hope this action, belated enough under the present Act, will be a marked feature. The standard set up in this instance is proclaimed in the following terms:

Chief Secretary's Office,
Sydney, 29th April, 1908.

It is hereby notified for general information, that, in accordance with the provisions of Section 77 of the Public

Health Act, 1902, His Excellency the Governor, with the advice of the Executive Council has been pleased to fix the following standard for vinegar:—

Vinegar shall be the liquid derived from the alcoholic and acetic fermentation or oxidation of the juice of grapes or of infusions of malt, lawful malt substitutes, or sugar and malt, or of the juice of apples, either with or without subsequent distillation, it shall contain not less than four per centum of acetic acid, and shall not contain any free sulphuric acid, arsenic, lead, or copper.

W. H. WOOD.

In future, therefore, any of **that chemical abomination** which in time past has been wholly or largely composed of **acetic acid coloured with burnt sugar**, will have to be sold under a label which proclaims it to be "artificial" vinegar, failing which the **vendor will be liable to prosecution** for selling an article which "is not of the nature, description or quality demanded by the purchaser." **Retailers** therefore are reminded that as the New Pure Food Bill has not yet been passed, they will for the present have to shoulder the **entire responsibility** in the matter of selling vinegars. Price will be a fair criterion for their guidance; the experienced grocer knows quite well what a sound vinegar must cost, and if he is selling anything in the shape of a vinegar at a price below that, he will at any rate know that wisdom dictates the adoption of extreme **precaution to protect himself from fine**, and his business from loss of reputation. We understand that the authorities have been asked by some of the manufacturers, if the operations of the proclamation could be suspended in order to give them time to call in stocks at present distributed through the State. The Board has no authority to suspend the effect of any proclaimed standard, and although there seems to be an impression that the local authorities will so far appreciate the difficulties of the position as to refrain from taking action for a few weeks, yet we feel bound to caution **retailers** who may happen to hold any old stocks that will not come up to the standard that they stand **in a position of danger**.



Champion's Vinegar is the Best

ESTABLISHED OVER 200 YEARS.

Brewery and Offices:

TOWER BRIDGE ROAD, LONDON, S.E.

WRITE OUR AGENTS FOR PARTICULARS, PRICES, ETC.

Agent for Quebec Province,

" " Ontario "

J. Walter Snowdon, 413 St. Paul St., Montreal.

The Lind Brokerage Co., 23 Scott St., Toronto

Other Agents are being appointed and will shortly be announced in this paper.



Canned Peas and Vegetables

“SOLEIL” Brand

Canning of 1908

The great demand, fully justified by remarkable flavor and quality, for ‘Soleil’ Brand Imported Canned Peas and Vegetables, has been such as to warrant us in placing with the canners a very large import order, which has just arrived.

A large number of our customers have received their consignment, and within a few days all orders booked by us for these goods will have been delivered.

Owing to the superior quality of “Soleil” Brand Canned Peas (Petits Pois), and other Vegetables, we would advise dealers who have not yet stocked these goods to correspond with us without delay, and to let us know which of the products listed below would interest them.

French Peas (Extra Superfine, Extra Fine, Very Fine, Fine, Half-fine, Medium), **String Beans** (Extra Fine, Fine, Medium, Flemish Cut), **Yellow Beans** (Extra Fine), **Giant Asparagus, Whole Asparagus Extra, Artichoke Bottoms, Medleys of Vegetables, Cut and Rounded Carrots, Celery Ribs, Whole Celery, Spinach (Pease of), Green Soups (Peas and Chervil), Julienne Soups, Printaniere Soups, Tomato Soup.**

We Are Still Booking orders for Canadian Canned Goods

We guarantee buyers against a decline in price and promise prompt delivery.

SALMON

Notwithstanding the scarcity and high prices of salmon, we have a large stock of all best standard brands, which we offer at the lowest prices.

For further particulars and quotations, write, telephone or wire at our expense.

Laporte, Martin & Co., Ltd.

Purveyors to the Trade

MONTREAL



Mecca Coffee

Another triumph this week, selected by one of the most aristocratic exclusive Clubs in the Dominion, as the Coffee par excellence.

If you have never tried it, you don't know how much you might be able to enlarge your Coffee trade by selling it.

Samples on request.

Put up in 1, 2, 25 and 50 pound tins, Roasted and Ground.

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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	Allan, Robt., Co.		D		M		"Salada" Tea Co.	7
	Allison Coupon Co.	67	Dalley, The F. F., Co., Limited	14	MacLaren's Imperial Cheese Co.	2	Sanitary Can Co.	8
	American Tobacco Co.	64	Davidson & Hay	12	McDougal, L. & Co.	64	Scott, David, & Co.	4
	Annapolis Valley Cider Co.	23	Dawson Commission Co.	61	McWilliam & Woodruff	60	Segalery, Jos.	71
	Anderson, Power & Co.	2	Dominion Molasses Co.	10	MacNab, T. A., & Co.	2	Smith, E. D.	13
	Aylmer Condensed Milk Co.	17	Dominion Fruit Exchange.	63	M		Snowdon, J. Walker.	2
B			Dominion Storage & Forwarding Co.	2	Magor, Frank. outside front cover	10	Sprague Canning Machinery Co.	4
	Balfour, Smye & Co.	19	Dunn, Wm. H.	24	Mahique, Domenech & Co.	4	St. Charles Condensing Co.	63
	Ratger & Co.	10	E		Marshall, James	9	Stamper, D.	2
	Beamsville Canning Co.	26	Eby-Blain Limited	3	Mason, Geo., & Co.	20	Stewart, I. C.	67
	Bearwood Agency.	67	Eckardt, H. P., & Co.	28	Mathewson's Sons.	15	String Bros.	4
	Helleville Canning Co.	25	Edwardsburg Starch. outside front cover	64	Mathieu J. L., Co.	15	Stringer, W. B.	61
	Benedict, F. I.	58	Empire Tobacco Co.	64	Merchants Counter Check Book Co.	65	T	
	Bink, Chas. H., & Co.	54	Epps, Jas., & Co.	58	Midland Vinegar Co.	22	Thomas, J. P.	4
	Bligh, Howard & Sons.	2	Escott, W. H.	4	Millman, W. H., & Sons.	2	Thomas Bros.	54
	Bloomfield Packing Co.	13	Estabrook's	24	Minto Bros.	13	Tibbles Vi-Cocoa	21
	Blue Ribbon Tea Co.	3	Eureka Refrigerator Co.	67	Mooney Biscuit and Candy Co.	57	Tilbury Canning Co.	21
	Bode Gum Co.	58	Evans, F. Geo.	4	Moore Jaw Fruit & Produce Co.	2	Tippet, Arthur F., & Co.	1
	Borden Condensed Milk Co.	22	Evans, F. Geo. & Sons.	18	Morin, C. A.	2	Turro Condensed Milk Co., Limited.	52
	Bovril Ltd.	53	Eze Mfg. Co.	24	Morse Bros.	70	Tuckett, Geo. E., & Son Co.	65
	Brack & Kirkland.	4	F		Mott, John P., & Co.	56	Turner, James, & Co.	31
	Bradstreet's	4	Farmers Canning Co.	19	N		U	
	Brayley & Co.	18	Fearman, F. W., Co.	52	Nation, E. J., & Co.	24	Underdown & Creighton.	70
	Brooks-Bond & Co.	18	G		National Cash Register Co.	10	Upton & Reid Specialty Co.	66
	Brown Mfg. Co.	12	Gibb, W. A. Co.	61	National Licorice Co.	51	Upton, T. Co. inside front cover	
C			Gillard, W. H., & Co., Ltd. outside back cover	20	Nelson, Dale & Co.	16	V	
	Campbell's, R., Sons.	29	Gillett, F. W., Co., Ltd.	58	Nicholson & Rain.	12	Verret, Stewart Co. outside back cover	
	Canada Maple Exchange.	58	Girard, F. J., & Co.	2	Nishimura, S. T., & Co.	12	W	
	Canada Sugar Refining Co.	29	Grant, W. J.	65	Norton Mfg. Co.	23	Wagstaffe Limited	23
	Canadian Coconut Co.	58	Gray, Young & Spurling.	59	O		Walker Bin & Store Fixture Co.	66
	Canadian Cannery.	5	Greig, Robt., & Co.	7	Oakville Basket Co.	4	Walker, Hugh, & Son.	61
	Canadian Salt Co.	8	Greening, Thos. B.	2	Oakey, John, & Sons.	4	Warren, G. C.	2
	Capstan Manufacturing Co.	22	H		Old Homestead Canning Co.	6	Watson, Andrew	22
	Carman Brokerage Co.	4	Hillock, John & Co.	65	O'Mara, Joseph.	51	Watson, Stuart.	4
	Cartman, Scott Co.	4	H-O Co.	56	Oral.	63	Welcome Soap Co.	12
	Carr & Co.	53	H. P. Sauce.	22	P		Webbey F. H. outside back cover	
	Carter-Drum Co.	23	Horton Cato Co.	55	Paradis, C. A.	58	White, Cottell & Co. inside back cover	
	Cereals, Ltd.	59	Hough Litho Co.	76	Paterson Sauce.	65	Whittemore Bros.	21
	Ceylon Tea Ass'n.	17	I		Patrick W. J. & Co.	2	Wils n Archdale.	65
	Champtions Vinegar.	29	Imperial Extract Co.	18	Patterson, Geo. W.	14	Wiseman, R. B. & Co.	23
	Chas. & Sanborn.	25	K		Pearson, P. & Co.	54	Wood Thomas & Co.	72
	Chocolats Meurisse.	58	Kingery Mfg. Co.	58	Pent, Geo. W.	14	Woodruff & Edwards.	66
	Christmas, W. C.	70	Kinnear, Thos., & Co.	14	Purnell & Panter.		Woods, Walter, & Co.	14
	Clark W.	55	Kit Coffee Co.	7	R		Y	
	Clawson & Co.	2	L		Regina Fruit & Produce Co.	54	Young, Thomas, Soap Co.	15
	Connors Bros.	63	Lamba, W. G. A.	2	Richards & Brown.	27	Young, W. P.	27
	Constant, H.	58	Laporte, Martin & Co.	30	Ridgway Tea.	51		
	Cooper Cooper & Co.	15	Lea Pickling & Preserving Co.	68	Robinson, O. E., & Co.	61		
	Cote, Joseph.	64			Rutherford, Marshall & Co.	54		

How the Grocer Should Advertise

The Newspaper Versus the Circular as a Publicity Medium—Space Must Be Carefully Utilized for Best Results—
Some Examples of Well-planned and Well-written Ads.—Conducted by W. F. Ralph.

J. Wineburgh, an advertising expert of New York, who is fighting in the courts for the right to hang signs outside New York street cars, has very decided views on what is and what is not legitimate advertising. Mr. Wineburgh, who is now in London, said to the British correspondent of the N. Y. Herald:

"If you have a good thing to sell the best way to get it before the public is to advertise it right out in the open or in a newspaper like the Herald. I don't believe in those circularizing schemes."

of the newspaper than those of the circular.

A circular is always an intruder. It comes through a person's letter box or is thrown upon his verandah quite unsolicited by him. Unless a circular comes neatly enveloped through the mails, the first impression made by the circular upon the mind of the household-er is one of annoyance at the untidy appearance it gives his hall or verandah. He or she is inclined to exclaim, "Dash those circulars!"

ed, it occasions disappointment. And to be disappointed is to be annoyed. "It's only a circular!" is one of the most frequent morning exclamations in modern language.

On the other hand, an advertisement in a newspaper commands the respect due to anything that has cost money to get. If an advertisement can be said to obtrude in a newspaper because of the fact that a man buys a newspaper primarily for the "news" it contains, the obtrusion is very far removed in degree from the kind of obtrusion inseparable from an unsolicited circular.

People expect to find advertising in the newspaper. Consciously or unconsciously women, at least, regard the publication of store advertising as an essential part of a newspaper's business. The very fact that an ad. appears in a newspaper gives it an appearance of authority which rarely attaches to a circular.

The Newspaper's Persistency.

Another reason for the superiority of the newspaper as an advertising medium for the retailer is the fact that it lends itself to persistence. It is a periodical publication coming out as regularly as clockwork, and reaching approximately the same people with each issue. This periodical covering of the same field at regular intervals is absolutely essential to really effective advertising. The ground must be constantly covered and re-covered; and no known method of circularizing can do this as effectively as a newspaper.

Where a newspaper of genuine circulation is available for advertising purposes it is safe to say that no circularizing scheme will bring as good results.

Careful Use of Space.

Of course, as has been iterated and reiterated in this column, results from newspaper advertising are wholly dependent upon the manner in which the advertiser makes use of his space. The blank space must be made to speak and speak with interest. And on the part of the publishers of the paper there devolves the great responsibility of clothing the language of the advertiser in a suitable and attractive dress of type. Worn type, indistinct or crude cuts, too lavish display—all these mar the effectiveness of the best written ad. To borrow the words of another writer:

"Since this space is so valuable neither the publisher who demands a high price, nor the advertiser who pays it, can afford to permit the use of uninteresting matter, shoddy composition or worn and obsolete type faces. Indeed, if the advertiser is to get value for his money every line must be made effective, not by the use of many words, but by making each one express the meaning and purpose of the advertiser. Indifference upon the part of the publisher in this respect, shows any observing advertiser who is not attracted by the ad-

PICKLING!

When you are pickling your vegetables for winter you want the best of ingredients. We offer you the best goods at quality prices.

Pure Cider Vinegar at 40c. a Gallon.

Pure White Wine Vinegar at 40, 50, 60c. a Gal.

English Malt Vinegar at 60c. a Gallon.

Pure Mixed Spices at 40c. a lb.

Tomatoes, Cabbages, Cucumbers and Onions fresh daily at low prices.

Jno. E. WATERHOUSE

WHITBY

Phone 11.

Prompt Delivery.

We wouldn't care to go so far as to completely agree with Mr. Wineburgh on the circularizing question, because we have not infrequently heard of and seen circulars which have produced results. But, on the whole, and so far as the average retailer is concerned, there is no medium that can compare for an instant for all round dependability with a really good newspaper.

There is this difference between the newspaper and the circular: One is paid for by the reader, while the recipient of the other gets it for nothing. It is only natural, therefore, that a person should be more anxious to absorb the contents

The Fate of the Circular.

As most personally distributed circulars are delivered during the daytime, their usual fate is to be picked up by a more or less annoyed housewife and cast into the stove. If, perchance, a circular does get read, it is not likely to lead to business unless it contains something extraordinary in the price-cutting line.

If a circular is received through the mail the usual first impression it makes upon the recipient is also one of annoyance, because when a man or woman opens a stamped envelope and finds it is not a personal letter as was supposed,

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vertisements of others, that if he buys such space other readers, like himself, will not be interested. Similar indifference upon the part of the advertiser must be attributed to his inability to understand or appreciate the real value of advertising, otherwise his own interest would compel him to demand a better presentment of his selling arguments. And such lack of interest upon the part of both publisher and advertiser insures the indifference of the readers, there being nothing in the argument or typography to attract or interest them in what is being advertised. They pass over the valuable space occupied by the advertisement and the opportunity to gain the purpose of the advertiser is lost."

SOME FIRST-CLASS EXAMPLES.

It is some time since The Grocer has reproduced any ads. written by J. A. McCrae & Son, of Guelph. That's not

the busy ad. man's time. They are practical, applicable and attractive.

Coffee.

No breakfast is complete, no matter how well it is prepared, no matter how daintily it is served, or how great your appetite may be, unless you have included Blank & Co.'s coffee. This is the very best brand, and comes in one-pound and two-pound cans. We have cheaper coffees, and among those we would call your attention to our 25c blend.

Poor coffee is dear at the price—at any price. As a rule poor grade coffees are extremely acid—altogether too acid for stomach comfort. In fact, it's the long continued consumption of poor grade coffee that gives the health-drinker man his chance. Good coffee is whole-

only by the taste after it is poured steaming into your cup, but by the look of the leaf? Can you tell whether it is tea that has been carefully grown, picked, dried and blended, and not merely the sweepings—half tea leaves, half dust—that fall to the floor while the natives are picking over the leaves and that are too often sold to the unwary as tea? Our careful study of the tea question and the time spent in securing perfect blends have been well repaid in the favor accorded to our special blends of tea.

Crockery and Glassware.

New shipments of china have just arrived, and as some of our customers have been waiting for these lots, we wish to say that we are now ready to fill all orders. Included in this lot is our classic white and gold china (stock pattern), also our green Empire pattern. We can fill orders for complete sets or individual pieces as required. Call and see these goods—You are under no obligation to buy!

"Putting up" fruit. Those who intend to put up fruit will need fruit jars. If the fruit is to be kept in perfect condition much, if not all, depends on the jars. Our fruit jars are the best obtainable and we have them in pints, quarts and half-gallon sizes. Jelly glass, too, at extremely moderate prices.

Fruit.

Ripe, juicy pineapples. Think of it! It pays to keep in touch with this famous grocery store of Abraham & Straus. With stories of prices going up on foods all over the country, the news here is invariably of low prices on the very best of summer foods—ripe, fine, sweet, delicious, juicy pines at 8c each or three for 22c. They won't last long at this price and this will probably be the last opportunity this season. Not more than 12 to a purchaser. None sent C.O.D.

Cereals.

A woman reaps a rich harvest of satisfaction when she uses Blank-Dash flour in her baking. The satisfaction will not be her's alone, either. Every member of the family will share in it and enjoy the better bread, cake or pastry which the use of this flour insures. Don't fail to give it a trial the next time you need flour.

Rolled oats. When you use our special lines you get the only oats that are guaranteed not to have any bugs, worms or other foreign objects in them, you get the oats that give results. They have the looks, flavor, taste and appearance to make them appetizing. You run no risk in serving rolled oats for breakfast if you buy your rolled oats from us.

General.

Delightful warm weather menus can be made up from our stock. A visit to our store might help you decide "what to get for dinner"—or supper—or lunch—for any occasion. The nicest table delicacies—the best staple groceries, fruits and vegetables, always fresh and reasonably priced.

Sugar is Advancing

YOU KNOW from experience that when J. A. McCrae and Son advise buying sugar it will always pay you to invest heavily. Sugar is rising in price—will continue to rise—you will not regret it if you buy now.

**4 lbs Best Cleaned Currants
25 cents**

Splendid for Pies—Delicious in biscuits and cookies. You will find many ways of using the currants at

4 lbs for 25c

J. A. McCrae & Son

We Prove Our Ads. - Wyndham St., Guelph

by any means because the McCraes are out of the advertising game. They are still advertising in the real, live, business-building way, as is proved by the

That's a very neat and effective ad. of John E. Waterhouse, Whitby, reproduced this week. Not much in it—just enough to be read in a few seconds without the slightest effort. But there is that in it which conveys price information and quality assertion to the housewife. It's an ad. which ought to pull.

GROCERY TALKS.

Suggestions for Advertising Staple Products, Adapted From Recent Ads.

The following are a few suggestions for grocery talks in advertisements which are calculated to save a little of

some, and it's more economical as far as the pocketbook is concerned, because it will return many more cups of the beverage to the pound. For a really good and wholesome coffee, at a really reasonable price, try our own brand of Mocha and Java.

Tea.

A big pitcher of iced tea is welcome these days on any table. But make it right and, above all, use the right tea. Garan tea is peculiarly adapted to this use, because of the absolutely correct proportion of Formosa along with other varieties. This combination brings out the strong flavor when served cold. One-half pound canister 30c. One-pound canister, 60c.

About tea. Can you tell good tea not

Grocery News From Coast to Coast

Items From Western Canada

First Apples and Peaches on the Vancouver Market—Developing the Tobacco Industry—Novel Prize System in Saskatoon.

VANCOUVER.

August 15.—In connection with the reduction of the price of bread to five cents for a one and a quarter-pound loaf, it might be of interest to mention a fact that was brought to the attention of *The Grocer* by a former resident of New Zealand who is now resident in this city. He stated that in New Zealand the standard price is five cents for

flavor. Extreme vigilance is being exercised by the inspectors in regard to the importations of fruit from California, for codlin moth is found. A large number of boxes of Bartlett pears have been condemned and returned to the place of shipment because of the presence of this pest.

J. H. Paul, of Fairfield Island, Chilliwack district, has the credit of being



ONE OF THE STORES BURNED AT FERNIE, B.C.

The splendid grocery interior illustrated in the above engraving was that of W. J. Blundell, of Fernie, B.C., and was one of the stores destroyed in the recent disastrous fire. Mr. Blundell had one of the finest and most modern stores in the Province. His loss is estimated at \$4,600, which was covered by \$3,000 insurance.

a two-pound loaf, which is nearly double the weight of that sold in Vancouver. Moreover, bakers have to carry weights so that the bread may be weighed should any customer demand it. This, too, with flour, he says, at very few times cheaper than what it is here, and often it is much dearer.

The first shipment of local apples has arrived from Thomas Earl's orchard at Lytton, and the fruit is satisfactory. California Gravensteins are also on the market and look well and have excellent

the first man in that part of the Province to have local peaches. Two weeks ago he picked the first of the season, and has established a reputation as being the leader with choice fruits and vegetables.

The extent to which fruit is grown in the Province is partially shown in the foregoing items. Last week the big cherry crop of the district around Victoria, on Vancouver Island was mentioned, and now reports come from Nelson of the fine growth of cherries on the

Durban ranch, two miles south of that city, and managed by R. W. Hulbert. Seventeen and twenty boxes of 10 pounds each have been gathered from nine-year-old trees. The price realized was from 10c to 15c through the Kootenay Fruit Growers' Association. It is declared that the Kootenay cherry cannot be beaten, the Lambert being the king of the lot.

Tweddle & Son, and W. Hill, of Niagara, Ontario, and J. D. Honsberger, of Grand Forks, are the incorporators of the Grand Forks Fruit & Nursery Company, with a capital of \$25,000, that will operate at Grand Forks.

P. A. Samon, representing the Havana Cigar Syndicate, of Winnipeg, Man., was at Penticton, in the Okanagan Valley, the other day, exhibiting some of the cigars made from the native tobacco and endeavoring to interest people of that vicinity in the growing of the leaf. The factory at Kelowna was opened on July 19th, and six cigarmakers and the same number of other employes are engaged, turning out 3,000 cigars daily. Larger premises have been leased and the staff is to be increased at once so that 10,000 cigars daily may be manufactured. It is the intention to move the entire factory from Winnipeg to Kelowna. To supply the factory, it will be necessary to induce growers in other places than Kelowna to go into tobacco culture. The price paid is about 10c per pound, and it is claimed that at this figure \$200 worth per acre can be grown among fruit trees without in any way interfering with them.

The Gold Seal Liquor Company, Vancouver, has made a unique importation of cigars, in that it includes all the highest class of cigars that come from the Island of Cuba. There are two large consignments, and the order is the largest to come direct to this part of the Dominion.

Thursday afternoon, 13th, was a holiday among the grocery stores, it being the occasion of the clerks' annual picnic.

The Chilliwack clerks held their third annual picnic a week ago, on Thursday.

G. W. Deacon & Co. have bought out John Cunningham's stock at Port Essington, and are opening up a general store in the Upper Skeena Trading Company's old stand. Mr. Deacon comes from London, Ont., where he was designer for a large manufacturing house for many years. Prior to locating at Essington, he visited the Okanagan, but that did not suit him.

The stiffness of cured meat prices and the prospect of an immediate raise, brings to mind the mutton situation on this coast. Large quantities are brought here from Australia. There it is purchased for 7c or 8c, a carriage of 2c paid with duty of 3c per pound, and it

is retailed here at from 17c to 22c. An effort is being made by New Zealand traders to get on this market, but it is impossible just yet as there are no cold storage boats plying between New Zealand and Canada. Cold storage space in the Australian boats is refused. The betterment of the New Zealand service is now proposed, and an increased subsidy will be asked for to enable the promoters to have larger steamers with the necessary equipment. If this is done, butter will also be brought in from October to April. It is thought that the mutton could be shipped as far east as Winnipeg, and the butter even to Toronto.

A list of the losers at Fernie includes: J. E. McEwen, baker and confectioner, \$8,500; Thomas Beck, confectionery, \$5,000; W. J. Bundell, grocer, \$4,600, insurance, \$3,000; Crow's Nest Trading Co. and A. Macdonald & Co., \$125,000, insurance, \$85,000; Trites-Wood, \$200,000, insurance, \$117,000; S. Marks, grocer, \$1,000; Western Canada Company, P. Carasella, general, \$25,000, insurance, \$12,000; Fort Steele Brewing Co., \$185,000, insurance, \$75,000.

J. C. Spedding, merchant, of Auckland, New Zealand, who passed through Vancouver recently on his way to England, placed orders for 6,000 cases of apples and 2,000 cases of onions in California. When improved boats are in service from Vancouver to New Zealand it is confidently expected that this annual business will come to British Columbia.

SASKATOON.

August 15.—A most successful four days' exhibition was brought to a close here on Saturday. There was a big list of exhibitors in every class of stock and produce, and numerous prizes awarded. In the industrial department were several attractive displays, that of J. F. Cairns being especially noteworthy. Besides a display of numerous articles required by the housewife, several young ladies were employed dispensing dainty cupfuls of Tetley's tea. The Young-Thomas Soap Co., of Regina, had a stand all to themselves for the display of their soaps and samples of their famous Young Tom, Purity Naptha, Palm Naptha soaps, and washing powders were freely distributed. Of toilet soaps the glycerine pumice was the most attractive. H. J. Nosworthy was in charge of the display. As a finishing touch to the fair, the semi-annual drawing of prizes took place at Cairn's store on Saturday evening. Two months ago the drawing was announced to take place on the coupon system as has been the custom at the store for several years. Information, however, was laid against Mr. Cairns for carrying on the drawing. The matter was taken into court and the magistrate gave his decision that the system was illegal. Not to be outdone, however, Mr. Cairns announced that the same prizes would be given under a different system. The new plan was that the purchaser of every \$1 worth of goods would have a guess at the number of

cash sales which the store would put through between July 27th and August 8th. The number of cash sales for the

two weeks was 10,809, and the winner of the first prize came within two of that number.

Notes from the Eastern Provinces

New Ideas From Montreal—Large Arrivals of Sugar in Halifax and St. John.

MONTREAL.

August 17.—Grocers are like other business men in so far as their search for paying lines are concerned, and sometimes a certain line may be developed to such an extent as to make a good proposition. One grocer, whom it is learned, has had previous experience in the confectionery business, has developed his candy counter to such an extent that it has become a source of considerable revenue to him. Let it be observed here that this man's store is a model of cleanliness, therefore he has started with one advantage, perhaps, over some of his less scrupulous neighbor grocers. His candy counter is isolated from the other countries, and is in the front of the store. He has a silent salesman and in this are kept his lines, and everything looks refreshingly clean and neat.

Sometimes it is amusing to note what the environment of a store will bring it in trade. Recently a small grocery commenced to supply a nearby bank with sandwiches for the clerks who couldn't leave at the noon hour, and now this branch of the business, which is conducted by the grocer's wife, has grown to considerable proportions, as many others, who prefer to stay in their offices rather than go home, are eating this woman's delectable sandwiches.

Another grocer has discovered a way for the disposing of his empty boxes. He explains to his lady customers the wonderful things which can be made from boxes by a little ingenuity and craftsmanship, in the way of housefurnishings. Many a cosy corner in the locality of this store has been fashioned from boxes bought at this grocery.

At this season of the year women are on the lookout for food which requires little cooking, and any advertisement which tells them how to get along without standing over a hot stove, or gas range, will be soon followed up. A bright grocer cleaned out his window and turfed it over with sods and had two palms growing on either side. In the centre was a large menu card about four feet high, with the lettering well done, and in the corner was a nice large bow of heliotrope ribbon to add to its beauty. On the card were printed the names of articles which would compose a good meal, and which could be prepared with a minimum of cooking. These large bills of fare were changed three times a day. After the dinner hour, or about five o'clock in the afternoon, the breakfast list was put in the window, and after the breakfast hour the lunch list was displayed, and so on. This ad-

vertisement, according to the grocer who displayed it, brought the required results, and many a housewife was grateful for the suggestions offered.

A regrettable mistake was observed on one of the leading streets a few days ago in the matter of window advertising. When a grocer undertakes to advertise his goods this way he should be very careful not to commit this same mistake. The window in question was plastered from one end to the other with paper bulletins scattered indiscriminately over its surface, and from the outside the effect was far from pleasing. In no case should these announcements interfere with the view of the goods on exhibition in the window. Naturally, when a person sees a certain line advertised at a certain price, which is attractive, they want to see the article, and if they have to hunt for a chance to see it, through the signs pasted on the window, it does not put them in a very amiable frame of mind. Another window, in striking contrast to this one, had a list written on the window on either side, describing the bargains displayed in the window, and this proved effective.

On entering, the first mentioned store it was found to be perfectly ordered inside and this makes the lack of judgment in the window signs all the more regrettable.

A method of collecting bad debts which has been tried in a country town, where the place is more feasible than in a large city, deserves mention. It seems a grocer had considerable difficulty with some of his customers respecting payment, and finally he advertised a number of accounts for sale in the town newspaper, publishing the names of the delinquents. Before he resorted to this, however, he sent each debtor a notification that such action would be taken, and rather than endure such publicity they paid their debts. There were some whom all sense of shame seemed to have vanished from, and, consequently, their names were published.

In the summer season certain causes militate against the practice of displacing goods in front of the store, which are chiefly sanitary reasons. The store of J. A. Labonte, Dorchester Street East, exhibits a solution of this difficulty. Mr. Labonte has several large glass cases with slanting tops which display the goods sufficiently, and, at the same time, preserve them from the clouds of dust which sweep along the street.

Two exceptionally fine delivery rigs have been noticed standing in front of Brouillet & Guay's grocery store, corner Burnside Place and University Street. Wherever these two rigs go in this city

they will carry with them the impression that makes trade for the proprietors. The importance of a snappy turnout cannot be overestimated. It is, so to speak, the grocers' traveling representative.

Quite a number of grocers are making money selling sandwiches made of Bovril and bread. They are used extensively for picnics and for hasty luncheons.

The Early Closing Association of Montreal, held a picnic at Bout de L'Isle on Sunday to celebrate the fifteenth anniversary of the society's foundation. The usual races were pulled off, and other athletic contests incidental to functions of this nature had their place as well. A banquet was held, which was much enjoyed. The credit of the success of this outing is largely due to the president of the society, J. B. E. Poirier, and other officers, assisted by the various committees. The distribution of prizes will take place at 149 Berri Street at 10 o'clock on the morning of August 23.

HALIFAX.

August 17, 1908.—The wholesale grocery trade is a little quiet at the present time, but the retail trade is fairly good. The commission business is very brisk, and the dealers have about all the trade that they can handle, both in the city and at outside points. New green corn is now on the market, and tomatoes and cucumbers are coming in in good supply. The new potatoes on the market are large and of very fine quality. Eggs continue a little scarce, and the best Nova Scotia stock is quoted at 22c. Butter is coming in a little better, but the price still keeps up. More dairy butter is being marketed now.

Charles Marsden, grocer, Spring Garden Road, has assigned to George E. Faulkner, the official assignee. Mr. Marsden, who started with a small capital, has been in business only a few months, and the liabilities are not very heavy.

After half a century in the retail grocery business in Halifax, the name of W. Charles Anderson to-day will pass from that line of business. Mr. Anderson died some years ago, and since then his son George R. Anderson has managed the business. Mr. Anderson also conducts a large gents' furnishing business, and the latter has grown so that he cannot find time to attend to both concerns, so he has decided to close out the grocery business. Commencing on Monday, August 17, the stock in the grocery store will be sold at reduced prices for cash until everything is cleared out.

The creamery at Brookfield, N.S., which has been running continuously for fourteen years, summer and winter, is this year receiving a larger supply of milk and cream than for many years, and the company finds a ready market for its butter. The company has now gone into the manufacture of ice cream.

Pickford and Black's liner Dahome, which arrived this week from the West Indies, brought 19,500 bags of sugar for Halifax and Montreal.

ST. JOHN.

August 17.—The heavy rains of the past few weeks will materially aid the root crops. Potatoes will be about an average crop, but oats and buckwheat are reported as being decidedly off. The hay crop is abundant and was practically all housed before the rains did much damage.

Business has been rather quiet and few changes are reported in market quotations. Butter and eggs keep high and there seems little likelihood of any drop in prices for some time. Raspberries, blueberries and blackberries are coming in freely. New potatoes are now selling at 30 cents a peck retail and other vegetables are quite reasonable.

Wm. Peters, jr., T. A. Peters, Edwin Peters, Frank L. Peters and C. H. Peters are seeking incorporation as C. H. Peters' Sons, Limited, with capital of \$199,000; to carry on the feed business and tannery now conducted by the firm of C. H. Peters' Sons.

J. F. Tweedale, Arthurette; Judson C. Manzer, Andover; R. W. Demings, Perth; D. B. Hopkins and H. Hopkins, Andover; and J. E. Armstrong, Frank D. Sadler and Murchie L. Stewart, of Perth are seeking incorporation as the New Brunswick Produce Company, Limited, with a capital of \$49,000; to carry on a general produce and lumber business and to build and operate cheese and butter factories. Perth is to be the headquarters.

Walter Ashton Prichard, for the past six years representative of the Lake-of-the-Woods Milling Company, in New Brunswick and Prince Edward Island, died in St. John on August 10 after an illness of some months. Mr. Prichard was a son of the late Gilbert R. Prichard and was born in St. John, thirty-six years ago. He was identified with the grocery business here for a number of years as chief clerk with James Collins and on leaving there accepted a position with the Lake-of-the-Woods Co. He was a young man of exemplary character and had hosts of friends wherever he was known. He leaves a wife, formerly Miss Ada B. Troop, and one son. The funeral was held on Aug. 12 and was very largely attended.

Much sympathy has been expressed for G. F. H. Buerhaus, manager of the Welcome Soap Company, on account of the death of his six-year-old son, Charles, which occurred August 7.

The death occurred at Centreville, Carleton County, last week, of George F. Simonson, for many years a merchant in St. John and latterly proprietor of the Apohaqui Mineral Springs.

David G. Smith, for several years fishery commissioner of New Brunswick, died in New York on Aug. 9 after a brief illness. He is survived by his wife. Burial was made in St. Stephen.

The Board of Health are enforcing the law recently made compelling all milk vendors in the city to wash their cans before sending them back to the

country. Last week a number of dealers were before the court and arrangements were made to have the law complied with. The health authorities claimed that epidemics of disease had been traced to a polluted milk supply and for the protection of the public the vendors should be compelled to observe the law. The cases were allowed to stand pending an arrangement for washing the cans. The West India steamer, Dahome, which arrived from Bermuda on August 8, brought a large cargo of molasses and sugar. There were 2000 bags of sugar for Toronto merchants.

The general store of F. C. Taylor, at Blissville, Sunbury County, was entered by burglars on August 2 and goods to the value of \$50 carried away.

The sardine war between Charlotte County fishermen and Eastport buyers remains unsettled and the outlook for a successful arrangement seems very remote at the present time.

The meetings of the Agricultural Commission adjourned during the haying season, will be resumed about August 15. Restigouche, Gloucester and Northumberland Counties will be visited.

The fishermen's and wieren's picnic held at St. George on August 10 was largely attended and very successful.

GEORGETOWN, P. E. I.

August 15.—Business this week has been good. After the rain of last week, followed by hot weather, everybody is feeling good and things are going along with a swing.

Black raspberries and some late cherries are retailing at ten cents per basket; blueberries at six and seven cents. Oranges are high, but there are some very good ones on the market. Bananas are plentiful and in good demand. Butter has dropped to twenty cents per pound. Eggs are going up and are bringing eighteen cents. This is the highest price ever paid for eggs so early in the season and the prospects are that they will go even higher in a very short time.

Daniel Skinner has opened a grocery store in the building recently vacated by John Knight.

Fresh meats are very high and so scarce that carloads of cattle have to be imported from Ontario.

A few fresh mackerel are on the market and retail at fifteen cents each. Gaspereaux are fairly plentiful and bring ten cents per dozen.

Russel R. Maclean, of A. Maclean & Co., has just returned from a pleasant week's vacation in Halifax.

A neat little booklet has been published by Bovril which contains some interesting information on the many uses to which this fluid beef can be put. There are many recipes given which will be appreciated by the housewife. These booklets are being distributed among the trade and any grocer can secure a supply on writing to Bovril, Montreal, and mentioning the Canadian Grocer to show that he is in the business.

Trade Doings in Ontario

A "Midnight" Picnic at Guelph—Hamilton Grocers Planning Their "Hump"
—Dear Potatoes in Ottawa—Observations From Kingston.

GUELPH.

August 17.—H. Walker, of H. Walker & Son, with his wife and Miss Walker, have returned from their tour of the old land. They had a very pleasant trip back from Glasgow on the Athenian and all came back in the best of health. Mr. Walker says he enjoyed the visit to old Scotland. The party spent the greater portion of the time in the land where Mr. Walker was brought up. Here they received a most hearty reception. They spent some time in London and also took a trip to Paris.

Rod Young, of Young's, Limited, Hamilton, and Chas. Zinker of McCormick's, London, were in town this week apologizing for not having been here during Old Home week, and incidentally doing some business.

The grocery business continues to be very quiet after the Old Home week, and because the farmers are all so busy harvesting.

Henry Waldman, of D. E. McDonald & Bros., has quite a novelty in the shape of a lemon tree, grown from an ordinary lemon seed. The tree stands about seven feet high and is twelve years old. Mr. Waldman certainly deserves credit for his patience and perseverance in looking after it. The tree at first came up in a sort of prong shape and had to be divided at the ring, which practically makes two trees. It makes a beautiful tree and it is worth any person's time who is a lover of vegetation to give it a trial.

Through eating sardines from a tin a family named Brandon, on Victoria St., were afflicted with ptomaine poisoning this week. They were so seriously poisoned that Dr. McLean had great difficulty in bringing them all around again. Happily all have recovered.

Boil the city water is the latest order from the medical health officer on account of typhoid germs. He might have added, put a little of some famous blend of tea in it to add to the flavor.

We have had some very heavy electric storms the past week, accompanied with a great deal of rain, which has done considerable damage to standing grain.

There was a good, lively market on Saturday, with a big supply of butter, eggs, and particularly vegetables and fruits. There was as well a good, fair demand, but hardly up to the supply, with the result that there was a continued falling off in prices. Eggs dropped to 18c and butter as low as 20c; chickens from 60c to 95c a pair, and potatoes to 60c a bushel. Tomatoes are a fine sample for the early variety, but only brought from 20c to 25c a basket. Peaches and plums are coming along fine also.

The city council have about decided to leave the electric lights that were put up on Wyndham Street for Old Home week to remain and to be used on special occasions and on Saturday nights. The latter will be a great boon to the merchants on the main street and to the public for shopping purposes.

The latest winter fair report is that Guelph, after voting \$10,000 for an addition will have to put up another

\$15,000, or, since now the election is over the Ontario Government cannot see their way clear to spend any more this year.

Necessity is the mother of invention and when on account of the lack of a universal Thursday half-holiday it looked as if the annual J. A. McCrea & Son staff picnic could not be held, it was decided to hold it in the evening and call it the above name. They did not start at midnight. Oh, no. The cariole left the front of the noted tea store just shortly after six and after a delightful drive through the rain-freshened country, arrived at the home of Harry Barton, on the Brockroad. The girls had brought a bounteous supper, and soon the large dining room looked like a Board of Trade banquet. It was intended at first to have the supper in the orchard, but on account of the rain this had to be abandoned. After supper the hours slipped swiftly away in games, songs, dancing, etc., until midnight, when the crowd gathered around Mr. and Mrs. Barton, and after R. J. E. McCrea made a short speech, thanking the host and hostess for their most generous hospitality, the jolly crowd drove home. They all declare they had full-as good, if not a better time, than at last year's staff picnic at Puslinch Lake.

CHATHAM.

August 17.—The big picnic has been postponed. It is only for a week, however. Last week the local merchants held a conference with Supt. Fitch of the C.W. & L.E., when the latter asked for a week's postponement, to make sure that the Charing Cross subway would be completed in time. The completion of the subway will leave the road free to use their full complement of cars, and the handling of the crowds will be much facilitated. The extra week will give the merchants time, also, to still further boom the picnic. When it is finally pulled off on Aug. 27th, it will be all the bigger success for the short delay. The prize list continues to expand steadily.

Wilfred McCorvie, of John McCorvie & Son, has received word from his father and mother who are touring the Old Country. When last heard from Mr. and Mrs. McCorvie were near the Mull of Cantyre, whence came the original McCorvies. After completing their Scottish tour, they will visit Ireland.

Burnie & Co. are evidently permanent additions to the ranks of advertising grocers in the Maple City. They are running some attractive talks with the public at present.

John Edmondson has added a handsome window show case to the equipment of his meat shop on St. Clair street. Smoked meats, interspersed with cooling chunks of ice, make a tasty display. Incidentally, preparations are under way for laying a new granolithic walk on that side of St. Clair street, which numbers two meat shops and three groceries in the space of one short block.

P. B. McQueen, local manager of the Bradley Store, is in a jubilant mood. Providence, uncertain whether he desired a boy or a girl, sent both.

Ray H. King has been appointed a salesman for the Chatham Fruit Growers' Association. He left to-day for the Canadian West, where he will spend four months in pushing the association's goods.

The butter-dish and berry-box factory at Rodney is to be enlarged this fall, new machinery being added. It is intended to run all the year round.

The pickling and canning season is now on. The Bradley Store this week has a good pickling window. The window was carpeted with mixed spice in bulk. In the background a small show case contained two large glass jars of white wine vinegar, while the foreground had mustard, cloves and various other pickling essentials. The side window was devoted to rubbers. The display was a very comprehensive one, and naturally attractive to the housekeeper at the catsup and chili sauce season. Simultaneously, the store advertised the articles displayed.

Wm. Anderson, the hustling president of the local R.M.A., was holidaying last week at Erieau. He was to have taken a week, but Chatham's claims on him were so insistent that he got only four days out of the seven.

Fred Ward, of H. A. Andrew's grocery, has returned to his duties after a few days' holiday at Erieau.

Wm. Potter, J.P., is taking a spell as acting county magistrate in the absence of Magistrate Houston. The Queen street grocer sits very gracefully on the judicial bench and takes the title of "your honor" with becoming dignity.

Tobacco buyers, after a long period of dullness, are showing exceptional activity, both in this county and in Essex. In Leamington alone Gregory Bros. paid out about \$10,000 last Thursday, though the samples are said to have been of only medium quality. Despite the extensive purchases, two-thirds of last year's crop remains to be marketed. Reports indicate that this year's crop, though the acreage is small, will be of unusually high quality. The Virginia leaf is being successfully grown this year in Colchester Township.

Jeff. J. Foster has bought out the Smith grocery at Leamington and is now in possession.

Richard Laird, London Road, has purchased the butcher business of D. McIntyre, Wyoming, who has been compelled by ill health to discontinue. Mr. Laird took possession last Monday.

The canning factories in this vicinity, which have been busy on beans for some time, are now canning tomatoes. The latter are reported plentiful.

A. J. Holland, who has been in the grocery business at Blenheim for some time past, left last week for Colorado, for the benefit of his health. He was accompanied by his brother, Orville.

John S. Gesner will open an up-to-date grocery in a week or ten days in Ridgetown, in the premises formerly occupied by M. Macfarlane.

The Ridgetown Canning Factory may yet materialize. The town authorities have received word from the promoters asking the town to delay action in the enforcement of their bond, coupled with the assurance that the factory would be well under way by August 1, 1909.

THE CANADIAN GROCER

A conference will be held between the parties.

Harry W. Jacques, who has for several years conducted a grocery at the corner of Raleigh and Cross streets, today made an assignment to G. W. Sulman. The creditors' meeting takes place in this city on August 25, at 2 o'clock. September 15 is fixed as the date of distribution. It is a noteworthy fact that this is the first failure which has occurred in the grocery business in nearly a year, despite all the "hard times" talk of last winter. Mr. Jacques is a popular young man and seemed to be doing a good business. His friends hope that his affairs may be so arranged that he can continue.

Grocers the wide world over will read with keen delight of the tragedy which recently befell a Chathamite who whenever he enters a grocery store always makes it a point to grab a little bite to eat. The gentleman wears glasses and is a trifle near sighted. Saturday, on entering a King street store, he spied a barrel of crackers. While giving his order for five cents' worth of soap to be sent down on the delivery wagon, he walked across to the cracker barrel and helped himself. Simultaneously his mouth flew open and the handful of crackers vanished. The next instant the unfortunate was spluttering violently and tearfully over what turned out to be a mouthful of soap chips.

KINGSTON.

August 17.—Fred Vanluven, grocer, of Kingston, and his brother, Robert, grocer, of Smith's Falls, have been rusticated at the home of their mother at Battersea. They have some big fish tales to tell. They caught some fine bass on the famous Loughboro Lake.

Since Fred sold out he has gained in weight and looks. I tell you the best remedy when you are run down is to quit and run up. Fresh air and sunshine are better than bottled nostrums.

The Jell-O man has been telling the people of the superiority of his products. It is taking well. Quality counts, especially when they tell it through The Grocer. They are demonstrating at James Redden & Co.'s.

Some mean man out for mischief daubed paint all over A. E. Hirod's sign last week. Mr. Hirod feels indignant and offers \$50 for information leading to the arrest of the offender.

Civic Holiday is over and next to the grocers' picnic it was the biggest event in years. Bert Robertson, traveler for Geo. Robertson & Son, was the leading spirit. The Comfort Soap race was as usual, a taking part of the programme. There were at least 4,000 people on the grounds.

The city is fairly glutted with fruits, blueberries selling at \$1.80 a box, 50c a pail. Tomatoes 50c a bushel and so on.

The merchants are, as usual, kicking about slow pay people, especially those who have lots of money out at interest, but who hate to draw a cent to pay the man who gives them nourishing food and drink and works hard for the little profit he makes. And these people are terribly indignant if you tell them

you need what belongs to you. An example of what can be done by selling for cash only is evident at Gananoque. Go into Smith Bros.' store, who bought out Sam Wilson, and you will find them busy as bees. No books to bother them, no disputed accounts, no balances except to their credit in the bank. Yes, cash is king.

James Shearer, of Orkney, Scotland, and lately employed with Tyler & Co., London, Ont., is at present in the employ of J. Gilbert. He has been out since May 1907, and is well pleased with Canada.

Occasionally a man comes up from Montreal and has a snap in lemons or oranges and it generally turns out a lot of spotted stock to help fill the refuse barrel. Kingston merchants, and I suppose other places, got a dose of such last week. It would be well to ship such stuff back at once. If a man tries to pass a counterfeit bill he is sent to the penitentiary to think over it, but he is no worse than the man who sells bad fruit. Yes, it's wonderful how some men can stand and lie.

Spices, spices! Lock up your stock. Package spices are becoming popular. Saves time and worry, for nothing is so annoying when you are busy as to have a woman come in with a ketchup recipe, an ounce of this and a half-ounce of that and so on.

How about canned goods? Will they go up or will they come down? Well, yes, I guess it depends on the supply and demand. Buy as you go is a good rule. You may strike it once and miss it twice.

The chocolate and bon bon fiends are around already booking orders for Xmas. I set the dog on two to-day for I don't want to think or talk about frost and snow yet. It is preposterous.

Once in a while a scarcity occurs in fruit then everybody orders and on this account a glut was on Saturday. Blackberries sold for \$1 a dozen, corn, 7c a dozen; apples, \$1 a barrel. One farmer offered Jim, the grocer, five bushels of apples for nothing. Jim said he had no use for them.

Some clerks become very popular with customers by giving tips in the form of over-weight and measure. Any clerk who acts thus to make himself popular at his employer's expense is a thief and a robber. Clerks should do for their employers as they would for themselves. Such clerks are becoming rare. Why?

When you want a junior now and put your ad. in a local paper, you generally have a lot of applications from business college graduates. As a rule they want to begin at the top, while the merchant generally wants one to begin in the cellar and storehouse or take a turn on the wagon. These are the kind that make good clerks, the kind that takes an interest, the kind who do everything to bring trade to their master and the kind who succeed where others fail.

Geo. Thompson, ginger ale manufac-

turer, has installed new machinery in his factory. Geo. was a grocer. He believes that as good an article can be put up in Canada as in the Mother Country. His business is growing.

A new commission house is talked of. Two young business men are considering it. If they can secure some good agencies it will likely be established.

WOODSTOCK.

August 17.—H. P. Meyers, who for the past two years has conducted a grocery store in Norwich, has rented a store in Woodstock, and announces that he will open for business in about a week. "Everything for the table" is what he says will be his motto, and if he lives up to it as an up-to-date grocer should, his store should attract its due proportion of business, though there are already a large number of stores in the city. Mr. Meyers was a member of the Norwich Musical Society and his removal from that flourishing town was a distinct loss to musical circles.

An unique entertainment is to be held at old St. Paul's church this week. It is announced that Dr. A. B. Welford will give an address on "The Busy Bee," telling the methods by which they make honey, and showing how it is extracted from the comb. Fewer than one would think have any knowledge of these matters, and the entertainment will doubtless be one of much interest.

Oxford county farmers are busy harvesting good crops, and this is a pretty sure sign of better trade conditions. If the farmers have good crops it means more money in circulation, and a corresponding benefit to everybody.

LONDON.

August 17.—Wholesale business is good and payments are fair. Sugars and coffee are unchanged. Japan teas are very firm, prices keep high and the supply is short. In China teas not much is doing. Trade in Ceylon and India teas is improving and prices are easier on lower grades. California fruits are rising in price owing to the great drought and intense heat, the thermometer registering as high as 110 in the shade. Last week prices advanced three times.

Retail trade continues fair.

Retailers who should know better are said to be cutting prices of salmon, selling Maple Leaf for 18c a can. Other dealers threaten to cut in other goods unless the practice complained of is soon stopped.

Ex-President Harry Ranahan, of the Retail Grocers' Association, is more pronounced than ever in favor of inter-provincial organization by the retail grocery trade. "If," said he, in course of conversation with your correspondent "we had had such organization we would have been in a position to talk to the wholesalers regarding their changes as to time and discounts in a way that they would have had to listen to us. As it was, they simply laughed at us." Mr. Ranahan, it will be remembered, strongly advocated the holding here this summer of a grand union grocers' picnic. By that means grocers from all over the country would have been brought to the city, and organization such as he advocates would have been made easy.

Complaint is still made by grocers of short measure on the market here, the Retail Grocers' Association finding it most difficult to watch offenders. It is not unlikely that a move will be made to induce the city council to enact a by-law compelling all dealers to sell by weight.

At the last meeting of the Retail Grocers' Association it was decided to hold a big picnic at Springbank the last Wednesday of this month, the 26th. Last year a similar picnic was attended by one of the largest crowds that ever gathered at Springbank, and this year's outing, it is expected, will be equally successful.

A feature of the day will be a baseball game between the grocers of the north against those of the south end of the city, Dundas Street being the dividing line. A cup has been donated for this game by S. Screamon, manager of the Lee Pickling and Preserving Company. The cup will have to be won three times to become the property of either side. Cyril Hayes will captain the north side team, and J. T. May the southern team. The following committees were appointed: Sports, E. E. Linnell, C. Young, F. Paull, T. Vincent, J. Wycokoff, J. Henderson, T. Shaw and C. Hayes; refreshments, F. Travers and H. S. Marshall; transportation, E. J. Ryan, J. Diprose, G. McCormick and T. Shaw. The judges will be picked from the members of the different wholesale firms and the city travelers who are in attendance. Market Clerk C. Maker will act as starter.

BARRIE.

August 18.—On Saturday last the local market was not very brisk, owing to the fine weather, and the farmer taking advantage of the "make hay while the sun shines" problem did not make his appearance in large numbers. Butter was firm and sold at 20 to 22c a pound. Eggs were easier and sold at 17c to 18c a dozen. Spring chickens sold by the pair at 60c to 75c, or from 12½c to 15c a pound, and fowl at 8c a pound. The first appearance of spring ducks brought \$1.00 a pair. Potatoes went away off and sold as low as 50c a bag, while 60c and 75c were paid. A large amount of green corn sold at 8c and 10c a dozen. Apples were very plentiful and sold at from 50c to \$1.00 a barrel for early harvest varieties.

R. R. Bothwell returned last week from a week's holidays up on the Muskoka Lakes.

Our local "grip men" are again busy after their two weeks' vacation, and look greatly improved after it.

J. J. Brown has just about finished his fine two-storey double store building, having built these stores for renting, and judging from the situation and sizes they should not lay idle.

One of our largest local millers has this week notified his customers of a raise of twenty-five cents a barrel on all grades of flour.

John Milne, of Eby-Blain Co., Toronto, is again on the road and was in this week to see your correspondent.

On Wednesday night last week thieves entered a window in the rear of J. Emmes' grocery. The parties, however, got little for their trouble as the proprietor missed nothing but two dollars' worth of coppers, the contents of the till, and a few tins of sardines.

This week fruit was very plentiful along the street and never before at this time of year was there such an abundance of basket fruit such as tomatoes, plums, peaches, etc. Tomatoes are now selling at 25c to 35c a basket. Plums sold at 50c to 60c; peaches, 60c to 75c. Canadian lopes are now plentiful and are fine and large, selling at 10c to 25c each. Lawton berries are about done and are selling at 10c to 12½c a box. Huckleberries are also about over and are selling at \$1.25 a basket or 12½c a quart. Table plums are selling at 10c a quart. Canadian peaches 10c and 15c a dozen; Californias from 20c to 50c a dozen; pears, 20c to 40c a dozen; watermelons, 35c and 40c.

Wm. Loan was in town last week representing the Horton Cato Co., of Detroit. Billie is an old Barrie boy, having learned all about groceries with J. M. Bothwell, whom he was with for about fifteen years. We wish him all kinds of success in his new field.

ST. THOMAS.

August 18.—General regret was expressed on all sides at the Civic holiday Oddfellows' demonstration at Pinafore park being stopped by the heavy rain, which fell that afternoon. The grocers had a very busy week and are well pleased with results. Come again, boys.

The mayor has not signed the new market fee by-law, and stated that he did not know when he would, so it may be some time before the same is enforced, if ever. It certainly would be a step backward.

Only two more Wednesday half-holidays this year. On Civic holiday, Wednesday forenoon, all the grocers in the west end, with but one exception, were closed, while in the east end mostly all were open. It is regrettable that a more loyal observance of the holidays does not exist, and this could easily be remedied if the offenders were properly looked after.

The ten-cent drop in the price of sugar has not affected the retail price, and the demand from now on, owing to the heavy local supply of plums, pears, etc., will be greatly stimulated and thus benefit the trade. Dairy butter took quite a jump in price on Saturday last, from 25c to 28c, possibly owing to the advent of the M.C.R. pay car. Creamery prints still retail at 29c, with ample supplies and good demand.

The places of the four or five striking C.P.R. mechanics who reside here have been already filled by outsiders, and they are at present out of their positions. As the grocers who do a credit business are usually the heaviest losers by such strikes it is to be hoped that this one will soon be amicably settled.

HAMILTON.

August 18.—These hot days people are again aroused at the dog nuisance. Respectable grocers are put to a very serious inconvenience by the depredations of not only the ill-bred and ill-mannered cur, but the aristocratic pup which follows the fashionable lady in her shopping expeditions. Why this nuisance is allowed by the law is a question that remains unanswered. I notice by the To-

ronto papers that the council of that city have passed a law that no dogs shall be allowed on the streets unless muzzled or led. It would be a great boon to law-abiding citizens if the police would collect the whole bunch and take them to the crematory. They are a perfect terror to all cleanly people, and why the majority should suffer for the whim of a few persons who think it necessary to keep a dog is a conundrum that the average grocer is not prepared to answer.

I see the Beekeepers have held their annual convention, and among other business transacted was fixing the price of honey to the trade. Now this looks to me very much like breaking the law. According to a Dominion Act, they are liable to fine and imprisonment for forming a combine to fix prices. Probably the law was made for grocers and plumbers, and is not intended to reach the horny-handed farmer who seems in this age to be very much on top.

The Retail Grocers' Association, always doing things no one else ever thinks of, are now making preparations for another unique event, the annual "Hump," which will take place on Wednesday, August 26, the last half-holiday of the year. The party will leave Hamilton by steamer and proceed via the canal to Oaklands, where a series of games will be run off. Returning, a lunch will be served on the boat, and a sail taken through the canal. A party of Brantford grocers is expected to be along, and a really bully time will certainly be enjoyed.

BERLIN.

August 18.—Despite the arguments advanced by a deputation from the Retail Merchants' Association, the City Council has reduced the transient traders' fee from \$200 to \$50. The merchants contended that \$50 was too low to prevent protection from fakirs and outsiders, prone to come in and stay only a few months, carrying off the cream of the trade, while the merchant who is here helping to build up the town has to pay a higher rate of taxation. The aldermen, however, took the view that \$50 was a large enough fee to accomplish the end in view.

Notwithstanding the advent of about half a dozen Italian and Greek fruit dealers, local grocers report very successful business in this line thus far this season. There is considerable feeling against these foreigners who seldom become valuable citizens, but that this attitude is not universal, is evidenced by the fact that all are evidently doing a flourishing business.

ARTICLE WANTED.

I WANT TO BUY, at bargain price National Cash Register, single or multiple drawers, with detail sales and ticket printer. Give full particulars and lowest price. John Diprose, London, Ont.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN **President**

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SWITZERLAND—

- ZURICH Louis Wolf
Orell Fussli & Co

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EASTERN FRUIT FOR B. C.

That there is room for decided improvement in the methods of shipping fruit to Western Canada from the eastern markets, and that such business is well worth developing, is conclusively demonstrated in the following letter which was received this week from a gentleman in Vancouver who is quite well conversant with market conditions not only in that city, but on the coast as well. The matters cited deserve the attention of fruit shippers in Eastern Canada:

"Canadian fruit growers seem to be neglecting their opportunity of developing a market here. At present all the small fruits are coming in via Duluth, with probably just as long a haul from the producing centre as the Canadian fruit would have. One of our leading grocers stated that every season he had got in a trial shipment of eastern fruit, strawberries, raspberries and cherries, and other small fruits. Almost without exception every shipment was spoiled, with the exception of cherries. For this he blames the eastern shippers, partly for not packing so carefully as the American growers and partly for shipping the fruit when it is too ripe. Each year he has been expecting that there might be an improvement, but the experience of this season has only been a repetition of former years. He believes

that if the trade were carefully fostered and shipments were sent in good condition, business would soon be done by the carload to these points.

PURE FOOD LAWS.

Another interesting special on the pure food question—which as has been pointed out in these columns will before long have to be seriously dealt with in Canada—will be found in another column. It describes the practical experiments that have been carried out in the United States with various foods and preservatives. That country is dealing with the matter in a most effective way. Canada has just begun to do something practical, but there can be no doubt that before long the professional politicians here will begin to dabble in the question and much will be heard of it. It is important that something should be done but the trade must watch developments closely to prevent stupid but serious interference with business. Grocers should favor any just laws in the interests of pure food, but the experience in every State across the border is that proposed laws tend towards hampering retail trade rather than purer food. Even in Canada our inadequate law has been enforced against the innocent merchant while the guilty manufacturer has gone unpunished.

The Dominion Grocers' Exchange and local retail associations and food manufacturers ought to initiate the campaign in Canada, instead of being put on the defensive by the professional agitators when the time seems auspicious to them.

DO GROCERS BUY INFERIOR CHEESE.

J. A. Ruddick, Chief Dairy Commissioner for Canada, says two-thirds of the country's dairy product is used in Canada. This includes mostly milk and butter. The best cheese is exported. The Canadian grocers buying the culls, which are either inferior or green cheese. Hence the ordinary householder scarcely knows the taste of really good cheese. Mr. Ruddick seems to blame the grocers. If they were particular in buying only first grade cheese the people would be educated into refusing inferior qualities. The difference between good cheese and bad is the same as in any other article. Canadians, Mr. Ruddick says, should have the best quality cheese as one means of building up a larger home trade.

GET ACQUAINTED.

Your competitor does not wear horns. A great many gray hairs are brought out on the heads of business men be-

cause of worrying about what competition will do, and especially some one particular competitor. It seems there is always one competitor who is more to be dreaded than all the rest. One who tries to sell his goods at cost, or is especially obnoxious in some other way.

Probably you have been getting all your information about this competitor from certain customers, and if that is the case you can bet that it has been colored up to make your competitor appear much worse than he really is, and about nine times out of ten you can also bet the same customer is telling like stories about you to that same competitor.

Just contract the habit of paying no attention to such information, but get acquainted with "the animal," so you can base your judgment on something more than rumor of the worst kind. Tell him that you have heard so many unreasonable reports about him that you would like to know about what he really was and was not doing. He will more than likely meet you at least halfway in friendliness and then you can talk over trade abuses and get together generally.

PATRONIZE YOUR LOCAL PRINTER

Retail merchants, particularly in the smaller towns, are more than any one else interested in the matter of home patronage. With this in view isn't it rather peculiar that they are often the first persons to go out of their town for printing, or rather, allow their work to be gobbled up by the smooth solicitor of some out of town concern? This is no imaginative affair, either. Such a thing happens almost every day in nearly every Canadian town.

Along about November, for instance, along comes a solicitor with a gaily-gotten-up calendar, which he offers at bargain prices for hundred lots for Christmas gifts for your customers. In a good many cases the offer is accepted.

At another time another man from a similar firm offers special prices on letter heads, statements, or advertising circulars.

These are things which ought to go to the local printer. The merchant should practice the policy of home patronage to the last notch, and he will find, too, that it will usually pay in the end. Ten chances to one, if you get him to figure closely, the local printer can pretty nearly meet the prices on the calendars, particularly if you buy them in quantity. He'll get you just as good a line of samples, too, if he's up-to-date, and he surely ought to be.

Your letter heads and statements, too, ought to be printed at home. It means a mighty heavy knock to a mer-

chant's home patronage talk if his stationery goes out to his customers bearing the imprint of a city or out-of-town printing firm.

So far as counter pads, checking books and the like are concerned, the large houses which specialize in these have facilities and can quote prices with which the local printer cannot readily compete, but so far as general work is concerned he should be given a chance at least to figure on it.

HOW THE TRADE PAPER EXCELS.

A little item which appeared in several of the Toronto dailies on Wednesday of this week illustrates very forcibly the superiority of the trade paper over the general newspaper in reporting the news of its special field.

The item in question spoke of the keen competition among the "consolidated" and independent canners this season, and gave the supposedly new news that prices on corn and tomatoes are 30 cents a dozen less than last year.

This information was nothing new to readers of The Grocer. The prices the item refers to were announced some eight weeks ago, at that time were quoted in detail in this paper, and the whole situation summarized more comprehensively and definitely than the dailies have done in the present instance. This illustration only shows how much more thoroughly the trade paper covers its field and how valuable it is to the members of the trade it represents.

ADOPTING CASH BUSINESS.

If a merchant feels that he is in a position to change from credit to cash; if he is assured that he is located in the right kind of a community; if he feels that his customers can and will pay cash, it would seem advisable for him to change to a strictly cash basis. But he shouldn't make the change until he has looked carefully into the matter. He shouldn't do so, anyway, until he has mapped out a plan of procedure and knows just how he is going about it and just what he is going to do, and the reasons he is going to give, for selling for cash in future. Hasty action is most inadvisable, for such a change in method of selling groceries or other merchandise is very important and every step should therefore, be very carefully considered.

Perhaps the most important step to be taken is the making of the announcement. This should be very carefully prepared, after mature thought. The reasons for the change should be fully stated; the value of the customer's patronage should be dwelt upon at length; your ability to sell at lower prices

should be pointed out and impressed on the housewife's mind. Then, after the issuance of the proper sort of an announcement, there is the matter of advertising, for to make a big success of a strictly cash business the merchant will find it necessary to advertise as generously as his means will permit.

The cash grocer profits by making his ads. his salesmen; by making them talk ably and prices. Persistent advertising will be necessary—in these days he who gets the largest share of the trade is the one who goes after it the hardest.

There is one thing to be always borne in mind by the grocer selling for cash, and that is that no matter if he is selling cheaper than before he commenced selling on a strictly cash basis, no matter how good an article he has to offer his public, if he doesn't let them know about it through advertising, he can never attain the full measure of success in the cash business.

THEY DID NOT ADVERTISE.

The statement that advertising pays is now generally accepted without a doubt. As a proof of it, however, it may be pointed out that non-advertising produces failure. The following item from the Buffalo News clearly shows that notwithstanding the fact that a firm may have the most modern stores, without newspaper advertising the business cannot succeed and will, sooner or later, result in absolute failure:

"The William L. Davies Company, which operated a chain of meat markets in Buffalo, has quit business here. The Davies Company embarked in business in Buffalo three or four years ago and opened up meat markets with a little more marble and nickle than is ordinary and endeavored to give a tone to its stores. Lately it has had stores at 1374 Main street, 79 Grant street, 1315 Jefferson street and 314 Connecticut street.

"It is stated that the company found its business unprofitable and decided to give up the fight. The men in the Davies Company for the most part are Canadians. The only local stockholder is Loran L. Lewis, Jr., attorney for the company, who held a small block of stock to qualify as a resident director. Mr. Lewis is out of town. Mr. Porter, the managing officer of the company, has been in and out of Buffalo the past few days closing its affairs. He is in Toronto to-day.

"One of the policies of the Davies Company was not to use newspaper advertising. Its other ideas were good, clean stores and attractive dish displays."

The lesson is obvious. Business men should advertise steadily, systematically and persistently. Of course it is necessary to use space in papers having large circulations and covering the entire district in which they are published. These facts being observed, the increase of business is certain.—St. Catharines Standard.

TOMATO COMBINE IN NOVA SCOTIA.

A combine is said to have been formed in Nova Scotia this season, to control the price and shipments of tomatoes. The deal, it is stated, was put through by the head of a canning factory in the Province, and there promise to be some interesting developments before the season is over. All the large tomato growers have entered the pact and it is stated that the promoter has agreed to take off their hands and use in his factory all the tomatoes that those in the combine are not able to handle. The main object of the organization is said to be to keep the price up, and it will probably be from fifty to one hundred per cent. higher than other seasons.

All the small dealers in Halifax have been squeezed out, and shipments will only be made to four of the large produce dealers in the city, who were taken into the combine. They were unwillingly forced into it, as otherwise they would not have been able to procure sufficient tomatoes to supply their customers. The growers, however, are not going to have things all their own way. Some of the dealers in Halifax outside of the combine, who have handled large quantities of tomatoes in the past, have notified the growers that unless they send them tomatoes as usual, they will not handle their apples. What effect this will have remains to be seen. The class of apples these growers send in can only be handled profitably by the firms not in the combine.

The development of this peculiar situation will be watched with interest in all parts of the country.

Any grocer visiting Toronto during the Exhibition, or at any other time, will be made most welcome if he calls at the warehouse of the "Salada" Tea Co., and if he can spare a quarter of an hour it will be made most interesting by a walk through the different departments. He will see the most modern way of handling tea, the nearly human electric weighing machines, the packing machines (one of which, with two men working it, packs over one million pounds of tea yearly), the labeling machines, the nailing machines, and the cleanliness and tidiness of everything will please him.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fruits—Declined.
Sugar—Steady.
Dried Fruits—Slight advance.
Cheese—Advanced.

Montreal, August 20, 1908,

The past week has been a fairly good one generally in business circles. August has never been looked upon as a very lively time, so taking this fact into consideration the present conditions are rather good. Remittances are reported good, which is a good indication. There have not been many changes in the market during the past week, things in general preserving a pretty even tone. Perhaps the one exception to this statement is cheese, which has been soaring considerably lately. Sugar is steady and unchanged in price. Everyone is looking forward to the harvest in the Canadian west, which will, if expectations come true, have to go to many quarters of the globe where it has not been before, on account of the shortage in some of the other wheat-producing countries. An apparent case of "shipping coals to Newcastle" seems to be involved in the shipment of wheat to Russia, which is a great wheat-growing country itself. Lately it has been discovered that Canada grows wheat admirably suited to the manufacture of macaroni; therefore the shortage of wheat in Europe, and increase in the consumption of macaroni has led to Canadian shipment being made to the continent in larger quantity than heretofore.

SUGAR—This market has presented no new features during the week and trade is slow for this time of the year. The market is steady and unchanged as to prices.

Granulated, bbls	\$4 80
" " 4-bbls	4 95
" " bags	4 75
Paris lump, boxes, 100 lbs	5 60
" " 50 lbs	5 70
Extra ground, bbls	5 15
" " 50-lb. boxes	5 31
" " 25-lb. boxes	5 51
Powdered, bbls	4 91
" " 50-lb. boxes	5 15
Phoenix	4 65
Bright coffee	4 50
No. 3 yellow	4 40
No. 2	4 30
No. 1	4 43
No. 1 " bags	4 35

SYRUPS AND MOLASSES — These markets are very dull and featureless. There is some demand for corn syrups, but molasses is neglected. Prices remain the same.

Barbadoes, in puncheons	0 31	0 35
" " in barrels	0 34	0 35
" " in half-barrels	0 34	0 36
" " fancy	0 34	0 36
" " extra fancy	0 34	0 36
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 1-bbls	0 03	
" " 2-bbls	0 03	
" " 3-bbls	0 03	
" " 4-bbls	0 03	
" " 5-bbls	0 03	
" " 6-bbls	0 03	
" " 7-bbls	0 03	
" " 8-bbls	0 03	
" " 9-bbls	0 03	
" " 10-bbls	0 03	
" " 11-bbls	0 03	
" " 12-bbls	0 03	
" " 13-bbls	0 03	
" " 14-bbls	0 03	
" " 15-bbls	0 03	
" " 16-bbls	0 03	
" " 17-bbls	0 03	
" " 18-bbls	0 03	
" " 19-bbls	0 03	
" " 20-bbls	0 03	

MAPLE PRODUCTS—There is no change in this market, which is slow.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin	0 60	0 65

TEA—Ceylons, Indias and Chinas are pretty generally neglected as the volume of business passing is small. Japans are continuing steady and unchanged. Buyers seem, however, to be buying only for immediate wants.

Choice-st.	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Brok'n Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 21
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Fingusay gunpowder, low grade	0 12	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Demand has been good during the week and no changes in price are recorded. The Brazilian Government's new valorization movement has not yet affected prices, and perhaps may not, a matter which rests with them, as they seem to hold the whip hand just now.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Rio. No. 7	0 09	0 11
Santos	0 11	0 11
Maracaibo	0 14	0 19
Roasted and ground 20 per cent. additional		

SPICES—Spices are in fair demand, owing to the pickling season being on. No change in quotations is noticeable.

Peppers, black	0 14	0 20
" white	0 16	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 30
Cloves, whole	0 17	0 30
Cloves, ground	0 25	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

DRIED FRUITS—There have been a few advances in the primary markets, and the whole situation is strong in undertone, but no changes in price have taken place locally yet. It is expected that a readjustment of prices will occur in some lines soon. Locally the demand for raisins (Valencias), and currants (Piliatras), has been very good.

Currants—		
Piliatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
" " cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 07	0 08
Amalias	0 05	0 07
" 1 lb. packages	0 07	0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" 1-lb. cartons	0 10	0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.	0 06	0 06
Selected, per lb.	0 06	0 06
Layers	0 06	0 06
Dates—		
Hallowees, per lb.	0 04	0 05
Sairs, per lb.	0 03	0 04
Paokages	0 06	0 06
Malaga Raisins—		
London layers	2 25	
" " Connaisseur Clusters" 1/2 boxes	3 40	
" " " " " 1/2 boxes	1 00	
" " " " " 1/2 boxes	1 37	
" " " " " 1/2 boxes	5 60	
" " " " " 1/2 boxes	1 50	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb.	0 33	
Peaches, " "	0 11	
Pears, " "	0 11	
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08	0 09
" " " 50-60s	0 08	0 08
" " " 60-70s	0 08	0 09
" " " 70-0s	0 07	0 08
" " " 90-100s	0 06	0 07

RICE AND TAPIOCA—The rice market is steady and the demand has been fairly good during the week. Tapioca on spot is weak, while the primary market is strong. The demand for tapioca has been very slow during the week. Prices rule the same as at last quotations.

B rice in 10 bag lots	3 30	
B rice, less than 10 bags	3 30	
C C rice, in 10 bag lots	3 06	
C O rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 06	0 06

BEANS—The demand is slacking somewhat owing to the free supplies which are arriving of Austrian and Indian stock. The Indian product is not as satisfactory as the home bean in quality but their advent relieved the situation. Prices are the same as at last quotations.

On a 1/2 p. im	2 01	
Australian	1 85	2 00
Indian	1 65	1 75

EVAPORATED APPLES—This market is dull and featureless, with no change in price.

Evaporated apples	0 07
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CANNED GOODS

MONTREAL—There is not much activity being shown in this market. Canned salmon is fairly brisk, the scarcity and high price influencing buyers, while meats are neglected. Canned fruits, which have had a good sale up to now, are much quieter this week, owing to the fresh stock now on the market. Vegetables are very much neglected. Deliveries of early lines of new pack goods continue to be made.

TORONTO—Business is more active than for several weeks, particularly in fruits and vegetables. Jobbers are buying somewhat heavily and retailers who have been holding off somewhat, are sending in good-sized orders for future and immediate delivery. Local sellers are receiving large orders from the West, some of these being occasioned by the Fernie disaster.

NEW PRICES—1908 PACK.

	Per 1/2 doz.	Per doz	
	Group 1.	Group 2	
FRUITS.			
3's apples, standard	1.00	.95	
3's apples, preserved	1.45	1.40	
Gals apples, standard	2.55	2.50	
Gals, apples, preserved	4.00	3.95	
Blueberries (Huckleberries)—			
2's standard	1.20	1.15	
2's preserved	1.70	1.65	
Gals, standard	5.05	5.00	
Cherries—			
2's, red, pitted	1.95	1.90	
2's red, not pitted	1.55	1.50	

THE CANADIAN GROCER

Gals. red, pitted	8.00	3's rhubarb preserved	2.45	2.40
Gals. red, not pitted	6.50	Gals., rhubarb. preserved	3.30	3.25
2's black, pitted	1.95	2's strawberries, heavy syrup	1.95	1.90
2's, black, not pitted	1.55	2's " preserved	2.20	2.15
2's white, pitted	2.05	Gals. " standards	7.05	7.00
2's white, not pitted	1.65	Gals. " solid pack	9.80	9.75
Currants—				
2's red, heavy syrup	1.95	1.90		
2's red, preserved	2.20	2.15		
Gals. red, standard	5.00	5.00		
Gals. red, solid pack	7.00	7.00		
2's black, heavy syrup	1.95	1.90		
2's black, preserved	2.20	2.15		
Gals. black, standard	5.25	5.25		
Gals. black, solid pack	8.00	8.00		
Gooseberries—				
2's, heavy syrup	2.15	2.10		
2's, preserved	2.40	2.35		
Gals., standards	6.00	6.00		
Gals., solid pack	8.00	8.00		
Grapes—				
2's white, Niagara, pres'd.	1.45	1.40		
Gals., ditto., standards	3.55	3.50		
Lawtonberries—				
2's, heavy syrup	1.95	1.90		
2's, preserved	2.20	2.15		
Gals., standards	7.55	7.50		
Peaches—				
1½'s, yellow, (flats)	1.70	1.65		
2's yellow	1.95	1.90		
2½'s yellow	2.65	2.60		
3's yellow	3.05	3.00		
3's yellow (whole)	2.30	2.25		
2's white	1.85	1.80		
2½'s white	2.55	2.50		
3's white	2.80	2.75		
3's, pie, not peeled	1.45	1.40		
Gals., pie, not peeled	4.30	4.25		
Gals., pie, not peeled	6.05	6.00		
Gals., assorted pie fruits (add 5 p.c.)				
Pears—				
2's Flemish Beauty	1.70	1.65		
2½'s Flemish Beauty	2.00	1.95		
3's Flemish Beauty	2.15	2.10		
2's Bartletts	1.90	1.85		
2½'s Bartletts	2.20	2.15		
3's Bartletts	2.35	2.30		
3's pie, not peeled	1.30	1.25		
Gals., pie, peeled	4.05	4.00		
Gals., pie, not peeled	3.55	3.50		
2's, light syrup, "Globe"	1.25	1.25		
3's, ditto	1.85	1.85		
2's pineapple, sliced	1.95	1.90		
2's, do., grated	1.95	1.90		
2½'s, do., whole	2.45	2.40		
Plums—				
2's, Damson, light syrup	1.00	.95		
3's, ditto	1.40	1.35		
2's Damson, heavy syrup	1.15	1.10		
2½'s, ditto	1.80	1.75		
3's ditto	1.90	1.85		
Gals., Damson, standard	2.90	2.85		
2's Lombard light syrup	1.00	.95		
3's " "	1.45	1.40		
2's " heavy syrup	1.20	1.15		
2½'s " "	1.85	1.80		
3's " "	1.95	1.90		
Gals. " Standard	3.05	3.00		
2's G. Gage, light syrup	1.40	1.35		
2's " heavy syrup	1.55	1.50		
2½'s " "	1.85	1.80		
3's " "	2.05	2.00		
3's " light syrup	1.85	1.80		
Gals. " Standard	4.05	4.00		
2's Egg, heavy syrup	1.55	1.50		
2½'s " "	1.85	1.80		
3's " "	2.05	2.00		
Raspberries—				
2's, red, heavy syrup	1.95	1.90		
2's red, preserved	2.20	2.15		
Gals., red, standard	7.05	7.00		
Gals., red, solid pack	9.80	9.75		
2's, black, heavy syrup	1.95	1.90		
2's black, preserved	2.30	2.15		
Gals., black, standard	7.05	7.00		
Gals., black, solid pack	9.80	9.75		
2's, rhubarb, preserved	1.80	1.75		

3's rhubarb preserved	2.45	2.40
Gals., rhubarb. preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack	9.80	9.75

VEGETABLES.

Beets—		
2's, sliced, br., "Simcoe"	.95	.95
2's, sliced, b.r., "Simcoe"	.95	.95
2's, whole, b.r., "Simcoe"	.95	.95
2's, whole, br., "Rosebud"	1.15	1.15
3's, sliced, br., "Simcoe"	1.25	1.25
3's, whole, br., "Simcoe"	1.25	1.25
3's, whole, br., "Rosebud"	1.40	1.40
2's, golden wax, midget, "Auto"	1.25	1.25
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's, Refugee, midget, "Auto"	1.25	1.25
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	4.50	4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's, No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—

Sugar—Easier.
California Fruits—Firmer.
Canned Goods—More interest displayed
Collections—Better.

Toronto, August 20, 1908.

Though business generally continues on the quiet side, a few lines are showing more activity and are helping to keep things bright. Some firms, indeed, report an exceedingly good week and in some quarters matters do seem to be brightening up to an appreciable extent. This is noticeable too from travelers' reports. The assurance of the magnificent western crop is already seeming to have some little effect and there is a good undertone to trade conditions that promises well for fall business.

Staple grocery markets have been very quiet during the week and beyond an easier feeling in sugar, and active business in canned goods, and a firmer feeling in California dried fruits there is little to write about.

Collections are improving to some small extent and what business is being done is assuredly on a pretty satisfactory basis.

SUGAR—The amount of business passing is very disappointing and things are reported very slow by all jobbers. The recent decline seems to have been a damper rather than a stimulator, and the markets which were expected to be strong at the lower price, are somewhat surprisingly weaker. While another decline in Canadian refined does not seem at all likely it is within possibilities, considering the present state of the markets. One large interest in New York declined five cents yesterday, and the others will likely follow suit. What Canadian refiners will do is hard to estimate, but the market is a waiting one.

Willett & Gray in their weekly report say of the situation in raws:

"European markets, receiving no support from America, declined 1½d to 10s 3d for old crop (August) beet, the parity of 4.12c for centrifugals, and to 9s 7½d for new crop (October-December) beet, the parity of 4.01c, leaving the premium on old crop still about ½c per lb. The close in London was steady. Refiners have ample supplies for present needs and have provided for their wants well ahead, having secured practically all of the Javas shipped in July and a large proportion of the 140 to 150,000 tons which will be shipped in August, due to arrive before the end of October. Further large supplies will not be required until new crop sugars will be available. Weather conditions in Europe and Cuba continue to favor the growing crops. Our cable advices from Cuba report the total production of the closing season to August 1st as being 931,711 tons sugar, and the stock of sugar in the island on that date as 94,242 tons. Part of this stock will be required for local consumption for the remainder of the year. Indications are that the harvesting of the new Cuban crop will be well under way about the third week in December, or two weeks earlier than last year, but not as early as the year before. The Louisiana crop is progressing well, with prospects of a large outturn. The condition of the American beet crop is quite irregular, but taken as a whole it is fair, and with suitable weather during the next two months, a crop equal to the last is assured."

Present quotations are as follows:

Paris lumps, in 25-lb. boxes	6 15
" " " " " "	5 95
" " " " " "	5 85
Paris lumps, in 20.5-lb. boxes	6 90
St. Lawrence Beaver	4 65
Kodpa's granulated	4 75
Kodpa's Imperial	4 80
Acacia granulated, (bags and barrels)	4 80
Ferlin granulated	4 80
Ferlin	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 " "	4 60
No. 1 " "	4 50
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — The market continues quiet and steady at prices quoted below:

Dark	0 50	0 35
Medium	0 50	0 35
Bright	0 76	
Per case.		
2 lb. Tins, 2 doz. in case	2 40	
5 " " "	2 75	
10 " " "	2 65	
20 " " "	2 60½	
Barrels	0 32	
H if Barrels	0 03½	
Quarter	0 13	
Pails, 38½ lbs. each	1 75	
" 25 " "	1 25	

THE CANADIAN GROCER

Maple syrup -	
Gallons, 6 to case	4 50
" " 2 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 30
Mola sec-	
New Orleans, medium	0 30 0 35
" " bid.	0 28 0 30
Barbadoes, extra fancy	0 37 0 42
Porto Rico	0 45 0 50
West Indian	0 30 0 35

TEA—Business continues very quiet locally with very little buying by jobbers. Regarding the general situation, Kearley & Tonge, Limited, Colombo, Ceylon, in their July report write: "Large supplies continued during June and although there was considerable improvement in quality from up-country estates, most of the low-country teas were so inferior that many were almost unusable. This large quantity of very inferior stuff depressed the market for common grades, and quotations for lowest teas are 1/2d. per lb. below those at the beginning of June. The demand for medium and fine teas has been very strong throughout the month, and a firm to dearer market for these grades has resulted.

"In common teas, owing to very large quantities of extremely inferior quality tea, there has been a considerable fall in prices. Low broken, if carefully selected, show very good value.

"Regarding mediums, all teas with any sign of quality have been in strong demand. Those with tip being firmer, many tippy broken selling at a rise of 1/2 to 3/4d. per lb. Orange Pekoes were strongly competed for, especially those with quality.

"Fine tea: there were a few fine teas offered during June, all of which were in very strong demand, and sold at extreme prices."

DRIED FRUITS—Business is only fair with interest centred in new crop goods. California dried fruits are becoming very firm, particularly prunes and seeded raisins. What the situation is in prunes may be learned from the following letter from a Portland, Oregon, packer, under date, August 8:

"We have canvassed nearly the entire field and beg to report that the crop is very short, a great deal lighter than was figured. Clarke County, which usually produces 250 to 300 cars, will not have 30 cars this year. In many valley districts the crop is a total failure. After a thorough investigation, we estimate that there will not be over 500 cars of prunes in the Northwest, or about a third of last year's crop. It will take only a short time to clean these up, as a considerable portion has been sold for European shipment already."

According to cable advices received by the Hills Brothers Company, New York, the first shipment of new crop currants will be made on the Martha Washington, leaving Patras on the 29th and due in New York about the middle of September. As this steamer is a passenger boat it is probable that she will carry only about 300 tons of the new fruit. The first cargo steamer of the season is expected to be the Erny, which will be due in New York the end of September or early in October. Prices ruling at present are as follows:

Prunes, Santa Clara—		
Per lb.		Per lb.
100-120s	0 06	39-40, 25's, 50-l boxes
40-100s, 50-lb boxes	0 36 0 07	70-80s
80-90s	0 07 0 08	60-70s, 50-lb boxes
		41-50
		0 09

Note—25 lb. boxes 1/2 higher than 50 lb.

Candied and Drained Peels—		
Lemon	0 11 0 11 1/2	Citron
Orange	0 11 0 12	
Peaches		0 18 0 20
Figs—		
Element, per lb.		0 08 0 15
Tapeta		0 03 0 04
Bag Figs		0 02 0 04
Corranis		
Fine Filiatras	0 06 1/2 0 07	Vostizae
Patras	0 08 0 08 1/2	
		Uncleaned, 1/2 less.
Raisins—		
Sultana		0 09 1/2 0 13
" Fancy		0 11 0 12 1/2
" Extra fancy		0 14 0 15
Valencias, new		0 03 0 09
Seeded, 1-lb packets, fancy		0 10
" 16 oz. packets, choice		0 09 1/2
" 12 oz.		0 07 1/2
Dates—		
Halloweas	0 05 1/2 0 05 1/2	Fards choicest
Saisr	0 04 1/2	" choice

SPICES—Business is fairly good, though not at all active considering the season. Prices are unchanged.

Peppers, all p re.	0 16 0 20
" white pure	0 25 0 30
" whole, lack	0 15
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 60
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 19
" whole	0 17 0 20
Mace ground	0 20 0 30
Mixed pickling spices, whole	0 20 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—The market is dull, with no noticeable changes.

Rice, stand. R.	0 03 1/2 0 03 1/2
B rice, 5 tag lots, delivered	3 05
Kangoon	0 03 1/2 0 03 1/2
Patna	0 35 1/2 0 52
Japan	0 02 1/2 0 06 1/2
Java	0 06 0 07
Sago	0 0 1/2 0 0 1/2
Seed tapioca	0 06
1 apocca, medium pearl	0 05 1/2 0 06

BEANS—There are no new features to report and demand is not at all active.

Beans, hand picked, per bush	2 10 2 20
" prime No. 1	2 00 2 10
" Lima, per lb	0 07

EVAPORATED APPLES—Little is doing in these goods, and prices are steady.

Evaporated apples	0 18 0 08 1/2
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COFFEE—Business continues surprisingly good, and is directly in contrast to the tea trade.

Willett & Gray, reporting on the situation in the primary markets, say:

"The San Paulo Government sent an official cable to the effect that the President had sent to Congress a message requesting permission to issue a loan of £15,000,000, to increase the surtax from 3 to 5 francs per bag and to guarantee the maximum exports from Santos this year not to exceed 9,000,000 bags, next year 9,500,000 bags and thereafter 10,000,000 bags a year during the life of the loan. The loan will not be an increase on their present indebtedness, but it is intended to combine the previous issues as well as all the advances on their coffee. The loan will probably be for 15 years and it will dispel the fears of the trade that any of the government consignments has to be sold. The new laws are likely to go into effect about the 1st of September, and it may be mentioned that the increase of taxes will be confined to Santos and no doubt the Rio holders hope to benefit thereby. It is expected that the current crop is

larger than that of either of 1904 or 1905 years, and the opinion is held that Rio and Santos together will furnish about 11,500,000 bags. But even then, the total exports from Brazil during the season are likely to be less than those of last year, as in addition to the crop of 10 1/2 millions, there were about three million bags in stock in the seaports of Rio and Santos, so the available quantity was 13 1/2 millions. But, at the beginning of the crop this season the seaport stocks there were less than a million bags, and therefore the available quantity will be only about 12 1/2 millions as compared with 13 1/2 millions last year. The supplies in this country also are about 600,000 bags less than last year as notwithstanding the largest holders here have been receiving coffee on the exchange for the past sixteen months they have meantime decreased their holdings by some 600,000 bags. The weather continues very cold in Brazil, which is not favorable for the coming crop. If it should turn into real frost it would be very damaging at this time of the year. Consuming markets have bought very little of the new crop so far. Values in Santos are higher than they were a week ago, while in Rio the market is very steady."

TORONTO CORRESPONDENCE.

August 19.—The meeting of the Retail Grocers' Association, which ordinarily would have been held on Monday evening of this week, was, owing to the absence from the city of a number of the members, postponed till next month. Someone has been busy during the summer working for a larger membership and it is likely that at the next meeting, September 21, quite a number of new members will be received. Several old members who have allowed their interest to wane for some time have been reawakened and are evincing the purpose of taking a fresh hold. Taken altogether, the association should have a pretty good showing at its meetings this fall and winter.

The sub-committee appointed by the Toronto Grocers' Section of the Retail Merchants' Association to interview the wholesale grocers and discuss the "discounts" question, met representatives of the wholesalers in one of the committee rooms of the Board of Trade, on Thursday, August 13. The result of the meeting is not yet known. The sub-committee will present its report to the Grocers' Section at the monthly meeting on Monday next, August 24.

The regular monthly meeting of the Toronto Retail Grocer Clerks' Benefit Association will be held on Tuesday, August 25, at their rooms, Odd Fellows' Hall, 1338 West Queen Street. A number of matters of importance will be dealt with, and the officers request the attendance of all grocery clerks, whether members of the association or not.

W. J. Campbell, of the Perkins, Ince Co., of Toronto, has secured an interest in the Best Stove Co., of Peterboro, and will be connected with that company after the first of September.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, August 20, 1908.)

Orders for supplies of groceries to fill the generous orders from the farming community during harvest, helped to keep the wholesale houses busy during the dog days. Business is showing a considerable increase in activity, and the outlook is particularly bright.

New canned strawberries, lawtonberries, beans and peas are now on the market. There is considerable competition among the various brands of corn, tomatoes and peas, and the situation is being watched with interest by the grocery trade.

CANNED GOODS—As noted above, the new season pack of strawberries, lawtonberries, beans and peas, are now on the market. New packs are being put on every few days, and prices quoted below are now for the 1908 pack. In some lines delivery cannot yet be made. We quote:

FRUITS.		Group No. 1	Group No. 2 &
Apples—3's standard per case		2.44	2.34
" Gallons, standard "		1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08	
" black pitted 2's	4.18	4.08	
" white pitted 2's	4.38	9.28	
Currants—Red 2's	4.18	4.08	
" black 2's	4.18	4.08	
Gooseberries—2's	4.58	4.48	
Lawtonberries—2's	4.18	4.08	
Peaches—Yellow 2's	4.18	4.08	
" yellow 3's	6.54	6.44	
" pie, unpeeled 3's	3.34	3.24	
" pie unpeeled gallons	2.42½	2.40	
" pie peeled gallons	3.30	3.27½	
Pears—Flemish Beauty 2's	3.68	3.58	
" Flemish Beauty 3's	4.74	4.64	
" Globe 1. s. 2's	2.78		
" Globe 1. s. 3's	4.14		
Plums—Damson 1. s. 2's	2.28	2.18	
" Lombard 1. s. 2's	2.28	2.18	
" Greengage 1. s.	3.08	2.98	
Raspberries—Red 2's	4.18	4.08	
" red gallons	3.80	3.77½	
" black 2's	4.18	4.08	
" black gallons	3.80	3.77½	
Strawberries—2's	4.18	4.08	
" gallons	3.80	3.77½	
VEGETABLES.			
Asparagus—2's	6.28	6.18	
Beans—2's	2.08	1.98	
Corn—2's	2.08	1.98	
Peas—			
No. 4 standards 2's	1.88	1.78	
Early June 2's	1.98	1.88	
Sweet Wrinkle 2's	2.18	2.08	
Extra fine sifted 2's	3.08	2.98	
Pumpkins—3's	2.14	2.04	
Succotash—2's	2.68	2.58	
Tomatoes—3's	2.44	2.34	
Tomatoes—2's	2.08	1.98	
Tomatoes—gallons	3.70	3.65	
MEATS.			
Clark's 1 lb. pork and beans, plain, per case	2 50		
" 2 " " " " " " " " " "	1 90		
" 3 " " " " " " " " " "	2 50		
" 1 " tomato sauce, per case	2 50		
" 2 " " " " " " " " " "	1 90		
" 3 " " " " " " " " " "	2 50		
" 1 " Chili " " " " " " " " "	2 50		
" 2 " " " " " " " " " "	1 90		
" 3 " " " " " " " " " "	2 50		

Soups, per doz.	1 25
Corned beef " 2's per doz.	3 10
" " 1's " "	1 65
Roast beef " 1's, per doz.	1 85
" " 2's " "	3 10
Potted meats, 1's, per doz.	1 55
Veal loaf 1 lb., per doz.	1 25
" 1 lb. " "	2 50
Ham loaf 1 lb. " "	2 50
Chicken loaf 1 lb. " "	1 85
" 1 lb. " "	3 50
Lancho tongue 1's, " "	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 90
" " 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 35
Chipped " 1-lb. tins, " "	1 45
" " 1-lb. tins, " "	2 50
" " 1-lb. glass, " "	0 05
Sliced bacon, 1-lb. tins, " "	3 10
" 1-lb. glass " "	3 25

SUGAR—The price is steady since recent reduction. Sugar in gunnies is now sold at the same rate per cent. as when packed in sacks. We quote:

Montreal and H.C. granulated, in bbls.	5 30
" " in sacks.	5 25
" yellow, in bbls.	4 90
" " in sacks.	4 85
Wallaceburg, in bbls.	5 20
" " in sacks.	5 25
Berlin, granulated in bbls.	5 10
" " in sacks.	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 25
" " hard pressed lump, 25's, per cwt	6 45
" " half bbls, per cwt	6 80
" icing.	6 10
" bar sugar	5 90
Icing sugar in bbls.	6 10
" " in boxes.	6 10
" " in small quantities.	6 40
Powdered sugar, in bbls.	5 60
" " in boxes.	5 90
" " in small quantities.	5 95
Lump, hard, in bbls.	6 25
" " in 1/2-bbls.	6 25
" " in 100-lb cases.	6 25

SYRUPS AND MOLASSES—Since the reduction in corn syrups there have been no new features of interest in the local market. The demand is very dull at present. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " "	2 30
" " 10-lb tins, per 1 " "	2 65
" " 20-lb tins, per 1 " "	2 70
" " 1/2 barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case.	3 10
" " 5 " " " " "	3 60
" " 10 " " " " "	3 30
" " 20 " " " " "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 04½
Porto Rico molasses in 1/2-bbls, per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" " 1/2 gal. bats, each.	0 33
" " "	2 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " " "	2 70
" 20 " " " "	2 80
" 8 " " " "	3 10

CORNMEAL—Local quotations are now as follows:

Cornmeal, per sack	2 05
" per 1/2 sack	1 05
" per bat'e (10, 10's)	2 40

BEANS—White beans are advancing in price and some houses are now asking \$2.50 per bushel for hand-picked, and \$2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, \$2.80 per sack. Pearl barley has declined and quotations now are \$4.05 per sack and \$2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, 1's and 1/2's	3 00
Syrup gallons 1/2 doz. to case, per case	5 65
" " 1 doz. to case, " "	6 15
" " 2 doz. to case " "	6 55

FOREIGN DRIED FRUITS—New apricots will be on the market within the next few days, and will be sold at prices quoted below:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 00
Sultana raisins, bulk, per lb.	0 09
" cleaned,	0 10½
" 1 lb pkgs " "	0 11½
Table raisins, Connoisseur clusters per case.	2 60
extra dessert, " "	3 40
Royal Buckingham, " "	4 00
Imperial Russian " "	5 25
Connoisseur clusters, 1 lb pkgs, per case (30 pkgs).	3 35
Connoisseur clusters, boxes (5½ lb).	0 80
Trenor's Valencia raisins, f.o.s., per case, 23's	2 00
" " 14's	1 05
" " selects " 23's	2 20
" " " 14's	1 15
" " layers " 23's	2 25
" " " 14's	1 20
California raisins, choice seeded in 1/2-lb. packages	0 07
" " per package in 1/2-lb. packages	0 07½
" " per package in 1-lb. packages	0 09
" " choice seeded in 1-lb. packages, per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb.	0 08
" " "	0 08½
Prunes 90-100 per lb.	0 05½
" 80-90 " "	0 06
" 70-80 " "	0 06½
" 60-70 " "	0 07
" 50-60 " "	0 08
" 40-50 " "	0 08½
" 30-40 " "	0 08½
Silver prunes.	0 09½
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filiatras, per lb.	0 07
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 08
Uncleaned vostizas, per lb.	
Wet cleaned " "	
Pears, per lb.	0 15½
Peaches, per lb.	0 10
Apricots, standard, per lb.	0 09½
" choice, per lb.	0 10½

EGGS—Supplies are falling off and there has been a sharp advance in the local market. Local produce houses are paying 18c to 18½c per dozen for candled eggs delivered in Winnipeg.

BUTTER—Supplies of dairy butter are not so liberal as they were, owing to the hot weather and the fact that farmers are busy with their preparations for harvest. For round lots the local produce houses are paying 17c per lb., f.o.b., Winnipeg.

WILL DISCUSS LARGE PROBLEMS.

The Dominion Board of the Retail Merchants' Association will hold its annual meeting at the Toronto offices of the association on September 9 and 10, when the various resolutions sent on by the provincial associations at their annual meetings will be dealt with. Among the questions to be discussed are: An amendment to the criminal code; amendment to Division Court Act by cheapening court costs so as to give merchants and manufacturers the same privileges as those enjoyed by organized labor; a plan of campaign against co-operative societies; bad pay reporting lists, and an amendment to the Peddlars' and Transient Traders' Act, as well as some matters of minor importance. It is also the intention of the board to request the Government to appoint a commission from the Department of Trade and Commerce to deal with trade relations between manufacturers, wholesalers, and retailers on lines similar to the constitution of the present Railway Commission.

Another important matter to be taken up will be the reorganization of the financial side of the association. The sub-committee of the special committee appointed by the Provincial Board at the recent convention at Galt, has met and investigated the books and is ready to report to the committee, which meets in Toronto at the same time as the Dominion Board.

"Men Who Sell Things"

One Traveler's Story of Failure Through Lack of Persistency—How to Take Advantage of the So-called "Quiet" Periods—Comprehensive Hints Regarding Letter Writing to Customers.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

As a man he was prepossessing in appearance, of pleasing personality, honest, and clean-cut. As a salesman he possessed marked ability and adaptability. He had the best approach and the finest tact, put up the best argument, and closed a deal at the psychological moment, in the neatest manner I have ever witnessed.

In relating to me his experiences one day he said: "I began life without any chance for an education. There was no one to tell me how to begin or what to do to make the most of myself. I know that I am fitted for something better than the work I am doing. I know that I have real ability in my way, but no one has ever told me how to use it to the best permanent advantage. I'm tired of this changing from one thing to another, even though I manage to derive an income better than the average of men engaged in the work of selling things."

He wound up by adding: "Couldn't your firm give me permanent employment on the road? I know I could sell your goods successfully. I have never seen anything that I couldn't sell. If you could make room for me I would commence at three thousand a year and take my chances on advancement with something permanent in view."

A Man Who Made and Lost.

That is the story of a man who made one hundred thousand dollars, made it honestly, and lost it because of the lack of such discipline as would have taught him to focus his mind on some set plan in his life's work.

It is the story of a man eminently talented, and who might have managed a prosperous enterprise of his own, or at least earned a big salary in an executive position or at the head of a large sales organization, but for the fact that he lacked singleness of purpose, oneness in business aspirations, concentration, or whatever you choose to call it that enables a man to stick to a thing until he gets there.

There is another feature in specializing efforts in sales-making that enables the salesman to make a ten-strike, and that is in guiding his customers in the matter of selection. In order to do that successfully, a careful study must be made of general conditions surrounding the line which he is selling, as well as the requirements of those to whom he wishes to sell.

A Recipe for Dull Times.

For instance, some salesmen selling line goods seem to feel that if general conditions are not up to par, there is no chance for immediate sales. Nothing is so far from the facts. This is particularly demonstrated on advance trips where no goods are in immediate demand, and where desire must be

created out of whole cloth. I have known bright salesmen to start out with a general line representing their business, only to find a decided apathy on the part of buyers toward their proposition as a whole at that particular time. Did they lie down in despair and write the house that business was dull it was too early, some one else had been out before them, and a host of other lame excuses?

No! They sharpened their wits, and likewise their selling-talk, took a careful survey of things, and then selected a particularly good value or two in some specific pattern or style from their general line; then they pinned their selling-talk down to that until they aroused interest, created desire, and captured resolve, and at the end of the trip they were more than satisfied with results in the aggregate.

In our line I have known it to be so during a "filling-in" season that there was absolutely no desire on the part of the trade for anything in particular, when some bright salesman in the line-up would single out some one thing that had not been especially strong, from among the hundreds in the various departments, and specialize his efforts on that article in every town on the trip, and thus roll up figures on the monthly sales sheet that were even larger than might have been the case in taking orders more widely distributed under more promising circumstances. The customers, too, were satisfied because a new idea had been advanced, and they had something new to talk about to their trade.

After all, the average dealer in the rank-and-file town takes his selling-talk pretty much from his favorite salesman. Did you ever think of that?

The Adversary Time.

Salesmanship is a profession, but it is also a game. Every salesman must play it either poorly or well, and always with the same opponent in the game—Time.

Your opponent waits for nothing—relentlessly he watches the game progress. He clutches his scythe, ready to cut you down. All around you and your adversary Time, there is Success. If your mind is distracted from your work, Time gains a vantage-point.

Thousands of salesmen are saying every day, "If I had my life to live over again I would do thus and so."

The most profitless occupation in the world is to sit idly thinking of what

you would do if you had another chance. Forget what is behind. Press forward to the future, which is every man's, to do with as he will!

The game will last as long as you do. Thinking of the foolish plays you have made will not help you to win, unless the experience has taught you how to avoid them and to concentrate your mind on better ones, brushing aside all obstacles. Young salesmen especially need to think much about singleness of purpose, for their temptations are on every hand.

Many young salesmen, and old ones, too, for that matter, act like men lost in the woods, trying to get out without the aid of a compass. They turn to the right and to the left, then go round in a circle, stumbling over logs and entangled underbrush, finally giving up in despair. The road before every salesman is perfectly clear: walk straight ahead to the end of it, and you will come out into the clearing.

Boring for Bed-Rock.

Suppose you were to engage a man to bore a well for you. What would you think of him if he bored a few inches here and a few inches there, and kept on boring down just a little way all over a ten-acre field, never going deep enough to strike water? You would think he ought to have a guardian appointed over him. Well, that is exactly what a great many salesmen are doing. Just boring down through the ~~tab-sell~~, never striking bed-rock and through and beneath it the sparkling water, Success.

Try one way, but be sure it's a good way, and keep at it, Brother Salesman, until you strike the bed-rock of efficient salesmanship.

Don't let your grim old opponent, Father Time, get there ahead of you and block up the way with his impenetrable chain of lost opportunities.

CHAPTER XV.

Letters to the Trade.

You cannot personally shake hands and jolly up your customers every few days; so the next best thing is to write them personal letters, just as you would talk to them if you were to meet them on the street or in their places of business. Now, isn't that so?

Such letters bring new business and hold old customers.

The Value of a Personal Interest.

Naturally, the more personal talks you can have with your customers, the better; but in between trips write them a heart-to-heart letter now and then, just to make them feel that you are keeping them in mind. It will show that you have a strong personal interest in them, and the results, if watched, will both please and surprise you. Make your letters talk to your customers. Make them believe in your letters just as you want them to believe in you.

Galileo taught that the earth moves around the sun, but was compelled by the Inquisition to renounce the theory. Perhaps you feel a little that way about what your customers might think of your letters; that is because you have not discovered the right way to go about it.

Hints About Letter-Writing.

Letter-writing, like advertising, is the written method of salesmanship. You can make bad salesmanship of it, the same as of personal interviews, if you do not understand and rightly apply the science.

What would you think of a kid-gloved salesman who approached his customers in the manner that he would approach his hostess at an afternoon reception? Well, that is precisely the way in which more than two-thirds of the business letter-writing is done. Such letters often begin with:

"I beg to acknowledge yours of—"

"Replying to your esteemed favor of even date, permit me to say—"

"Your letter of— is at hand and contents carefully noted."

And they often end with:

"I beg to remain—"

"I am yours—"

These shop-worn types of the customary style should have been relegated to the waste-basket a decade ago. Begin your letters in an easy, natural, conversational way. Have something to write about, and think hard about the best way to write it to attract the sympathy of your customer to your proposition.

Watch Your Style.

Be original in your style. Don't write as a dozen other salesmen that cover your territory are in the habit of doing, in a pointless, stereotyped fashion. Think about your customer; think about what you are going to write, and then write it in a manner that you feel certain will please and interest him.

If you are in the habit of scratching off any old thing the quickest and easiest way, stop to figure out the effect such letters are going to have, if any. Try to realize the great value that it is possible to secure with a little care and study in presenting your subject.

Some salesmen go on the plan that letter-writing is of no avail in helping to increase their sales anyway, and as it is laborious, they let it alone. Ignorance or mental laziness is the foundation of such ideas, aided, perhaps, by a desire to enjoy a game of billiards, or an idle chat with the clerk when the last customer has been called upon and pack-

ing is finished. Recreation is necessary and proper, but the salesman in any line who hopes to get on in the world will play only when the last tap of work is finished at the close of each day.

A decade ago commercial letter-writing was deprecated by most business houses as a medium to attract and hold trade. Its use was mainly to cover immediate necessity that could not be adjusted by personal interview. All that has changed with the changing times, and to-day every business institution of any note has a correspondence department in charge of a high-salaried head, who is especially versed in the art of writing the kind of letters calculated to aid in strengthening its connection with its customers, and to assist its sales force in building new business.

It is as necessary to hold as to build. The salesman who fails to get in touch with the head of the correspondence of his house and seek his aid at times is a poor prop for any house to lean upon.

Various Letters and Their Uses.

The most efficient salesman values the backing the house can give him through this department, realizing that his position with his trade is mainly one of aggression, and at times is apt to be misconstrued, no matter how securely he may be entrenched in the confidence of his customers.

A general promotion letter now and then to his trade, bearing the authority of his house, stamps the salesman's efforts, methods and assertions with added power of persuasion.

While a sincere letter of appreciation of favors received, eliminating entirely any flavor of bid for business, at the end of each season, promotes a feeling of good will conducive to the interests of all concerned, and effectually paves the way for stronger and better trade relations.

Although salesmen of more than ordinary success are to be found in many houses, who put their hands up in a know-it-all, self-satisfied sort of way, deprecating support of this kind as unnecessary, if not actually interfering with what they term "their interests," yet he is a wise salesman who encourages it and seeks every opportunity to make free use of it.

"Fixing" the Customer.

The best managed house in the world makes mistakes at times, and mistakes make disgruntled customers. Something goes wrong in the billing department; a piece of goods fails to come up to par; a certain pattern, through the fault of no one, does not turn out exactly as represented; a customer in the house is not given the attention he thinks he should receive; in fact, a dozen things of similar nature are liable to occur in the best regulated establishments, which tend to disquiet this or that customer for the time being. Do what you can to straighten out the kinks, and make sure that there remains no cause of complaint in which your customer may find a reasonable pretext for giving business

to a competitor that otherwise might have gone to you. Tell the correspondence man about it, that's what he is there for.

It's your business to sell goods, and you are supposed to know your business. You'd get mad if some one told you you didn't know it, wouldn't you? Well, then, leave the matter of "fixing" the customers in the hands of the man whose business it is to look after that part of the work. Put the same degree of confidence in him that you demand and expect to receive yourself, and see how quickly and nicely all these things will be adjusted.

The Salesman and the House.

"But," says Mr. Salesman of inquiring mind, "if I tell my troubles to the house I may get a letter telling me that the house has troubles of its own, and that I am paid to fix these things for myself."

Do all you can for yourself in fixing the business of your house, no matter how you may be called upon, but when all is said and done to the best of your ability, seek help from headquarters. If your house has a manager that would send you that kind of a reply, and you do not get the sort of help you require, the best thing for that house is to discharge him and get a manager who understands that a fine piece of machinery needs oiling to make it run without friction.

Not only energy is needed in salesmanship, but method, system, and a readiness to adapt oneself to the conditions required to accomplish results. There are many salesmen eager to sell a bill of goods, but careless about other things pertaining to the fulfilment of the contract to the minutest detail. There are many who seem to think that if they have made a customer, it is immaterial whether they keep him or not.

The business letter of the average salesman is of a very low standard—has little if any pulling power. It is meaningless, because it contains nothing of personal interest to the recipient. If you write every customer in exactly the same way and as you have been writing all your life, it is no wonder that you do not believe in letter-writing.

He who rests at the foot of the mountain knows of the glories of yonder peak only from other travelers who have completed the arduous journey.

A Result-Bringing Style.

There is a certain style in drawing up a letter on any question so as to make it produce desired results. The key to the mastery of this style is of so great value as to make it worth months of effort and hundreds of dollars to any salesman to discover it. It is not undiscoverable, by any means.

(To be Continued.)

A meeting of creditors of J. Langlois, grocer, Montreal, has been held, but no decision has been arrived at as yet.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

A Summary of the Wheat Situation—Oat Crop Poor and Prices Likely to Soar—Western Farmer Learning to Cultivate—Lessons From the Election.

Regina, August 18.—Your correspondent has been traveling all week on western wheat fields and has to say that from personal observation added to reliable reports from other sources the West is now reaping a good average crop of very good wheat. There has been frost over some considerable areas, but not sufficient to damage the aggregate of the crop at all materially, and it is rare when frost has occurred round the full of the August moon, as it did the other night, for it to occur again before the end of harvest. Though a large part of the crop in Manitoba is ripe and a considerable percentage in Southern Manitoba cut and in stook, there are many thousand acres of wheat that still require from 10 days to two weeks to ripen. So that there is still room for anxiety.

Oats Likely to Soar.

The oat crop of the West, speaking generally, is poor, with very short straw and not too well filled heads. The present indications are that it will not be very much above home requirements, so that oats are liable to be a price before spring. Barley is also rather an indifferent crop, short almost invariably. The hay crop, both native and cultivated, is generally abundant. In some of the sections in Manitoba where they have taken to raising alfalfa, the third crop of the season will be ready to cut before the wheat harvest is garnered.

Results of Thorough Farming.

This has been a year to separate the chaff from the wheat among western farmers, for invariably where wheat was planted on well worked, breaking or good summer fallow, there is a fine stand, with long, well-filled heads, which seem to have suffered no damage whatever from drought or hot winds, while wheat put in on stubble, with the disks, is short, thin, with small, badly-filled heads. In the Indian Head district, for example, where the farmers for the past 20 years have had the example of the Dominion Experimental Farm, it is the practice to fallow one third of the land every year. Fallowing here consists of ploughing as soon as the seed is on, harrowing a couple of times, ploughing again towards the end of July or beginning of August, then working with spring tooth cultivators once or twice and finally harrowing until many a 100-acre field looks like a garden. If time permits it will receive a final harrowing just before frost comes, if not it will be worked with the cultivators and harrowed in the spring before the seed goes in. On land worked in this way

is found to-day magnificent stands of wheat that do not seem to have been aware of a very dry period in July. Slowly, but surely the western farmer is learning that if he wants good crops and wishes to be able to defy the seasons, he must cultivate, cultivate, cultivate and then try rotation of crops.

A Lesson From the Election.

This is written from Regina and as I write the drums are beating, torches are blazing and crowds cheering to celebrate the return of the Scott Government in Saskatchewan. This, is no place for politics, but the election has one startling lesson on the ingratitude and shortsightedness of farmers. Hon. W. R. Motherwell, first Minister of Agriculture for Saskatchewan, has been defeated by a large majority. During the two and a half years he has held office Hon. Mr. Motherwell has probably done more practical work for the advancement of agriculture than any man holding a similar position in the Dominion of Canada. His staff is a marvel to have been gotten together in so short a time, for every one of his subordinates has had both practical and theoretical training in some branch of agriculture and the whole department has been organized on a basis of making Saskatchewan, in the shortest time possible, a province noted for its mixed farming.

The main factor in his defeat was the active campaign against him by prominent members of the Grain Growers' Association of which he was formerly president and their grievance was that he had favored and furthered every revolutionary piece of legislation they had sought to bring before the House.

As the Scott Government is sustained no doubt a seat on some other constituency will be found for Mr. Motherwell, but that will not do away with the sting of being defeated by the deeds and votes of the very men he has striven so conscientiously to serve in the best manner possible. It is just such incidents that make it so difficult to persuade really efficient and desirable men to enter the Legislature.—H.

PRESERVING FISH IN PAPER.

A recent item in one of the Paris newspapers calls attention to some interesting experiments in connection with the carriage of fish recently made by M. Alfred Golde, president of the fishery section of the Brussels Chamber of Commerce. Soles caught by Ostend boats off the Portuguese coast which were packed in a special vegetable paper and turned out after sixteen days in much better condition, both as regards

freshness and flavor, than those packed in ice. This paper was recommended at the Ostend Fishery Congress of 1907 by Herr Solling, inspector of Danish fisheries. It costs little and takes up but small space.

EXHIBITS FROM THE PROVINCES.

One of the most attractive features at the Canadian National Exhibition, to be held in Toronto from Aug. 29 to Sept. 14, will be the exhibits from various parts of Canada. Every province of the Dominion, except only British Columbia, will have a distinctive exhibit, and British Columbia will find its products displayed in the Railway Exhibits building. The other provinces will have their separate exhibits in the Agricultural and Provinces building. Especially the new Provinces of Alberta and Saskatchewan propose to send a collection of their products. In addition, several of the larger towns of Northwestern Canada will have distinctive exhibits. Thus, altogether, the Canadian National Exhibition of 1908 will be more truly national than any of its predecessors.

These exhibits will give merchants and business men generally an excellent idea of Canada's resources, an idea which cannot be so readily gained in any other way.

THE SUGAR INDUSTRY IN NATAL.

More money is invested in cane sugar than in any other industry except coal mining in Natal Colony, British South Africa, and it is only \$500,000 short of the coal mining investment. The sugar investment is \$7,300,000. The 1906 production was 23,497 short tons, valued at \$2,123,000, and the 1907 production is estimated at 40,000 tons, worth \$63 a ton, or about 10 per cent. of Louisiana's output. American sugar mills imported are more expensive than those made in England, says Consul Edwin S. Cunningham, of Durban, Natal.

AFTER THE PICNIC.

A certain merchant prided himself upon the exactness with which he regulated all his duties, both in social and business life. One day he attended a commercial picnic.

"Don't wait for me," he said to his better half. "I may be rather late, but it can't be helped."

The next morning the man of method was far from either looking or feeling well. At breakfast he sat toying listlessly with his toast and coffee, while his spouse sat stonily silent behind the coffee pot. The breakfast room clock was equally silent.

"Maria, my dear, there must be something wrong with that clock. I am sure I wound it up last night," remarked the husband.

"No," answered his wife, "you wound up Freddy's music box, instead, and it played 'Home, Sweet Home' until 3 o'clock in the morning! The hall clock has also stopped and you have screwed your corkscrew right into the barometer!"

A PROGRESSIVE B.C. STORE

A Merchant Mayor and His Business in Cranbrook—Something About the Firm's History and Present Status.

The engravings on this page illustrate the store front and interior of the grocery department of the Fink Mercantile Co., of Cranbrook, B.C., one of the

not so evident and in one item, that of manufactured articles, the exports show an increase.

During the first four months of the



Fine Store Front of the Fink Mercantile Co., Cranbrook, B.C.

most progressive and successful firms in the great western province.

The business was established in 1897 as the Fort Steel Mercantile Co., at Fort Steel and Wardner, B.C., by J. P. Fink. On the advent of the railroad to Cranbrook the business was moved there in 1898. In 1902 the present company was incorporated.

The premises occupied by the company are 52x100, of two storeys and basement. They are modern in every respect, and are fireproof. The store contains 220 lineal feet of the best hardwood fixtures.

The engravings will give a good idea of how the business is conducted.

J. P. Fink, the head of the firm, is not only a successful business man, but has also taken a great deal of interest in municipal affairs. His ability and popularity in these matters are evidenced in the fact that he has occupied the mayor's chair in Cranbrook ever since the town's incorporation. He is also a prime mover in fraternal circles.

CANADA'S IMPORTS DECREASING

Returns for Four Months of 1908 Show Heavy Decline.

Trade returns for the first four months of the present fiscal year show considerable decline in the volume of Canadian imports. The decrease in exports is more encouraging in that it is

fiscal year ending with July the imports amounted to \$91,888,201, a decrease of \$39,915,809. Dutiable goods

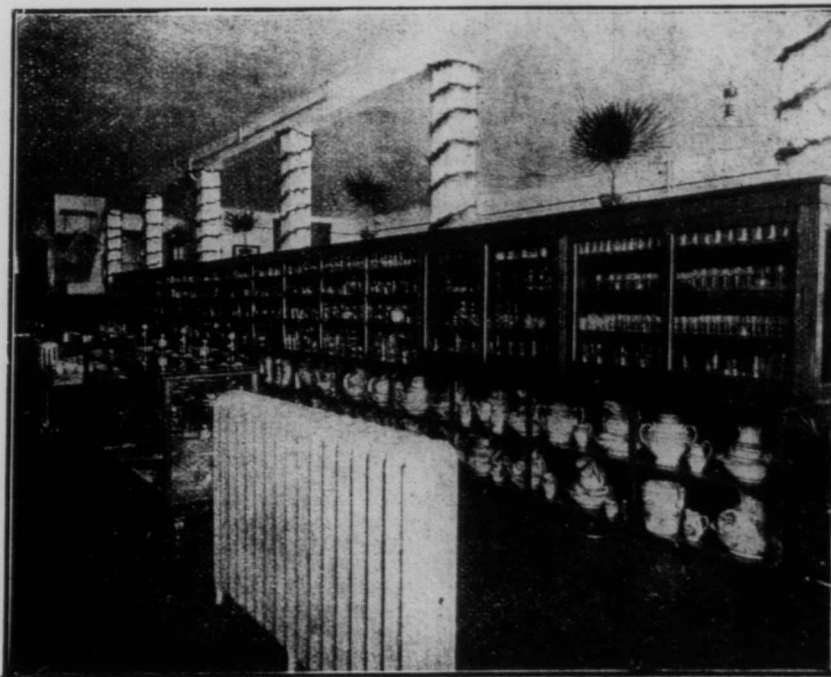
were imported to the amount of \$52,218,053, a decrease of \$25,549,008; free goods to the amount of \$37,196,488, a decrease of \$14,534,337; coin and bullion was imported to the amount of \$2,473,660, an increase of \$167,536.

The duty collected amounted to fourteen and a quarter millions, a decrease of a little over six millions compared with the first four months of last year. During July alone the imports amounted to \$22,967,094, or a decrease of \$11,590,904, and there was a falling off of \$1,914,257 in the customs revenue for the month.

Our exports for the four months ending with July totalled \$67,205,010, a decrease of \$5,485,364, compared with the same period the year before. The exports of the products of the mines fell off about a half million dollars in value, while exports of fish increased by about the same amount. There was a decline of a million and a quarter in the exports of lumber. Half a million dollars' worth of animals and their produce were exported. In agricultural exports there was a decline of four and three-quarter millions. Manufacturers increased their exports by three hundred and fifty thousand dollars. During the month of July only the exports totalled \$23,116,234, which is four and a half millions less than during the same month of last year.

TRADE NOTES.

The Blue Ribbon Tea Co. has removed from their Toronto office at 16 Adelaide St. west and in future the company's business will be carried on entirely



Interior Grocery Department, Fink Mercantile Co., Cranbrook, B.C.

from the head office in Montreal. The same traveling staff will look after the company's interests in Ontario.

Formulating a Pure Food Law

Experiments Carried on With View to Arrangement of Enactment Recently Made in the United States—A Matter Which Must Shortly Be Faced in Canada — The Results of Operations on Dr. Wiley's "Poison Squad."

The following article, from a recent issue of the New York Herald, is particularly interesting from the fact that it describes a series of practical experiments carried on with a view to the arrangement of the Pure Food Law recently enacted in the United States, and because these will have an important bearing on the question when it comes to be considered in Canada, something which will certainly come before long.—Editor.

"Honorably discharged" ought to be, if it isn't, the formula of dismissal for the "poison squad" which for seven years has served faithfully Dr. Harvey W. Wiley, chief of the Bureau of Chemistry at Washington.

During this time the young men in question, nearly all employed in the Department of Agriculture, have been regularly and systematically fed with adulterated or "doped" food, in order that Dr. Wiley might settle once for all the question, "Are the drugs which manufacturers have been in the habit of using for preservative and other reasons really harmful?"

That the question has been answered affirmatively the United States Pure Food Law of June 30, 1906, conclusively proves. Not in one single instance have the criminal sections of this law failed in operation. It seems to accomplish perfectly its double object of seeing that purchasers get what they pay for and that harmful substances are kept out of foods.

Four of the chemicals coming within its provisions were discriminated against on the basis of work done by Dr. Wiley's "poison squad." The first drug they tested was borax, of "embalmed beef" memory, but by no means restricted in its use to meat given to the soldiers in the Spanish-American War. It was formerly a common preservative for all sorts of meat, and also for butter, cream and milk.

Another so-called "preservative" condemned by the experiences of the "poison squad," was salicylic acid, considered until recently absolutely necessary for keeping almost any alcoholic drinks, or even unfermented fruit juices. Sulphuric acid, which turns dried fruits a rich yellow and increases their weight, can no longer be employed by manufacturers. The dairymen are hit on their formaldehyde, for Dr. Wiley decided that a substance in daily use in the Post Office Department as a disinfectant for mail from the yellow fever district is not quite the thing to "preserve" babies' milk and cream.

Another chemical tested by those in the "poison squad," benzoate of soda, has yet to prove its status as a safe article for manufacturers.

Manufacturers Raise Protest.

Thereby hangs a tale. When the manufacturers of the condiments and pie fillings heard it was likely to come under the ban, they appealed clamor-

ously to President Roosevelt. They said they needed benzoate in their business. They said there wouldn't be any more of the "hot stuff" for Boston baked beans, or any more of the mince pies such as mother used to make.

In short, they contended that condiments and pie fillings simply could not be produced without the addition of some preservative that would keep the stuff from moulding within a short time after the cork was pulled out of the bottle or the cover twisted off the can.

That is, most of the manufacturers said this. Unfortunately, the motion was not unanimous. Two lone firms kept out of the union by declaring that preservatives were not necessary, since they didn't have to use such things. They talked wisely of the effect of sterilization of goods after bottling.

"Bluff" was what the rest of the manufacturers said—unless it was something stronger—when they heard this ingenious defence. And yet the fact is that no trace of a preservative can be discovered in any of the goods produced by the two firms who declare preservatives are not necessary. Needless to say, the rest of the trade have made sufficiently careful examination of those two particular firms. Also the chemists of the Department of Agriculture have been trying for more than a year to can goods without a preservative and have failed as signally as all the canned goods manufacturers—except the two.

Notwithstanding the fact that the protest condemning benzoate of soda wasn't quite unanimous, it was sufficiently strong to make President Roosevelt stop and listen. More than that, he decided that he wasn't competent to decide. So he turned the whole matter over to a board of five of the most eminent chemists in the country.

Plan Careful Experiment.

Dr. Ira Remsen, the man who has written all the chemistries, is the president of the board. Another of the five, Dr. Taylor, of Leland Stanford University, is at present in Europe collecting data for experiments and conferring with eminent French and German chemists. A third member of the board, Professor R. H. Chittenden, of Yale, is organizing another food testing squad, expenses to be defrayed from the public treasury, to discover practically the effect of benzoate of soda on the human stomach. In the course of sixteen or eighteen months they hope to be able to give a decision, but such tremendous financial interests are involved that they feel that their experiments must be long and careful.

Sulphate of copper, which makes canned peas "green" and is used in general to give a fresh vegetable color to canned vegetables, will be prohibited for commercial use after January 1 next. The "poison squad" proved that it had

evil effects. If Dr. Wiley's investigations are not published in full the reason will be that Dr. Galloway, chief of the Bureau of Plant Industry, disagrees with the chief chemist. Dr. Galloway spends his time devising ways for increasing the quantity of peas, and unless they can be presented to the public in an attractive color the production, it is figured, must fall off.

In regard to only two of the chemicals tested were the conclusions of the "poison squad" at all inadequate. These are salt-petre, which makes canned corned beef red, and caffeine, the essential principal in tea and coffee, much used in the preparation of soda fountain drinks and headache medicines. The data having to do with these two substances are now formulated in such a manner as to be available for practical purposes.

Even without final determination as to these chemicals, it is evident that the "poison squad" have done immensely valuable work. The methods of procedure employed with them are rather interesting. Though in offering to be subjects for experiments they admitted themselves willing to sacrifice their health, Dr. Wiley declares that they were not at any time in real danger, and that they are now in as good physical condition as when they started on their venture seven years ago.

Carefully Watched Over.

Results obtained from experimenting with them show that this is not because the adulterated foods were found to be harmless. The reason is simply that just as soon as they were discovered to be seriously suffering they were treated by the physicians watching them, temporarily taken from the squad and kept away until they were in perfect condition. Then before they were permitted to subject themselves again to the tests they were thoroughly quizzed as to whether they really felt as well as the doctors thought they were. In no case wherein the least doubt existed was one of them permitted to return to the test table.

Absolutely natural conditions of life were adhered to in the experimenting. In general, the drugs were presented to the testers in their regular food, just as if they were being fed on ordinary adulterated food with which the market had supplied their boarding houses. Occasionally, indeed, blank capsules were employed, that the effect of the imagination might be tested. In general, however, Dr. Wiley preferred to use people without any imagination to speak of, "healthy, phlegmatic, young human animals," he said, and he thinks that among his experimenters were some of the finest specimens of physical health in the Agricultural Department.

Besides being served such food as they were accustomed to in their boarding-houses, the young men were served at hours to which they were accustomed.

Breakfast was at eight o'clock, lunch at noon and dinner at half past five. They did their regular work, too, for Dr. Wiley's idea was to test the effect of his treated foods on men engaged in their regular affairs, not on those who simply sat around to be experimented on and consequently were not eating under natural conditions.

During the special periods of experiment, lasting from thirty to seventy days, the subjects declared under oath that they had eaten nothing except what was served to them on Dr. Wiley's table and had drunk nothing except water when they were away from his laboratory. For the first five years of his experimenting he himself supervised the diet. During the last two years his assistant, Dr. Webber, took charge.

Member of Squad Dies.

As an interesting sidelight, it may be noted that during the trial one of the young men contracted tuberculosis and died. His friends declared that his sickness was due to the tests to which he had subjected himself. His mother even threatened to sue Dr. Wiley for damages, but the case has not been brought to trial.

It was proved that the presence of the drugs in the food almost invariably affected the digestive tract. Frequently, also, there was loss of weight. Headache, heartburn and dizziness were common symptoms and palpitation of the heart was by no means unknown.

All this physical discomfort, even if it wasn't actual physical peril, which the twelve young experimenters underwent has had its glorious reward in the form of the Pure Food Law, which James Wilson, Secretary of Agriculture, considers to be one of the best and most successful laws in point of operation ever passed by Congress.

"The Pure Food and Drugs Act of June 30, 1906," he says, "has accomplished what Congress intended it should. It has almost entirely stopped the adulteration and misbranding of food and drugs by American manufacturers. They have discovered that violations of it do not pay."

That they "do not pay" the history of the courts concerning the application of the law since its passage shows plainly enough. In the very first case decision was rendered against a millionaire manufacturer and seller of acetanilid and alcohol headache "cure" and "brain" food. He was fined \$700 for misleading people as to his wares. This he effected by calling his medicine a "cure" for what is merely a symptom of other trouble, and also by announcing it to be of special value for the development of the brain.

False pretence is really the mark against which the law chiefly directs itself. When eighty-four bags of glazed coffee were seized down in Nashville they were confiscated not because of the coating of chrome yellow, but because that coating covered so many defects in the actual coffee berry that its price would have been brought down four or five cents on the pound had the "gilding" not been administered.

Held for Misbranding.

Seizures for misbranding were made on a like basis. In the case of 40,000 barrels of wine held at New Orleans the

owners gave bond to re-label the stuff honestly and it was returned to them.

When, likewise, at New Orleans, thirty barrels of molasses were confiscated because they were marked as containing "open kettle molasses" it was not even assured that the molasses were unwholesome. It simply was some other kind—was not what it said it was. Misbranded flour was seized at Minneapolis for a like reason—not that the barrels did not contain good flour, but that they did not contain the kind of flour described on the labels.

Permission to sell this flour would imply permission to do any one of the following things without fear of punishment by the national government:—

Take corn syrup, the chemical name for which is glucose, color it a strawberry pink with coal tar dye, add a few timothy seeds, some pumpkin and then sell the mess for "pure strawberry jam."

Take sucrose (chemical name for cane sugar), add a bit of maple sugar and water, and sell the mixture as pure maple syrup.

Hire one's self a French scholar from Peru, Ind., or Cincinnati, to write a grandiose label, stick that literary production on a little round box filled with a sneaky cheese and sell it as Camembert.

Stick a label on a pot of beef extract telling how good and nourishing it is for convalescents and charge anywhere from thirty-five to ninety cents for a big tablespoonful of it and make the friends of the sick person believe they were feeding him with the quintessence of all that was good in the beef.

"We have not come within 1,000 miles of losing a case," said Dr. Wiley himself, speaking with reference to the practical application of the Pure Food Law.

CANADA'S GREAT EXHIBITION.

The Canadian National Exhibition, which is to be held in Toronto from August 29 to September 14, offers special attractions to hardwaremen in all parts of Canada. From a business standpoint the exhibition furnishes an excellent opportunity for picking up new ideas, getting lines on new and special articles and studying methods of display and arrangement of goods. Again, because of the large numbers of the trade who come in every year at the time of the fair there are prospects of meeting other men from different parts of the country, getting better acquainted, and of talking over business matters with them. The exhibits of hardware and special lines are expected to be even more complete this year than usual another point of interest.

From the standpoint of pleasure the exhibition offers an opportunity for a holiday which cannot well be surpassed. The special musical attractions, the entertainment furnished before the grand stand, and the various novelties included in the exhibition grounds provide for the satisfying of the lighter side of the heart's content.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, who have for years been handling "Soleil" brand canned goods, have this year nearly doubled their import order, which speaks well for the popularity of this brand in the trade. Orders for "Soleil" brand, as well as for domestic canned goods, are now being booked. Interesting prices on canned salmon, which is scarce, are now being quoted by this firm, and wise buyers will find it to their advantage to communicate with Laporte, Martin & Co.—Advt.

BISCUIT FIRM PROGRESSING.

A reorganization of the old Caledonia Biscuit Company has just taken place and a new charter has been granted to a body of Montreal business men who have formed a new company and put new life into the concern, which will in future be known as the Caledonian Biscuit and Confectionery Company, Limited. A large new factory has been acquired at 102 St. Christopher Street, where modern machinery will be installed and full advantage taken of the 6,000 square feet of floor space which will be at the disposal of the firm. The new officers of the company are: President, Ald. J. G. Duquette; vice-president, Ald. N. Sequin, who conducts a flourishing retail grocery business; secretary-treasurer, L. A. Taillon; manager, J. B. D'Laque. The company expects to occupy the new premises before the end of September.

TRADE NOTES.

S. D. Stewart, with Hudon, Hebert & Co., Montreal, is away on his holidays.

R. E. Holyoke, Woodstock, N.B., has added a candy factory and ice cream booth to his grocery business.

The general stores of A. G. Gleiser and J. S. Leslie, at Gainsboro, Sask., were destroyed by fire last week.

Claassen Brothers, who recently sold out their grocery business at Penticton, B.C., have gone to their former home in Edmonton. They expect to be back next spring. Their father, P. O. Claassen, who is now in Edmonton, will probably return to Penticton in the fall.

W. N. Warburton, Chatham, Ont., formerly manager of the C. W. & L. E., and more recently manager of the W. E. & L. S., has purchased the grocery business of Huth & Laffrey, Hamilton. The new firm will be known as Warburton & Son.

A number of grocers of Smith's Falls have petitioned the town council asking that the early closing by-law be abolished or amended so that they could keep open their places of business.

The Magee & Thompson Co., Wolseley, Sask., composed of A. G. Thompson, Richard Magee, John Bradley, R. A. Magee and H. J. Hunt, has been incorporated with a capital of \$100,000, and has taken over the Star Grocery and Confectionery Co., and the grocery businesses of Tidey & Co. and Magee & Thompson.

O'MARA'S BACON

Quality Uniform. Only Best Selected Hogs Used.

All Goods Government Inspected.

Careful Attention Given to Details in Curing.

The above essential features combine to make

O'MARA'S BACON, LARD, ETC.
THE BEST ON THE MARKET.

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

Boneless Cooked Hams

We have always on hand a fresh supply of Boneless Cooked Hams, specially selected and prepared for our trade. The quality is the very best, and we recommend them to our customers during the picnic and out of town season.

F. W. Fearman Co.

Pork Packers and Lard Refiners

Phones 674 and 675. 17 MacNab North

Hamilton, Ont.

REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Butter Eggs Cheese Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, August 20, 1908.

It is rather gratifying to Canadian exporters to know that Englishmen have enough confidence in the market to buy and store in Canada in preference to the other side. This has been happening lately in the face of a high market on this side, and while there is no way of determining their motive, it looks as though the Englishmen were getting ready for a shortage. Although the English methods of storage are quite as good as our own, it has been proven that cheese in storage is better preserved on this side of the Atlantic. There has been circulated in England for a long time a rumor to the effect that the home production was going to be very large this year, but when buyers throughout the country asked for estimates, so they could form some idea of just what they could depend upon, the figures have been very largely reduced, and now the English buyers are looking to Canada. Although some improvements have been made in Siberian transportation facilities these have not as yet been sufficient to allow Siberian products to flow in an uninterrupted stream into the English markets. It will be remembered that last year when Canada was beginning to obtain top prices for her cheese, New Zealand stepped into the market and proved to be an able competitor. Exporters and makers look forward to a good make from now forward, on account of the favorable weather which will likely prevail. This condition of cooler atmosphere will also improve the quality, and the product will keep much better.

Shipments of cheese from Montreal last week amounted to 65,493 boxes, as against 60,216 boxes for the previous week, and £2,437 boxes for the corresponding week of last year. Total shipments from Montreal since May 1, 1886, 712 boxes, as compared with 1,046,124 boxes for the corresponding period of last year. Total shipments from Quebec since May 1, 27,320 boxes, as compared with 37,903 boxes for the corresponding period of last year. Total exports since May 1, 914,032 boxes, as compared with 1,084,027 boxes for the corresponding period of last year. The local market is strong, in sympathy with the tone of the country boards. Holders are asking 12½c to 12¾c for Westerns; 12½c to 12¾c for Easterns. At the boat for export, 12½c was obtained. The butter market is rather quiet, owing to the fact that export demand has fallen off and holders here are waiting rather than sell below cost. The lack of export demand is all the more wonderful in view of the fact that there is very little Australian butter to be had in England. There is an impression among holders on this side that the home demand will soon brighten up to such an extent as to absorb what stocks they have on hand at figures which will be profitable. Some firms, how-

ever, do not entertain this impression, and they have conceded a point in several instances, to facilitate business. The change in the temperature has had its usual effect, and the quality of butter arriving has improved, as is the case with cheese. Exports of butter last week amounted to 4,768 packages, as against 3,869 packages for the pre-

vious week, and 3,751 packages for the corresponding week of last year. Total exports since May 1, 63,860 packages, as compared with 44,001 packages for the corresponding period of last year. The local market is unchanged, regardless of the higher range in prices in the country. Finest creamery is quoted around 23½c in round lots, and 24c to 24½c in a jobbing way. At the boat 24c was paid.

THE PROVISION SITUATION

Toronto, August 19, 1908.

Very good demand at home is the only feature that is comforting Canadian packers at the present time. Were it not for large consumption and exceedingly good business here, the situation would be somewhat serious. The British market, which still continues at the 48 to 50 shilling basis, is not at all on a favorable basis for Canadian shipments and very little pork products, indeed, are going forward. This is such a change from the strong demand evident for the past couple of months that it is all the more notable. Those who are informed attribute the situation across the water to the prevalence of a wave of exceedingly warm weather, when the appetites of the general public were turned from meats to fruit, and to the fact that those systematic packers the Danes, have kept on shipping from 38,000 to 40,000 or more weekly and have kept the market well supplied. Such a situation, however, especially at this time of the year, when demand from Great Britain usually is, and is expected to be active, the time of the packers' harvest, in fact, is very disappointing. No relief is in sight this week, but it is hoped that something may affect conditions for the better shortly.

Under these conditions, packers are not overly anxious for large supplies of hogs, though the local business of course, demands somewhat free deliveries. Prices offered remain the same as last week, viz., \$6.40 f.o.b., and this is bringing in just about as many hogs as the packers can profitably handle. The harvest operations are interfering, of course, to some extent, but at this price farmers would not be exceedingly anxious anyway to send the hogs in freely.

United States packers seem to be affected in a somewhat similar manner, though their local trade is apparently not so good as in Canada, as is evidenced in the following review of conditions from the New York Journal of Commerce:

"The past week has been one of liquidation in hog products as well as grain, and in cottonseed oil as well. Continued increase in stocks of the farmer in face of late light receipts has been followed by a decrease in consumption due to

hard times and high prices, at the same time while the receipts of hogs increased 90,000 for the week at the west, though said to be due to the exhaustion of the old corn crop. Whatever the reasons, the tired longs concluded to get out after taking the bull talk of the packers at par as well as some of the load off their hands, as Europe is unexpectedly independent of our products, due to worse times in the great industrial centres there than in this country, according to dealers lately returning from both northern and southern, as well as central Europe, England, France, Germany and Italy. Packers have filled those markets up with consigned goods and drawn against them and are unable to sell them even at the lower parity than Chicago, at which they are offering them there. The high price of corn, which has been the cornerstone of the bulls' argument all this season, has lost its force since the good rains of the week have relieved the drought in the corn belt of the Ohio Valley and promise to save a fair crop if we have a late fall, or even an average one, after the long spell of hot weather since the late planting and cold, wet spring gave the crop a bad start. With the ground soaked as the corn belt was last spring and early summer a drought could not do the damage it could in a dry season, as the roots, after once started, strike deep enough into the ground to draw sufficient moisture from the subsoil to keep the plant alive, and the late rains will now mature it with favorable weather for a month more. This is probably the last straw to cause the break in hog products the past week, and it is probable the packers were the ones who started to liquidate and forced the smaller and weaker ones to follow. The full effect of the times on consumption has not been realized till now, and the drummers' "prosperity Congress" will fool nobody in the provision trade into the belief that they are good. Neither has the loss of fresh meat trade, due to still higher prices than cured meats or hog products, helped the latter as expected, and everybody in the trade is disgusted and discouraged. This is what ails provisions."



Save Money!

Use a
**National
Cash
Register**

OUR new prices leave no excuse for any merchant being without one.

Price \$40, new.

Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

Corner of Wilton Ave.
and Yonge Street

TORONTO, ONT.

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

Windsor, Ont.

Detroit, Mich.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL



and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. A post card addressed to

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

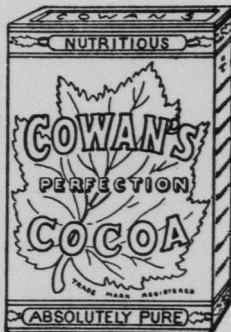
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is the name that is synonymous
with the highest excellence in

Cocoa and Chocolate

Cocoa for all purposes,
and the very acme of
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Dainty
Delicious
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Confections



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By Royal

Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

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The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
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E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The Leaders Still—

Mott's

"Diamond" and "Elite"
brands of

Chocolate

are the favorites with the Canadian
housekeeper and with the retail grocer.
Their purity and uniformity of quality
at all times has established their
reputation on a firm basis.

For Sale by all Jobbers.

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

SELLING AGENTS:

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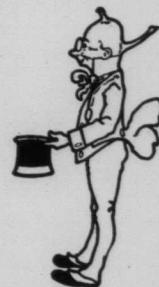


Be Up-to-date!

Sell the up-to-date stan-
dard flaked wheat food—

"FORCE"

People know what a good food FORCE
really is—and we are making effort to have
them remember it. Look at our honest,
sales-compelling newspaper advertising!
Is it any wonder that the demand increases
every month? Our trade
price is the same everywhere,
yielding you a good living
profit.



THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Flour Firm With Good Local Business—Oats Scarce With Strong Probabilities of Advanced Prices.

The feature of the cereal markets is the strong probability of an advance in rolled oats and oatmeal.

"Yes," said the manager of one of the largest manufactories of cereals in Ontario, this week, "we expect to have to advance our prices to the retailer very shortly. There are practically no oats to be secured now, the eastern crop is a mere bagatelle on the market and the bad reports from the west recently practically assure dear oats this fall. On the 31st of August last year rolled oats were \$1.90 per bag in car lots. Fifteen days later they had jumped to \$2.75 and a month later were worth over \$3. With the present outlook it would seem as if these conditions were to be duplicated this year."

The oat market is certainly strong and considering present conditions the best advice that can be given to retailers is to lay in a fairly generous stock now.

The flour market continues strong with slightly more activity evident in some sections, but no notably new features.

MONTREAL.

FLOUR—The flour market is slightly more active than last week, but the buyers are still holding off. Orders coming in are fairly large in number but small in size, sufficient only to supply immediate wants. Prices remain the same.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 00
Glenora.....	5 50
Manitoba spring wheat patents.....	6 00
" strong bakers.....	5 50
Five Roses.....	4 00
Harvest Queen.....	5 50

ROLLED OATS—Trade has been fairly good during the past week locally. It is reported in some quarters that the price will soon advance, but this is not likely from present indications. Prices remain unchanged.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated.....	3 15
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65
1 70	
2 50	
2 25	
5 25	

FEED—Dealers report some brightening up of this market, although it is yet far from being in a healthy condition as far as demand is concerned. Buyers are only taking sufficient stock to supply their immediate wants. Prices have not presented any new features during the week.

Ontario bran.....	21 00 22 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	24 00 26 00
" bran.....	22 00
Moullie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The market continues strong but no changes are reported. Local business has been and is remarkably good, with heavy demand. Local firms have this week received inquiries from Great

Britain, Europe and Egypt, but on the present basis of prices no business can be done.

Manitoba Wheat.	
60 per cent. patents.....	5 30
85 " ".....	6 00
Strong bakers.....	4 80

Winter Wheat.	
Straight roller.....	3 7 3 80
Patents.....	4 60
Blended.....	4 20

CEREALS—Business continues remarkably good with prices unchanged. The outlook at present is for a strong oat market, or rather, panicky reports from the west, and higher prices shortly seem almost certain. The retailer will make no mistake to lay in his supplies of oats and oatmeal now. Old oats are practically off the market. Present prices are as quoted.

Rolled wheat in barrels, 100 lbs.....	2 85
" oats in bags, per bag 90 lbs.....	2 75
Oatmeal, standard and granulated, in bags 98 lbs.....	3 05

NEW USES FOR LEMONS NEEDED.

"In my opinion," said a prominent lemon factor the other day in discussing the question, "the time has come for the trade to enter into a systematic campaign of education with the public, in the hope of reviving and increasing the consumption of lemons—Sicily lemons. It is well known that there is no lemon possessing so much of the true lemon virtue as the Sicily fruit. California lemons may have more juice, but for true 'lemonosity'—if I may use the word—for flavor and acidity and richness of texture, keeping quality and purity of oil—they cannot compare with the Italian fruit.

"In my opinion, there is room for a great deal of booming in the world of lemons. The American people have too long confined the use of lemons to the one purpose of making lemonade. For flavoring, they have passed the direct employment along to the 'extract' manufacturers, and we all know with what results. Mighty little of the real lemon juice gets into extract. The peel forms the greater part of that, and barrels of acid of an artificial nature are employed to 'fortify' that before it gets to the consumer. Then there is the soda fountain, where it is almost impossible to buy a lemonade and have the real fruit squeezed in your presence. We have done a good deal through the co-operation of the pure food officials, but there is room for a lot of education on top of that.

"First of all, we want to impress on the cooks of the country, the beverage servers and the housewives, the importance of using pure and true lemon. Then, there are uses for lemons which very few Americans understand. Take the matter of lemons as a complexion food on my lady's toilet table. Sicilian women have always been famed for their olive complexions, yet it appears to have escaped the attention of the society beauty of America that it comes from the free employment of lemon juice in the toilet water. I have known wonderful results to come from the use



Mooney's Perfection Cream Sodas

are the best sellers simply because they are the best tasters and the best lasters. They are packed when they are deliciously fresh and crisp. That's the condition they're in when your customer opens the package; and that's also the condition they retain down to the last cracker in the package.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

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

YOU CAN'T TELL

until you have made a test how a new line of confectionery is going to sell. We have tested the public on

CHOCOLATS MEURISSE

and we find they pronounce it the finest imported line obtainable. They are asking for it everywhere. Are YOU selling it? Order from

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:

Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.



**WHITE MOSS
COCOANUT**

has stood the test of years, so that it must be the kind the housewife wants most. This is proved beyond question by hugely increasing annual sales. These facts make white moss a sure thing for you.

SUPPLIES FROM

The Canadian Coconut Co., - Montreal

ESTABLISHED 1831
CARR & CO. LTD.

Biscuit Manufacturers,

CARLISLE

(England)

Purveyors of Biscuits to

H.M. KING EDWARD VII,

Appointed Biscuit Bakers to the late

QUEEN VICTORIA

by Special Warrant, 8th May, 1841

WILLIAM H. DUNN Toronto & Montreal
Agent for Ontario, Quebec, and Maritime Provinces.

HAMBLIN & BRERETON Cor. of Notre Dame Ave., and Victoria St. Winnipeg
Agents for Manitoba.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.



Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than its undiluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

Small's

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL



DON'T FAIL

To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

CALEDONIA MILLS
POT AND PEARL BARLEY FEED

John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

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

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only
G. H. BINKS & CO., MONTREAL

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

of half a lemon squeezed into a basin of water for the toilet. A dozen lemons judiciously used would work miracles as against bottles and boxes of expensive and artificial cosmetics.

"Then, take lemons for removing ink stains from the skin or from fabrics. The mild acid is perfectly harmless, yet it is more effective than quarts of benzine, naphtha, cleaning fluids, pumice, soaps and more powerful applications usually resorted to. If half the typewriters and stenographers would use lemons to remove stains from their hands the aggregate effect on the lemon trade would be astonishing. As a healer, lemons possess a power unequalled by any disinfectant I know of. Cut your finger, if you chance to. Stick it into a fresh-cut lemon. It will smart for a few minutes, but the mild acid will make the wound absolutely clean and antiseptic, absolutely safe from blood poisoning, with the tissues clean, so that healing will progress faster than by the application of any amount of lotions and bandages.

"These are only a few of the uses for lemons with which the average people are unacquainted. I believe if we started a campaign of education and coaxed the people around to a sane use of a simple remedy, we wouldn't have to complain long about lack of demand. It is true that of late there have been many competitors of the lemon as a flavoring agent and it is not surprising that, in the aggregate, they have injured the demand for lemons. But it is for us to get busy and I, for one, would like to see something done."—New York Journal of Commerce.

QUEBEC FRUIT CROP LIGHT.

The Pomological Society of the Province of Quebec held its summer meeting at Hummingford, on August 12. The aim of this society is to encourage fruit-growing throughout the Province. The secretary read a letter from former President Dupuis. This report stated that the crop of apples and plums along the Lower St. Lawrence was very small. From all parts of the Province reports of light crops were received. In the Eastern Townships, and especially those along the United States border, a slightly better crop is expected than from other parts; but notwithstanding this the crop is very short generally. In the vicinity of Hummingford, which has long been famous for its apple crop, a fairly good yield is expected. Some years ago the apple maggot, or railroad worm, found its way into Canada from the United States. So far its operations have been confined chiefly to Huntingdon and Como. This insect is a serious menace to the apple crop, and it is especially regrettable that it should so far have established its habitat at these great apple centres. Mr. Sheppard, of Como, who is famous for the excellence of his Fameuse apples, has been able to cope with the pest by destroying the fallen apples. It is to be hoped that with the probability of a small export business this year the inspectors will be able to prevent the abuses which have crept into the apple export business, such as raising the grade, and false heading. These practices in the past in this line of business have not added to the lustre of Canad-

ian business principles in the European markets.

NEW COPYING SYSTEM.

The new "Plic" books, manufactured by the Carter-Crume Company, Toronto, are arousing considerable interest among merchants who have seen them.

The new book is a duplicating letter book, and the letter-paper, printed with the firm's name in regular letter-head style, and the sheet, upon which the copy is made, being bound in book form, the former perforated and easily torn out for mailing, leaving the copy still bound in the book. Each duplicate sheet is numbered, and an index in the front makes it an easy matter to refer to any letter that has been written. Either pen or pencil may be used in writing.

These books will prove decidedly useful to many firms whose correspondence under the system now employed is not easily referred to. The fact that a copy of every letter sent is bound in a book for reference and that without resorting to the letter press, is a strong recommendation for the new system.—Adv't.

HE STUDIED HIS CUSTOMER.

"Every salesman should study the peculiarities and fads of his customers," remarked a well-known manufacturer to The Canadian Grocer. "Ten years ago there was a department store in New York, which my salesmen had been unable to interest. They had been turned down every time. In fact, they could scarcely get an interview. One day when I was visiting my New York branch I decided to call upon this firm. In spite of the cold water thrown upon my proposition by my local manager, the two of us finally called upon him. I simply could not get him to talk. He would bow his head when he indicated Yes, and shake it when he indicated No, and that was practically all I could get out of him. Finally I left him, remarking as I went out, 'Well, Mr. Blank, you are busy to-day. I will try to see you again before I leave the city.'

"Shortly after leaving his office I was speaking to a salesman of a well-known proprietary article and asked him if he knew anything about the manager of this particular department store. 'Yes,' he said, 'but I never go near him. I can never get him to talk, and I have given him up.'

"'Well,' said I, 'what fad or peculiarity has he?'

"'Don't know,' he replied.

"I then turned to my local manager and asked him the same question. He said that he had no fad or peculiarity. Finally, however, after scratching his head for a moment he said, 'Well, I believe he is fond of fishing.'

"'That will do,' said I, and a day or two afterwards I called upon the department store manager again and remarked as I entered, 'I have just come in to say good-bye,' and held out my hand. 'By the way,' I continued, as I

turned to the door, 'when you are in Canada again and near our city, if you are fond of fishing I could take you to a spot about sixty miles from where I live where there is excellent bass fishing. But perhaps you are not fond of fishing?'

"'Oh, yes, I am,' he replied, as his countenance loosened up a little, 'and I will be very glad to call and see you. Say, before you go, can't you do a little better on your line of goods if I bought a large quantity?'

"I told him I could not, but that one thing I would do, and that was pay the expenses of a demonstrator. Well, the long and short of it is this, that he gave me an order on this basis, and I have since taken him on many fishing trips. This was ten years ago, and he is still buying our goods, and going fishing with me occasionally. I 'fished' for his business and now he fishes with me."

INTERNATIONAL STOCK FOOD AT 75 CTS. ON THE \$

For sale, one thousand dollars worth of International Stock Food preparation at 25 per cent. discount off regular list price. Apply to P.O. Box 620, Sydney, N.S.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Mr. Groceryman

☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.

☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

FRUITS, VEGETABLES AND FISH

Berries Disappearing—Peaches Expected to be Plentiful—Seasonable Imported Lines Good Sellers—Potato Supplies Free—Fall and Winter Fish.

Arrivals for this Week

- 2 Cars CALIFORNIA PEARS
- 1 Car Fancy Elberta
CALIFORNIA PEACHES
- 3 Cars BANANAS
- 2 Cars WATERMELONS
- 1 Car NEW VERDELLI LEMONS
- 1 Car LATE VALENCIA ORANGES

Let Us Have Your Orders

Will Charge Market Price
Day of Shipment.

Our Goods are First Class
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BY
JOSEPH M. WALSH
A Great Tea Expert

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

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TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,
10 Front St. East, TORONTO, CAN.

The berry season is passing and peaches appear to be the coming active line. With the exception of blueberries all berry lines are off in the Western markets, though Eastern Canada has still some blackberries to show.

The peach crop will be large, if present indications count for much. The early varieties being shipped to country points by the commission men are sent only at the purchaser's risk. All early lines are coming in freely and will be a full crop. St. John's and early Crawfords will be light, but late peaches will be a medium crop. All, however, will be ahead of last year.

Imported lines — pears, peaches, bananas and watermelons—are still arriving by carlots, and an occasional car of oranges and lemons is not unusual.

Native potatoes are shutting out the imported variety, and New Brunswick is beginning to send to the Western Canadian markets some excellent specimens spuds. Some second-growth green corn is seen, and, as well, some late celery and lettuce is going.

Fall and winter lines of fish are arriving at the larger centres and this year's smoked herrings are already on sale. Dealers are asking grocers and country merchants to prepare for the oyster season, which this year is expected to be a good one.

MONTREAL.

GREEN FRUITS—Apples in 11-quart baskets are now being quoted at 30c to 40c. Blueberries are some easier, being obtainable for 25c less than at our last quotation. Blackberries are now on the market, and are quoted at 8c to 12c per quart. Peaches can now be had in small baskets at 60c, and plums in baskets at 40c. Bananas have weakened slightly. The same stock, which was quoted at \$2 last week, can now be had for \$1.75. Other lines rule about the same in price. The demand has been good during the week.

California oranges, late Valencia's.....	4 00	5 00
Peaches, boxes.....	1 75	2 25
" small baskets.....	0 60	
Plums, 4 basket rate.....	1 50	2 00
Plums, small baskets.....	0 40	
Pears, boxes.....	2 50	3 00
Grapes, Malaga, per crate.....	2 75	
Verdell lemons.....	4 75	5 00
Bananas, per bunch.....	1 50	1 75
Coconuts, per bag.....	3 50	
Watermelons, each.....	0 30	0 40
Pineapples.....	3 50	4 00
Blueberries, 18-20 qt. box.....	1 75	2 00
New Apples, per bbl.....	2 50	
11 qt. baskets.....	0 30	0 40
Montreal melons, per basket of 13-14 melons.....	8 00	12 00
Blackberries, per quart.....	0 08	0 12

VEGETABLES—The demand during the week has been a fairly good one, prices on the whole being somewhat easier. Trading is confined pretty generally to Canadian lines, which are, in many cases, a little late in coming onto the market. California and hothouse tomatoes are pretty well off the market now.

Parsley, per doz. bunches.....	0 20
Sage, per doz.....	0 50
Savory, per doz.....	0 50
Celery, doz.....	0 50
Water cress, large bun. hes, per doz.....	0 50
Spinach, box.....	0 10
Green peppers, crate.....	1 00
Montreal cucumbers.....	0 25
Beets doz Lunch.....	0 20
Carrots, doz. bunch.....	0 20
Montreal tomatoes, gin box.....	0 40
Spanish onions, small crates.....	1 50
" " large crates.....	2 15
Egyptian onions.....	0 02
Lettuce, per doz.....	0 50
Radishes, doz.....	0 15
Canadian parsley, doz.....	0 20
Horse radish, per lb.....	0 10
Beans, green, bag.....	0 75
Egg plant, doz.....	1 50
Cabbage, doz.....	0 25
Montreal new potatoes, bbl.....	3 00
Onions large bunch.....	0 20
Fresh corn, per doz.....	0 07

FISH—Haddock and cod are more plentiful this week, and prices have eased off a little. British Columbia salmon is now arriving in small lots. Fresh Gaspe, or Eastern salmon, is out of the market. Halibut is arriving fairly freely. Lake trout and whitefish are in fair supply, but fresh dore and pike are scarce. Brook trout are scarce, but a better supply is expected after September 1. The demand for smoked and prepared fish has been slow, owing to the hot weather. The pickled and salted market is quiet, with no new lines offering. American lobsters are now offering, but price is high, owing to customs tariff. Demand for them is slow.

Fresh and Frozen Fish.

Brook trout, lb.....	0 25
Haddock, per lb.....	0 01
Fresh halibut.....	0 10
Mackerel, ".....	0 10
Dore, ".....	0 10
Steak cod.....	0 08
Market cod, lb.....	0 04
Pike, lb.....	0 08
Whitefish, lb.....	0 10
Lake trout.....	0 10
Sea trout, lb.....	0 12
Flounders, lb.....	0 10
Bluefish, lb.....	0 15
Smoked and Prepared—	
Kipperd Herring, 50 in box.....	1 00
Yarmouth Bloaters, per box.....	1 10
Shredded cod, box of 2 dozen cartons.....	1 80
Skinless cod, 100 lb. cases.....	5 50
Boneless cod, 20 lb. boxes.....	0 08
Boneless fish, 20-lb. boxes, blocks.....	0 06
Boneless fish, 25-lb. boxes, per lb.....	0 04
Smoked herring, box.....	0 18
Dry cod, 112 lb. bundles.....	6 75
Oysters and Lobsters—	
American live lobsters, lb.....	0 22
Standards, bulk, per imp. gal.....	1 50
Standards, quart tins, sealed.....	0 40
Paper pails, 100, pint size.....	1 10
100, quart size.....	1 80
Pickled fish—	
No. 1 Mackerel, 20-lb. kits.....	1 75
No. 1 mackerel, half bbls.....	8 00
Green cod, large, lb.....	0 04
Green cod, 1 lb.....	0 03
Labrador Salmon, 1-bbls.....	8 80

TORONTO.

GREEN FRUITS—With the exception of blueberries all berry lines are off the market. True, there may be an occasional crate of blackberries offering, but there were days this week when a buyer could not obtain even a single small basket. Native fruits are easing off in price and in some cases are driving imported lines off the market. There are some splendid California peaches and pears offering, but plums from that State are about done.

The Canadian plum is here in great form and the peaches now arriving look strong competitors of the imported variety. Bananas and watermelons still hold a high place in popular favor, and a number of green bananas are sent out in small lots to the smaller centres in the country, saving crating charges to the country dealer. Oranges and lemons are still in evidence, though declining in quantity, but the quality of these goods is first-class.

Grapes from California are a new line, but they are arriving in small quantities only. They are a little early and commission men are not guaranteeing the lasting qualities of the fruit. Canadian melons have injured to some extent the business of imported cantaloupes, and only the best qualities of California melons are now being offered. Those arriving in such comparatively small lots have firmed up in price.

Peaches, Canadian, basket	0 25	0 50
Peaches, California, box	1 10	2 00
Plums, Canadian, basket	0 35	0 50
Plums, California, box	1 75	2 00
Pears, Canadian, basket	0 25	0 50
" California, box	2 90	3 25
Apples, Canadian, basket	0 15	0 31
Grapes, California, crate	2 00	3 00
Musk Melons, Canadian, basket	0 35	0 75
Cantaloupes, California, crate	1 00	1 10
Blueberries	1 00	1 10
Oranges, late Valencia, California, box	4 25	5 50
Lemons, California	4 50	5 50
Limes, per case	1 25	
Bananas Jamaica, first	1 75	2 00
" Jamaica, eighth	1 30	1 50
" jumbos	1 85	2 25
Watermelons	0 25	0 45

VEGETABLES — Canadian potatoes are ousting the imported Delawares. The early Ontarios gave promise of a great crop of first-class stock, though some later arrivals are not quite so good. They are not so scabby as those offering a year ago, but the Ontario farmer can still do something to improve his potatoes. The first ear of New Brunswick Delawares came in this week, and though the quotation is placed five cents higher than Ontario's, this price is purely fictitious, because as yet no sales have been made to justify any price being placed on them. Arrivals are free and demand is good. The potato crop all over the country is reported very large and if large quantities are placed on the markets they will surely decline in price.

Ship your
DRIED APPLES
before warm weather sets in
O. E. ROBINSON & CO.
Established 1850
Ingersoll - Ontario

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

TO CAR-LOT BUYERS
of
APPLES AND ONIONS

We will be operating heavily in both these lines and will be prepared shortly to quote prices on **Early Apples for Prompt Shipment** and later for **Winter Keeping Varieties**, also good Yellow Danver Onions in car lots or less. Get in touch with us before buying.

WHITE & CO., Limited
Toronto and Hamilton
Phone Main 6565. Cable add. "Whitco."

HERE AGAIN!
W. B. STRINGER, Wholesale Fruit Broker
LEMONS - ORANGES
Correspondence Solicited
TORONTO, CANADA

FRESH ARRIVALS
Extra Fancy New Verdelli Lemons
California Late Valencia Oranges
All Sizes.
(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas
All Kinds Canadian Fruits and Vegetables
Also

California **P** LUMS
PEARS Prices
EACHES Reasonable

HUGH WALKER & SON
GUELPH, ONT.

Your consignment of **Poultry** (dead or alive)
Fruit, Butter and Eggs solicited.
THE DAWSON COMMISSION CO., TORONTO

Sweet potatoes from New Jersey are a new line, and are at a reasonable price.

Red peppers, too, are new.

Gherkins are now coming in freely and are offered at a great range of prices according to size.

Cucumbers, Canadian, per basket	0 50	0 35
Gherkins, basket	0 50	1 25
Tomatoes, Canadian, per basket	0 20	0 35
Bees, Canadian, basket	0 25	0 35
Egg plant, each	0 40	0 60
Beans, wax, per basket		0 40
Peas, new, basket	0 35	0 40
Potatoes, Ontario, per bushel	1 10	
New Brunswick, per bush	1 05	
sweet, bushel	1 15	
Onions, Bermudas, per 50 lb. crate	1 00	
green, per doz., Canadian	0 30	0 15
Carrots, new, per basket	0 30	0 35
Green Peppers, basket	0 25	0 35
Red Peppers, basket		0 60
Cabbage, Canadian, doz.		0 40
Green corn, doz.	0 07	0 10
Vegetable marrow, basket		0 25
Squash, basket doz.		0 30
White turnips bush		0 50

FISH—The first sign of winter makes its appearance in a lot of Canadian smoked herring offered on the local market. Dealers, too, are asking their country customers to prepare for the oyster season, which will open on September 1. Prices on all fish lines are stationary, and supplies seem to be more plentiful than a week ago, in spite of a big demand. Pacific Coast fish, apparently, is taking business away from Atlantic lines, and is even invading territory supposed to belong exclusively to Atlantic sea fish. Both Montreal and Boston are now taking good quantities of Pacific Coast lines.

Perch, large, per lb	0 06
Blue pickerel, per lb	0 05 0 07
White fish, Georgian Bay, per lb	0 11
Herring, medium, per lb	0 05 0 07
Whiteshake, Lake Erie	0 11
Cod, fresh	0 08 0 09
Trout, fresh, per lb	0 11
Halibut, fresh caught	0 09 0 10
Shredded cod, per doz.	0 90
Burgundy, small white, per lb	0 07
Haddock, fresh	0 07
Sturgeon, per lb	0 12 0 18
S-a salmon	0 15 0 18
Pike	0 05 0 05 1/2
Pickrel, yellow	0 03 0 9
Herring, smoked, bundle	1 00
Mackerel, each	0 13

SOCKEYE PACK LARGER THAN EXPECTED.

Reports From Different Districts on the Coast Show Better Results Than Last Year.

(Special Correspondence of The Canadian Grocer)

Vancouver, August 15.—The sockeye salmon pack of this season may not exactly be termed a surprise, but it is larger than expected and will exceed that of last year. At the first of the week, the pack on the Fraser River was 58,000 cases, equal to the whole of last season, with fourteen more days to run. The fish coming in are not particularly plentiful, but there is a fair number. Last Saturday at noon it was reported from the Sound that 130,000 cases had been put up, which is considerably better than last year. The Skeena River figure is placed at 100,000 cases; Naas River, 15,000; Rivers Inlet, 60,000, and outlying districts, 36,000.

The International Fishery Commission, composed of S. T. Bastedo, of Ottawa, and Dr. David Starr Jordan, of California, are expected in Vancouver this week, to start their work in accordance with the treaty passed April 11th last. Since the fisheries in the United States are under the jurisdiction of the separate states, the wonder is how federal

legislation can be passed to be made to apply, say in the State of Washington. On the other hand, the officials at Washington are able men and may be trusted to know what they are about.

NEW IDEA IN SAMPLE ROOMS.

Chester McClure and C. L. Grant, of the C. Leonard Grant Co., Charlottetown, P.E.I., were in Montreal for a few days in the interests of their firm.

These gentlemen, instead of carrying samples in trunks in the ordinary way, have a special car bearing the firm name on the outside and fitted up inside with counters, running the entire length of the car, on which they display their samples, which cover a range of general merchandise. They tour the entire island.

PERSONAL NOTES.

C. H. Chausse spent a few days' vacation away from Montreal.

Arthur P. Tippet, Montreal, has returned from a short vacation.

Stephen Wingrove, managing director of Spratts, Limited, London, is in Montreal.

C. W. King, the Montreal apple exporter, spent a few days in the country this week.

R. J. Thomas, general merchant, of Hartford, Ont., was in Toronto last week on a business trip and made a pleasant call on The Grocer.

A. P. Murray, sales manager of the Edwardsburg Starch Co., is away from his office in Montreal for a couple of weeks on a well-earned holiday trip.

Walter Ashton Prichard, representative of the Lake of the Woods Milling Co. in New Brunswick and Prince Edward Island, and at one time a grocer in St. John, died at that city on August 10.

O. E. Roberts, of the Edwardsburg Starch Co., Montreal, has gone to Prince Rupert on a business trip. Mr. Roberts is remembering his friends with post cards illustrative of the rapidly-growing new city.

HIGHER FREIGHT RATES.

James J. Hill, the Canadian, who is head of the Great Northern and Northern Pacific Railroad Companies, on his return from his annual fishing trip to Labrador, gave an important interview to the New York Herald, in which he emphasized the urgent need for higher freight rates, which, he said, would not only enable the railways to rehabilitate themselves but would stimulate the great manufacturing industries.

"Railroads," said Mr. Hill, "are the main arteries of this country's industrial life. The money they expend affects all branches of trade, but especially the lumber and steel industries, which are called upon for the material used in new construction and equipment.

"Freight rates must be advanced, otherwise the railway corporations will not be in a position to expend the millions they place in circulation every year through purchasing rolling stock, needs for terminal facilities, or in new construction and improvements.

"This sum annually expended is often as high as \$1,000,000,000. But let us

estimate at the minimum amount of \$600,000,000. That sum represents about one-fourth of the value of the country's yearly manufactures. It means keeping the lumber and steel industries going. Now all that railroad work has stopped.

"Some short-sighted manufacturers say this is no time for an increase in rates. That means in effect that this is no time for them to improve their own business. They don't seem to realize that one-fourth of their business is provided by the railway companies. This \$600,000,000 is lost to the manufacturers and the wage earners. It is felt by the producer of raw material, the farmer who supplies products, the lumberman, the mechanic, the laborer.

Danger in Cutting Wages.

"It is a question of either advance in rates or of cutting wages. The latter is a dangerous expedient. The cost of living is high and the prices of commodities are very high. Workmen need good wages to live. If you cut them the roads would break up their organizations and lose valuable men. But we need skilled men, experienced men, and we would have to break contracts with the unions.

"No, I can't tell whether rates will be advanced or when they will be advanced. I haven't the slightest idea of what will be done. But I am aware of the necessity for taking that step.

"Railroad rates are too low. That is seen in the fact that the railroad companies pay only five per cent. on their securities. The manufacturer gets fifteen per cent. on his capital invested. And yet the railroads are the best customers of the manufacturers. See what they lose when the railroads stop purchasing supplies.

Work of Railroads.

"The railroads in this country are called upon to do impossibilities. The American systems are created at a cost of one-half to one-fifth as much as systems of other countries, and yet they charge rates only one-half to one-third as great, while they transport nearly twice the amount of business per mile and pay double the rate of wages. Their returns are so small in comparison with the railroads abroad that the latter could not live under similar conditions.

"Yet where are the railroads going to get the money for carrying on the work that is necessary? Their credit has been impaired and still they must be assured of an adequate return on their capital investment. Until the public is assured that the returns will be satisfactory investors will continue timid about placing their money in railroad securities.

"The curtailment in business is directly due to the stoppage in the buying power of the railroads. And look at the further results. See the thousands of immigrants going abroad. Look at the people out of employment. These are the results of the predicament in which the railroad corporations are placed. Freight rates must be increased."

McLoskey Bros., Moose Jaw, Sask., have sold out their west end grocery store to Frank Docksey, who is now in charge. McLoskey Bros. are opening a general store at Brownlee.



**Orsi Concentrated
Extract of Tomato**

is a household necessity and for that reason is selling everywhere. Are you selling it and sharing in the profits.

100 lb. case \$18 ¼ lb. tins up.

Used for Soups, Catsups, Sauces, etc.,

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43 St. Antoine St., - MONTREAL

Sole Agents American Continent.

Phone Main 2731.



**THE
THREE
LEADERS**



Connors Bros., Limited

Black's Harbor, N.B.



**ST. CHARLES CREAM
UNSWEETENED—STERILIZED**

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE :

Crown Bank, or any mercantile agency.

AUCTION SALES

Monday, Wednesday and Friday,
at 2 p.m.

Also every morning at eight o'clock during berry season.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

To Increase the Volume of Your Business
it pays to always carry in stock these famous brands of cigars:
Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)
The last named received the Gold Medal of Merit at the Paris Exposition, 1900.
If your jobber refuses to procure these brands for you write direct to
JOS. COTE
The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.
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YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

FACTS ABOUT GROCERIES

Interesting Information for Clerks and Grocers About the Goods They Hand Over the Counter.

Tapioca.

Tapioca, or white sago, as it is sometimes called, is a farinaceous substance derived from the large knotty roots or tubers of two species of South American manioc plants, the bitter cassava and the sweet cassava, known respectively as Manihot utilissima and Manihot aipi, both of the Euphorbimu tribe, which perhaps includes the most venomous botanical growths in nature. Tapioca is raised chiefly in Brazil, but also extensively in the eastern Straits Settlements, in Penang, Singapore, and in the Mascarin Islands. The roots resemble large parsnips, and grow to perfection within six months. When washed, peeled of their dark rinds, they are grated into a pulp, which is subjected to pressure in a screw press under water and in a kind of bag made of rushes. The crude juice which is forced out contains a poisonous amount of prussic acid, and this is commonly employed by the Indians to poison the barbs of their murderous arrows and spears. When all the juice or starchy matter has settled to the bottom of the water, it is removed, roasted and stirred well with an iron rod, and finally dried on hot plates, where it separates into a sort of white powder, called tapioca flour, or Brazilian arrowroot, and by the French moussache. It consists of small irregular transparent granules, some of which burst and agglomerate into lumps. The fecula or pearls thus formed are afterwards sifted into several grades of sizes known as small, medium, bullet and flake tapioca. The pulpy mass left in the rush bag, being dried, is called Conaque. This is made into Manioc flour or Cassava bread. Pearl or Bullet tapioca is often imitated or adulterated with pellets made of potato starch. Tapioca itself consists largely of starch; it is not very nutri-

tious; but potato starch is a much cheaper and inferior article.

Tapioca is used in the same way as sago, but requires to be previously steeped for some hours, or to be simmered for a long time. For soups and broth the small crushed tapioca is much better suited than either the bullet, pearl or flake varieties, and should only be added a short time before serving, so as not to spoil its transparency.

WHERE WE GET MARMALADE.

The word "marmalade" is apparently derived from the Portuguese marmelo, a "quince," which, again, is from Mid Latin malomellum, Greek melinelon, "honeyapple," or "sweet apple." The word is at least as old as the reign of Henry VIII. The following sentence occurs in a letter from that monarch: "He most heartily thanketh her good ladyship for her marmarolo," which, by a comparison of other letters, was apparently made of quinces. Anne Bassett, Lady Lisle's daughter, gives the name "codiniac" to her mother's dainty. Her letters, giving the account of the presentation of the said marmalade to the King, and relating how he desired a repetition of the same as soon as might be, have been printed more than once.

AN ENGLISH VISITOR.

Bertram Carr, director of Carr & Co., Carlisle, Eng., who is touring Canada in the interests of his company, was a caller upon the Toronto grocery trade last week, and talked in an interesting way to a representative of The Grocer at the offices of W. H. Dunn, representative for Ontario, Quebec and the Maritime Provinces. Mr. Carr realizes that there is a good market in Canada for the high-class biscuits manufactured by his company. A special feature in connection with Carr's biscuits is the great improvement in the packing and sealing of the tins, making the goods of better keeping qualities, and overseas shipments are landed and delivered in perfect order. During his call on the trade here, Mr. Carr was introduced by E. W. Pyke, representative for Mr. Dunn. Mr. Carr left for Winnipeg on Saturday last, and purposes taking in the larger centres through to the Coast.

James Glenny has bought the bakery, confectionery and ice cream business of H. Cape, Burk's Falls, Ont.

Port Elgin, Ont., merchants have closed the cherry business there with a record season's business. Over four thousand baskets were shipped from that town weighing in all over thirty tons and netting to merchants over two thousand dollars.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

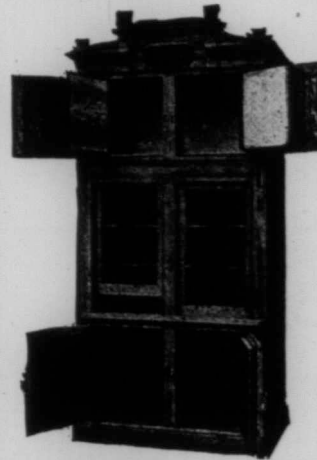




IF! Retail Grocers

will use Wilson's Fly Pads over Sunday exactly as directed, they can keep their stores free from pestilential house flies, alive or dead.

Up-to-date Grocers are doing so.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives, Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd., 154 George St., Toronto

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

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

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

No money required. We furnish capital.

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

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

THE IDEAL STORE FIXTURE**"WALKER BINS"**

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

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.
Montreal: Kenneth H. Munro, Coristine Bldg.

The
**SHOE
POLISH**
of
QUALITY

Peters'
Polishes

PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
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Toledo Cylinder Computing Scale

The only springless, automatic, cylinder Computing Scale in the world.

It Protects both Merchant and Customer

— BECAUSE —

It has no springs; therefore is always reliable, as it is not affected by changes in temperature. It is automatic; therefore it positively stops downweight and avoids errors due to hand operations. It saves you time, labor and money, no weights to lift, poises to move, no cylinder to turn, nothing to do but place the goods on the scale and then read the answer given automatically for cash value, and accurate weight value. The Toledo Scale pays for itself.

— WORLD'S GOLD MEDAL —

The Toledo Computing Scale Co. received the Gold Medal, the Highest Award, for computing scales. The points of superiority which gained for Toledo scales this grand distinction were as follows: Springless, automatic, computing, simplicity, accuracy and rapidity in weighing and computing, superior construction, durability and extreme sensitiveness.

Don't fail to see our exhibit at The Canadian National Exhibition, August 29th to Sept. 14th, or at any time when considering the purchase of a Computing Scale.

149 Queen Street West

Toronto Representatives:

UPTON & REID SPECIALTY CO.,
Toronto



The
**Elgin National
Coffee Mills**

40 Sizes and Styles

They are the
**Fastest Grinders
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

Classified Advertising

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

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

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" " " " 6 months....	17 00
" " " " 3 months....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months....	10 00
25 " " " " 1 year.....	10 00

PERIODICALS.

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

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

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

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

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

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

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BUSINESS CHANCES.

STORE, DWELLING, GROCERY STOCK and fixtures. No opposition. Doing \$1700 net profit per year. Price \$2400; \$800 may remain for a term of years at 5 p.c. Apply 172 Lippincott Street, Toronto.

BOOKS FOR THE GROCER.

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

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

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

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.
INDIANAPOLIS, IND.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

LET US COLLECT

Your Overdue Accounts

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay up.

Send Them In To-day!

The Beardwood Agency

313 New York Life Building - MONTREAL



REFRIGERATORS
FOR BUTO-JERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

TID BIT

We are now offering you the finest pickle ever offered the Canadian trade to retail at 15c. and 25c., packed in 12 varieties. Ask the traveller.

Remember we have advertised on this page for three weeks for complaints and have not received one. Must be something to it. Try them.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

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.

August 21, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$2 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.	8-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



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
3 " "	12 " "	1 45
4 " "	16 " "	1 85
4 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Key 1-Dime	\$ 0 95
1 lb.	1 40
8 oz.	1 85
12 oz.	2 55
1 lb.	4 90
3 lb.	13 60
5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	\$ 0 83
1 lb.	1 33
8 oz.	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.

CROWN BRAND—

1 lb. tins, 2 doz. in case	.....	\$1 20
1 lb. " 2 " "	.....	0 80
1 lb. " 4 " "	.....	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—		
1-lb. tins, 3-doz. in case, per doz.	.....	2 70
1-lb. " " "	.....	1 2
1-lb. " " "	.....	0 8

Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Gillet's Mammoth, 1/2 gross box	.....	2 00

Brooms

Nelson's—	Per doz.
Pansy	\$1 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 45
" D	3 10
" E	2 95

Ureans

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 03
7-lb. cotton bags, per bag	.....

ESBY, BLAIN CO. LTD.

Meat of Wheat, per case	.....	4 20
Wheat OS, 16 lb. bags	.....	0 19

"Pickaninney" Buck Wheat Flour

doz.	1 00
Pancake Flour, " "	1 00
Pastry Flour, " "	1 00



THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case	.....	\$3 60
The King's Food, 2-doz. in case, per case	.....	\$5
White Swan Barley Crisps, per doz.	.....	\$1
White Swan Self-rising Buckwheat Flour, per doz.	.....	\$1.20
White Swan Self-rising Pancake Flour, per doz.	.....	\$1.20
White Swan Wheat Kernels, per doz.	.....	\$1.40
White Swan Flaked Rice, per doz.	.....	\$1
White Swan Flaked Peas, per doz.	.....	\$1

U. S. COLIUMS and COCAOA.

THE OWAN CO., LIMITED.

Cocoa

Perfection 1-lb. tins per doz.	\$4 50
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Perfection, 1-lb., per doz.	2 40
1-lb., " "	1 30
10c. size " "	0 90
5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb.	.....	0 18
London Pearl per lb.	.....	0 22

special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate— Per lb.

Plain Rock, 1/2 lb. cakes, 12-lb. boxes.	.....	0 40
1-lb.	.....	0 40



Sweet Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb.	.....	\$0 38
Queen's Dessert, 6 1/2, 12-lb. boxes, per lb.	.....	\$0 41
Vanilla, 1-lb., 12-lb. boxes per lb.	.....	\$1 35
Parisian 88, lb.	.....	\$0 30

Royal Navy's, 1/2 lb., 12-lb. boxes per lb.

Diamond, 7/8, 12-lb. boxes, per lb.	.....	0 33
1-lb. pkgs., 2-doz. in case.	.....	0 25
1-lb. pkgs., 2-doz. in case.	.....	0 28

Isings for case—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.	
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Chocolate—

Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, " "	0 35
" nonpareils, 5-lb. box	0 38
" 2's, 5-lb. boxes, lb.	.....	0 28
" 2's, nonpareils " "	.....	0 28
Ginger, 5-lb. boxes, lb.	.....	0 30
Milk sticks, box	.....	1 35
Milk cakes, 5c. size, box	.....	1 35

Agents, C. E. Colson & Son, Montreal.
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 36
Smaller quantities 0 37

BEWSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	.....	per doz. \$ 90
1 " " " "	.....	2 40
1 " " " "	.....	4 75
1 " " " "	.....	9 00

JOHN F. MOTT & CO.'S
R. S. McInnes, Agent, Toronto,
Arthur M. Loucks, Ottawa,
J. A. Taylor, Montreal,
Jos. E. Huxley, Winnipeg,
R. J. Bedington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.



Elite, 1/2 (for cooking), doz 0 90
Prepared cocoa, 1/2 0 32
Prepared 1/2 0 30

Mott's breakfast cocoa, 1/2 0 42
" No. 1 chocolate, 1/2 0 42
" Navy " 1/2 0 35
" Vanilla sticks, per gross 1 00
" Diamond chocolate, 1/2 0 25
" Plain choice chocolate liquors 0 34
" Sweet Chocolate Coatings 0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	.....	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	.....	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	.....	0 28
Caracas Sweet chocolate, and 1-lb. cake, 6-lb. boxes	.....	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	.....	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	.....	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	.....	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	.....	0 34
Caracas tablets, 100 bundles, tied 5s, per box	.....	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	.....	Per lb.
1 lb. packages	.....	0 27
1 lb. " "	.....	0 28
1 and 1/2 lb. packages assorted	.....	0 26
1/2 and 1 lb. packages assorted in 5 lb. boxes	.....	0 28
1 lb. " "	.....	0 29
1 lb. " " in 5, 10, 15 lb. cases	.....	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes	Pails. Tins. Bbls.	
White Moss, fine strip.	0 19	0 21	0 17

Best Shredded	.....	0 18	0 16
Special Shred	.....	0 17	0 15
Ribbon	.....	0 19	0 17
Macaroon	.....	0 17	0 15
Dedicated	.....	0 16	0 14
White Moss in 5 and 10 lb. square tins, 21c.	.....	

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	.....	0 16
Shredded	.....	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	.....	0 28

Condensed Milk.

BURDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.	
"Eagle" brand (4 doz.)	\$6 00 \$1 53
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 10 1 65

Evaporated Cream—

"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 1 25



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	.....	\$4 85
Reindeer" brand per case (4 doz.)	.....	5 75



Coffees.

ESBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp proof bags and tins.

Club House	.....	\$0 32
Nectar	.....	0 30
Empress	.....	0 28
Duchess	.....	0 16
Ambrosia	.....	0 25
Plantation	.....	0 22
Fancy Bourbon	.....	0 20
Bourbon	.....	0 18
Crushed Java and Mocha, whole	.....	0 17
Golden Rio	.....	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	.....	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	.....	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	.....	0 22
English Breakfast, 1 lb. tins, ground	.....	0 18

THOS. J. LIPTON retail wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole

0 40	0 30
------	------

JAMES TURNER & CO. Per lb.

Mocha	.....	\$0 32
Damascus	.....	0 28
Calfo	.....	0 20
Sirdar	.....	0 17
Old Dutch Rio	.....	0 12 1/2

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Ross & Ladame, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	.....	1 75
10 " " " "	.....	3 00
Rep. quarts, 1 " " "	.....	6 50
Imp. " " " "	.....	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



Cafe des Epicures—1-lb. fancy glass jar, per doz. \$3.60.
Cafe Aromatic—1-lb. amber glass jar, per doz. \$4.
Presentation, (with 2 tumblers), \$10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins..... \$0 33
"Gilt Edge" in 2 lb. tins..... 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese—Imperial

Large size jars, per doz.	.....	\$3 25
Medium size jars, " "	.....	4 50
Small size jars, " "	.....	2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00

Roquefort—

Large size, doz.	1 40
Small size, " "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	.....	1 80
Milk Chocolate Sticks, 36 in box	.....	1 35
10c cakes, 36 in box	.....	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	.....	0 33
No. 2	.....	0 25
Maple Buds, 5-lb. boxes, lb.	.....	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	.....	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal.
\$2, \$3, \$5, \$10, \$15 and \$20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	.....	each 04
100 books and over	.....	each (3)
50 books to 1000 books	.....	(8)

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
8-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CO., LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz.	.....	\$3 20
" 2 " " 1 " "	.....	3 00
" 4 " " 1 " "	.....	4 50
" 20 " " 1 " "	.....	4 75
" 30 " " 1 " "	.....	9 00

THOMAS J. LIPTON
Prices on application.



JELL-O ICE CREAM POWDER
FOR MAKING ICE CREAM
Pays 50¢ Profit

Assorted Case,	Contains 2 doz.	\$2.50
Chocolate (Straight)	Contains 2 doz.	\$2.50
Vanilla (Straight)	Contains 2 doz.	\$2.50
Strawberry (Straight)	Contains 2 doz.	\$2.50
Lemon (Straight)	Contains 2 doz.	\$2.50
Unflavored (Straight)	Contains 2 doz.	\$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley 1-lb. tins	.....	\$1 35
" " 1-lb. tins	.....	1 35
" " groats 1-lb. tins	.....	1 35
" " 1-lb. tins	.....	1 35

Flavoring Extracts.

SHERRIFF'S

1 oz. (all flavors), doz.	.....	1 00
2 " " " "	.....	1 75
3 " " " "	.....	2 00
4 " " " "	.....	3 00
5 " " " "	.....	3 75
8 " " " "	.....	5 50
16 " " " "	.....	10 00
32 " " " "	.....	18 00

Discounts on application.

Fly Pads.
Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.60.



RISING SUN
SUN
STOVE POLISH
IN CAKES



SUN & PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

RAISINS THAT WIN TRADE

are the kind you should stock, because every new customer means so much more profit for you. For years the standard brands have been



A trial order will convince you that we are the raisin people. Send for samples to-day.

Try Our **SHELLED ALMONDS** in 14 lb. or 28 lb. Boxes

UNDERDOWN and CRICHTON

London, England

Valencia, Spain

Denia, Spain

These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.

TWO CENTS PER WORD

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



Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME

AGENTS

Montreal

Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case..... per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in
crate..... per lb. 07
7 and 14-lb. wood pails..... per lb. 07
30-lb. wood pails..... " 06½
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 3 doz. in case per lb..... 07½
7 and 14-lb. wood pails, 3 pails in crate
per lb. 07
30-lb. wood pails..... 06½
Pure Jams—1-lb. glass jars (16-oz.
gem) 3 doz. in case..... per doz. \$1 30

Jelly Powders IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited
GENUINE PURE FOOD CO



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 3 doz. \$1.80
Lemon (Straight) Contains 3 doz. \$1.80
Orange (Straight) Contains 3 doz. \$1.80
Raspberry (Straight) Contains 3 doz. \$1.80
Strawberry (Straight) Contains 3 doz. \$1.80
Chocolate (Straight) Contains 3 doz. \$1.80
Cherry (Straight) Contains 3 doz. \$1.80
Peach (Straight) Contains 3 doz. \$1.80
Weight 3 lbs. per case (freight rate 1nd class

THE ROBERT GREIG CO.

White Swan, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.



List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces.... \$0 10
4-bbls. 0 10½
Tubs, 50 lbs. 0 10½
20-lb. Pails. 2 10
20-lb. tins.. 2 00
Cases 3-lb. 0 11
" 5-lb. 0 10½
" 10-lb. 0 10½



Licorices.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.... per lb. \$0 40
Fancy boxes (36 or 50 sticks).... per box 1 25
" Ringed" 5-lb. boxes..... per lb. 0 40
" Acme" pellets, 5-lb. cans.... per can 3 00
" (fancy boxes 40) per box 1 50
Tar Licorice and Tolu wafers, 5-lb.
cans..... per can 3 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" 20 5-lb. cans..... 1 50
" Purity" Licorice 10 sticks..... 1 45
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.
1 case of 4 doz..... \$3 90
3 cases of 4 doz..... \$3 50
5 cases or more..... \$3 00

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case... per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz..... 1 90
3-lb. " " " 3 10
7-lb. tins, " " 5 25



THOMAS J. LIPTON

Prices on application.
Mince Meat.
Wetley's condensed, per gross net... \$12 00
per case of doz. net..... \$ 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$1 70
hotel..... 1 90
Silver Cow Milk..... 5 00
Purity Milk..... 4 70
Good Luck..... 4 30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... per doz. \$1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-10. jar..... per jar. 0 75
" 1-lb. jar..... " 0 25
F. D. 1-lb. tins..... per doz. 0 25
" 1-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & GIE, LTD

Minerva Brand—
Minerva, qts. 1 1/2's..... \$5 75
" pta. 2 1/2's..... \$ 50
" 1-pnt. 2 1/2's..... 35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz..... \$ 90
1-pnt " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application.

Soda.

GOO BRAND.

Case of 1-lb. contain-
ing 90 packages pe
box, \$3 00.
Case of 4-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 4-
lb. (containing 90
1-lb. and 30 4-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 90 pkgs. per
box, \$3

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages..... \$ 75
No. 2, " 120 1-lb. " "..... \$ 75
No. 3, " 120 1-lb. " "..... \$ 75
No. 4, " 120 1-lb. " "..... \$ 75
No. 5 Magic soda—cases 100—16-oz. pkgs.
1 case..... \$ 00
5 cases..... \$ 75

Case of 50 pkgs. containing 90 pkgs. per
box, \$3

SALT

ALL KINDS

ATTRACTIVE
DELIVERED PRICES
GLADLY SUBMITTED

VERRET, STEWART & CO.
LIMITED
MONTREAL

Before buying your canned goods for 1908 write us for prices on

LAUREL

vegetables and fruits packed in the Garden City of Canada.

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA



GROCCERS FROM THE
ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.



Established 1852.