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# 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.

PUBLICATION OFFICE: TORONTO, JUNE 12, 1908.

NO. 24.



The Best for all laundry work—

## Keen's Oxford Blue

The purity of ingredients used in its manufacture, as well as the experience of nearly a century's expert work have made Keen's Oxford Blue perfect in every respect.

FOR SALE BY ALL JOBBERS

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

Getting warmer every day—

There will be more laundry work now—To get your customers' linen bright, right and regular, suggest

## Edwardsburg "Silver Gloss" Starch

Too hot for heavy cooking—Finest desserts are readily prepared by use of

## Benson's "Prepared Corn"

All Jobbers sell it.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL



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Highest grade of materials is what "SURPRISE" SOAP depends on as] the basis of its good quality.

"SURPRISE" has special qualities for washing clothes; made in its own peculiar way by its own method for a great many years.

Don't overlook this fact when selling soap to your customers.

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**St. Croix Soap Mfg. Co.**

Factory at St. Stephen, N. B.

Branches : Montreal, Toronto, Winnipeg, Vancouver, West Indies

# When business is depressed

You want the best

## Griffin & Skelley's Dried Fruits

This is the one famous brand of California Fruits that never varies in its one standard of quality—the highest. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brands and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—you'll gain it and you'll keep it.

### Prunes

(All Sterilized)

#### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow.

"Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

#### "Easter" Brand.

### Seeded Raisins

Clean and perfectly cured. Sound fruit always. Ask your wholesaler. Insist on having the "Griffin Brands." They satisfy.

*Sold by Leading Wholesalers.*

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8 Place Royale, Montreal.





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**W. S. CLAWSON & CO.**  
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Finest Eastern Townships Product  
Prepared by  
The Eastern Townships Maple Syrup and Sugar Exchange  
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Currants  
Evaporated Apples  
Canned Strawberries  
Valencia Raisins  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

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

(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

# Consistency <sup>Is</sup> Evidently Appreciated

We have always consistently studied the interests of our customers, as well as of the Public, by offering our Teas at such prices that they yield a fair margin to the dealer, and are of such quality that when compared with other teas they are bound to be appreciated

## By the Consumer

The fact of our continuing to supply the needs of both the Grocer and Public alike, has brought us many grateful letters from our friends, and the continued and steady increase in OUR SALES from month to month gives us ample proof that our methods of conducting our business are appreciated BY BOTH.

THE BLUE RIBBON TEA CO., LIMITED  
Montreal and Toronto



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Limited

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TORONTO.

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Our samples will invariably indicate current  
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**THE MOOSE JAW FRUIT AND  
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**TEAS A SPECIALTY**  
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**F. G. EVANS & CO.**

Grocery Brokers and  
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**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.**

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Capital and Surplus, \$1,500,000.

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Firms Abroad Open for Canadian Business.

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Splendid connections and references. Try us with a ship-  
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T. A.—Scottish, Liverpool.

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ABERDEEN, SCOTLAND,  
Invites consignments of Canadian Produce, gives personal  
attention to handling of same, and guarantees prompt  
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TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying busi-  
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Profits right from the start, and Prizes.  
No money required to begin.  
We will mail to you FREE 5 copies of our  
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These can be sold and will provide the  
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**Its History and Mystery**

BY

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This is a practical, exhaustive  
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To-day the **Canadian Cannery Peas** are the **finest** in the world. It takes years of experience and the most expensive modern machinery to turn out first quality Peas. The **Canadian Cannery** have both.

Canned Peas are sold in four grades or qualities, viz.:

- Grade 1.—Extra Fine Sifted Peas
- “ 2.—Sweet Wrinkle “
- “ 3.—Early June “
- “ 4.—Standard “

Our Grade 2 or **Sweet Wrinkle Pea** is the most satisfactory Pea packed. It costs very little more than the Standard No. 4 Pea, but on account of its superior quality you can sell it with a much **larger margin of profit.**

## Push Sweet Wrinkle No. 2 Peas Talk Quality in Peas. It Pays

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# You Cannot Afford to Sell Inferior Canned Goods

In fact, nothing will pay you better than to stock a line of canned goods which is distinctly above mediocrity. Our ever-increasing sales are an indication that

## OLD HOMESTEAD BRAND

### Canned Fruits and Vegetables

are keeping the lead and giving entire satisfaction wherever sold which is only natural, considering the fact that every can of Old Homestead Brand is uniformly excellent. The pick of the crop is secured for Old Homestead Brand, and our up-to-date canning methods preserve to the full every speck of the natural deliciousness of sound, well grown fruit and vegetables.

All the best jobbers carry  
Old Homestead Brand

**The Old Homestead Canning Co.**

**Picton, Ontario**



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and  
**OUR BUSINESS**

When your business shows an increase over the previous year it means you are selling

something the public want—something that satisfies those with whom you do business. The sales of "SALADA" during the past two weeks show an increase over the corresponding period in 1907 of

**7,210 lbs. for the week ending May 23rd, 1908**  
**12,340 lbs. for the week ending May 30th, 1908**

The quality of "SALADA" alone produces these results.

It is the tea it pays you to handle.

The tea with the largest sale.

**CONSEQUENTLY THE LEADER**

People who

Are asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar. Don't cause dissatisfaction amongst your customers by offering any but the best.

**PURNELL'S**  
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are of highest quality, made for appreciative people and all who want to be sure of purity, flavor, and delicate piquancy.

The best never fails to please. Order to-day from our

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**Counter Check Books**  
The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

*Write for Sample.*

**The Carter-Crume Company Limited,**  
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Mention this paper.

*It pays to have proper connections in*  
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We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

*Charges Reasonable Satisfaction Guaranteed*

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

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### GINGERBREAD BRAND MOLASSES (IN TINS)

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

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

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## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

## BATGER'S

WAIT  
TO SEE  
OUR NEW  
LINES

### Before Ordering

**XMAS CRACKERS,  
XMAS STOCKINGS,  
XMAS NOVELTIES,  
ETC., ETC.**

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

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THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

**ALL GOODS PACKED IN  
SANITARY ENAMEL-LINED  
CANS**

This in itself is a strong assurance of excellence and purity.

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G. P. Boulter, Pres. F. H. Boulter, Gen. Manager  
S. E. Boulter, Sec.-Treas.

**Y**OU have at one time or another something in your store that you wish to sell or exchange, say, a scale, a showcase, counter, cash register, etc., etc.



**O**R you may wish to buy some of these articles.

**Y**OU may also find it necessary to get another clerk or a driver.

**Y**OU can be put into direct touch with grocers in all parts of Canada who may be looking for just what you have to sell or wish to buy.

**A small want ad. in The Canadian Grocer costs only 2c. per word. You can test the matter easily. Try an ad.**

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# LEA'S

**The Pickle with the Home-made Flavor**

Remember we positively guarantee  
all of our Goods. If you have  
any complaint to make, write us.  
We will adjust all complaints to  
your satisfaction. : : : :

**The Lea Pickling & Preserving Co.**

Limited

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**“WHITE SWAN GOODS**  
**ARE GOOD GOODS”**

**—ALWAYS—**

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

**WHITE SWAN MILLS - TORONTO**

*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.





**Summer Calls for Dainty Desserts**

Naturally, summer is an excellent chance to increase your profits by pushing

**Shirriff's Jelly Powders**

The results of 30 years' experience in making Jelly Powders are in every package.

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



**WAGSTAFFE'S**

Fine Old English

**Pure Orange Marmalade**

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

**Wagstaffe Limited**

57 Vine Street . . . Hamilton  
PURE FRUIT PRESERVERS



R. U.

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**NAPTHO SOAP?**

If not, it will increase your trade to carry it.

**For Quality  
Appearance  
Price**

Naptho is the Best

**The Welcome Soap Co.  
Limited**

St John, - N.B.

**JAPAN TEAS**

We are now in receipt of samples of first shipment of very Fine New Teas and will be glad to hear from our Wholesale Friends

**S. T. NISHIMURA & CO.,** Sole Agents. - **55 St. Francois Xavier Street, 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 are the Purest of the Pure



This is a fact which has been recently verified by the strictest Government analysis. Are you handling these Pure goods?

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.

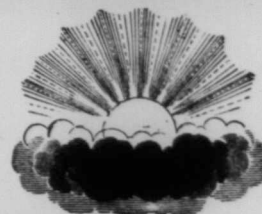
ESTABLISHED 1840.

A High-class trade can only be retained by selling a high-grade article.

## NELSON'S "PANSY BROOM"

will satisfy your most exacting customer.

H. W. NELSON & CO.  
LIMITED  
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



THE CANADIAN GROCER

# SALMON

*Harlock 1/2<sup>s</sup> Retail 10c.*

*Eagle 1<sup>s</sup> Retail 15c.*

*The above are first class goods and the price is right.*

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

### Camp Pies



When you've got

**GLENCAIRN BRAND**

You've got the best

The Chicken, Game, Hams and Tongues used in their preparation are selected from the finest stock and are handled with scrupulous care by skilled cooks in a model kitchen.

OVAL OR SQUARE TINS

**Cunningham &  
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Glencairn Works: LONDON, E.

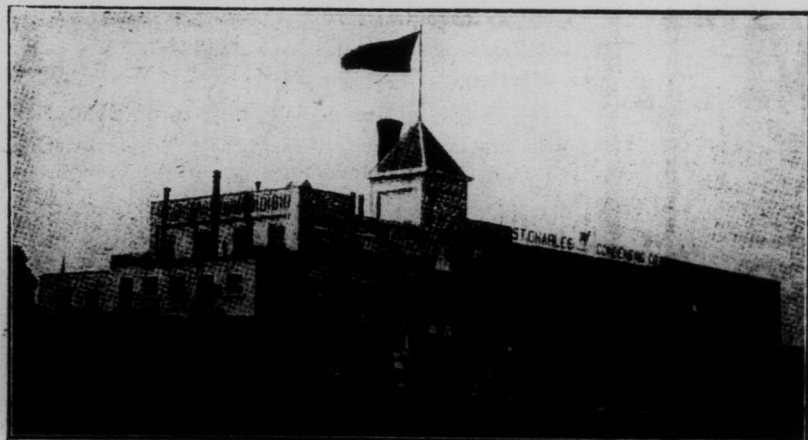
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BROOMS  
FRUIT JARS  
JAR RINGS  
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TWINES  
WRAPPING  
PAPERS**

**WALTER WOODS & CO.  
HAMILTON and WINNIPEG**



INGERSOLL, CANADA—FACTORY

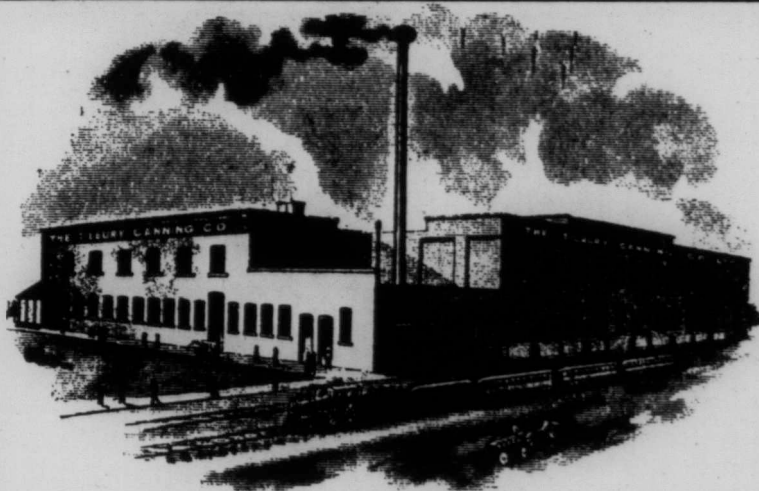
### AN EASY ONE.

Added to our splendid assortment of  
**GOLD MEDALS.**

### ST. CHARLES EVAPORATED CREAM

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

**St. Charles Condensing Co.**



# "Tilbury Brand"

means the Very Best  
in Canned Fruits and  
Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.

Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

**The Tilbury Canning Company, Limited, Tilbury, Ont.**

THE T. A. LYTLE Company's



## JAMS, JELLIES AND MARMALADE

ARE MADE FROM CHOICEST FRUIT PRODUCED BY HIGH-CLASS GROWERS.

**ELEVEN DIFFERENT KINDS**  
*Put up in Glass Jars and Pails.*

Write us for quotations.

THE **T. A. LYTLE** COMPANY  
LIMITED.  
TORONTO

### Headache is as Common a Complaint as Hunger



And Mathieu's Nervine Powders cure headaches just as bread cures hunger.

These powders sell almost as rapidly and uniformly as flour or bread. Simply let people know you have them.

The demand will be immediate and continuous.

Good profit too. Let's have your order please.

*No need to say much about Mathieu's Syrup of Tar and Cod Liver Oil. You know how it sells in summer.*

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

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



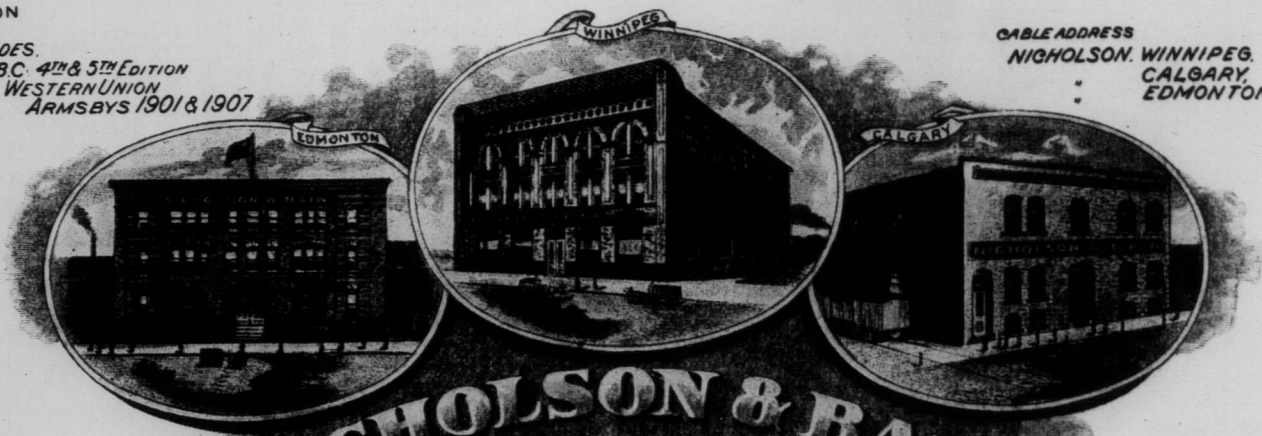
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES  
ABC. 4TH & 5TH EDITION  
WESTERN UNION  
ARMS BYS 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.*

# THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

---

---

# NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

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

# TO THE TRADE:

While You Are Selling

# CEYLON TEA

You Are

## Fixing the Standard

For Your Entire Stock, in the  
Estimation of the Public.

---

## The Tea's the Test

WITH THE HOUSEWIFE;

Give Her High Cup Quality at Comparatively  
Small Cost, and All Her Trade's Yours  
Forever and Aye.



# CORKS AND CAPSULES

Manufacturers, much depends upon the quality of the corks you use. If they are of poor quality and break when pulled the customer is apt to form a poor opinion of your product. By ordering only EWING'S CORKS and CAPSULES you are assured of having the best on the market.

WRITE FOR PRICES

## S. H. EWING & SONS

MONTREAL  
and TORONTO

### Profitable Goods

*Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.*

THE OZO CO., LIMITED  
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.



### ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, Removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, \$1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

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

# Tartan

## BRAND

SIGN OF PURITY

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

'Phone 596

Write or wire for information.

Mail Orders promptly executed.

**BALFOUR, SMYE & CO.**  
WHOLESALE GROCERS HAMILTON

**REINDEER** condensed **COFFEE**

Hot Water Only      Required for

A CUP OF COFFEE

**A SPLENDID SELLER**

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

## Purity Is Assured



If you stock only maple syrup put up in packages like those illustrated. They contain

### Pride of Canada

Maple Syrup and that is the purest and truest offered the trade to-day.

IT PAYS

The Maple Tree  
Producers'  
Association, Ltd.,

Waterloo, Quebec





**There will be something doing  
next Fall in Canned Goods**

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

---



---

**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**

**QUAKER SALMON**

TRADE MARK



**SONS**

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

**OUR PRICES:**

**QUAKER SALMON, flats, - - \$2.05**  
**QUAKER SALMON, talls, - - 1.90**

**ORDER AT ONCE**

**Mathewson's Sons**

*WHOLESALE GROCERS*

**202 MCGILL STREET, - MONTREAL**

**"Balmoral"** Rgd.

**Pure Jams  
and Marmalades**

Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest preserves ever on the market.

**J. W. WINDSOR**

**MONTREAL**

THE CANADIAN GROCER

# 2,000,000

Packages of

# LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in air tight tins

## THOMAS J. LIPTON

Canadian Office, 75 Front Street East,

TORONTO

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 Oils.

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.,

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

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

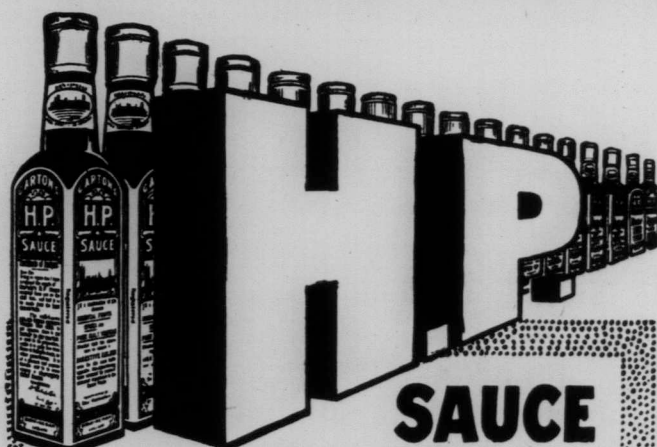


THE CANADIAN GROCER

— IN STOCK —

# New Pack Lobster

THE DAVIDSON & HAY LIMITED  
WHOLESALE GROCERS, TORONTO



## A GOOD LINE!

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception the Canadian Grocer sees in H. P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H. P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal  
R. B. Seaton & Co., Halifax, N.S.  
The Godville-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.



## I AM ABLE TO QUOTE

very sharp c.i.f. prices on

### Med and Seed Pri and Flake Taploca

For prompt and future shipment.

The market is in your favor; BUY NOW.

## ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

**HIGH GRADE EMBOSSED  
CAN LABELS**

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

**STECHER LITHO. CO.**  
ROCHESTER, N.Y.

**FRUIT CANS**

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE  
**Norton Manufacturing Co.**  
HAMILTON

**Sanitary Cans**

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

**Sanitary Enamel Lined Cans**

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT  
THE CAP HOLE"  
"BOTTOM LIKE THE TOP"

Write for Samples

**SANITARY CAN COMPANY, LTD.**  
NIAGARA FALLS, - ONTARIO

Stock "the Best."  
**KIT**  
**COFFEE**



IS  
**BEST in Quality  
SMARTEST in Finish  
KEENEST in Price**

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

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 262 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton; Winnipeg, Mason & Hickey, 108 Princess Street.



# When The Can Is Opened—

That's when your customer forms his opinion of you and your goods. Every can of Riverdale Brand gives a boost to the good reputation of the grocer who sells it.

## RIVERDALE BRAND Is The Leader of Leaders

Its quality is positively incomparable

**The Lakeside Canning Co., Ltd. - Wellington, Ont.**

### HOLBROOK'S Worcestershire SAUCE

A bare statement in an advertisement is not convincing unless it can be justified by experience in handling the article advertised. We could take up a good deal of your time in making true statements in praise of this Sauce, but instead we merely ask you to test it for yourself. Your decision will be that it is a Sauce which on first trial must secure permanent users. Its particular and pleasing flavor, free from excessive heat, suggests the blending of many choice ingredients and so tickles the palate that its use becomes essential. This has been the experience in the Old Country where its popularity is ever increasing. The next question which interests you is **PROFIT**, this will be found to be much better than that obtained on most advertised proprietary lines but an enquiry to

Canadian Manager,  
H. Gilbert Nobbs

**HOLBROOK'S LIMITED**  
25 Front St., East  
TORONTO

Will bring you full  
particulars.

SPRAGUE

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

Five hundred neatly printed Business Cards, Bill-  
heads or Dodgers one dollar. Full line of Price Tickets  
and Window Cards. Samples and price list on application  
**FRANK H. BARNARD, PRINTER**  
246 Spadina Ave. Telephone Main 8357, Toronto

#### MAKING ALTERATIONS

is an easy matter if you let me make them for  
you. I will design and make fittings that will  
help bring business to your store. Prices  
right, too! Write or phone.

**J. HOWELL JAMES**  
333 Lippincott Street, TORONTO  
PHONE COLLEGE 2880

The GRAY, YOUNG & SPARLING CO., Limited

**SALT  
MANUFACTURERS**

Granted the highest awards in competi-  
tion with other makes.

**WINGHAM ESTABLISHED 1871**

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column; 2 cents per word first insertion, 1 cent per word each subsequent insertion.

# Good Vinegar



Sells just as easily as the other sort, and it is a deal more satisfactory to handle.

## WHITE, COTTELL & CO'S Vinegar is good Vinegar

All who have used and tested it agree on that point and will tell you so. The best is always sure to win in the trade race, so have an early shipment of our vinegar as a starter.

**White, Cottell & Co.,**  
Camberwell S.E., LONDON, ENG.

## NATION'S

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



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

## GROCCERS and BUTCHERS At YOUR Service.

With the following special lines, discounts for cash or easy terms net.

**THE TOLEDO AUTO MATIC SCALES**  
**THE EUREKA REFRIGERATORS**  
**THE CLIMAX CHEESE CUTTER**  
**THE STERLING MEAT SLICER**  
**THE CLIMAX AUTOMATIC SLICER**  
**THE WESTERN CASH REGISTER**

Office and Store Fixtures, Counters, Shelving, etc.  
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

**THE UPTON & REED SPECIALTY CO.**  
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.

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	R. S. McIndoe,	-	-	Toronto.
Particulars	S. W. Shackell,	-	-	Montreal.
Address	J. S. Creed,	-	-	Halifax.

**ANNAPOLIS VALLEY CYDER CO.**  
LIMITED

BRIDGETOWN, - NOVA SCOTIA



# WHEREAS

real success—which consists of sound reputation and the permanent trade of particular people—is only attainable by the grocer who handles goods of the highest quality :

**AND WHEREAS** in the line of canned goods a grocer cannot be too particular in making his selections because real excellence in this line is none too common :

**AND WHEREAS** the experience of a large number of the most successful grocers proves that FARMER BRAND is really an absolutely reliable brand of canned goods :

**AND WHEREAS** of our own certain knowledge every can of Farmer Brand contains only the highest grade of fruit or vegetable, packed in that up-to-date manner by which every atom of its natural deliciousness is perfectly prepared :

BE IT RESOLVED THAT

# FARMER BRAND

be recommended as a highly profitable line for all pushful grocers.

**Farmers' Canning Co., Limited**  
Bloomfield, - Ontario

This

Adams,  
Adams,  
Allan, R.  
Allison,  
America,  
America,  
Annapol,  
Anderson,  
Aymer

Baker, V.  
Balfour,  
Baiger &  
Barnard,  
Beardwo,  
Benedict,  
Binks, C.  
Bligh, H.  
Blue Rib,  
Bode Gu,  
Borden C.  
Borrl, L.  
Bradstre,  
Brayley,  
Brown M.

Campbel,  
Canada S.  
Canadian,  
Canadian,  
Capetan,  
Carman,  
Carter, O.  
Ceylon T.  
Chasse,  
Chocolate,  
Christma,  
Clark, W.  
Lawson &  
Ounors,  
Constant,  
Cote, Jos.  
Dowan C.  
Fox, T. &  
Cunningh

Bailey, T.  
Davidson,  
Dawson C.  
Dominion,  
Dominion,  
Dominion



# IMPERIAL VINEGAR

Absolutely pure, well matured, full up to standard strength, unrivalled in quality, costs no more than inferior varieties.

Over Proof      Proof      Extra Pickling  
 XXX              XX  
 White Wine and Malt.

Enquire of our travellers, or write or wire us for samples and quotations.

## 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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# United States Wholesalers in Convention

Annual Gathering of National Association at Atlantic City Last Week Reported by The Grocer's Representative—  
Questions of Vital Import to Canadian Trade.

Atlantic City, June 6.—The annual meeting of the National Wholesale Grocers' Association of the United States, which ended here last night, was an affair of great importance. There were no Canadians present, excepting the representative of The Grocer. The live wholesale firms in Canada make a serious mistake in not attending this and similar gatherings. There are a good many subjects in common, and to hear them discussed is important, but the greatest value is the opportunity of associating with the biggest men in the trade who are doing things on broader lines, who have long ago solved many questions that are worrying us in Canada, and to receive inspiration to attempt greater things. Forty-two States were represented, and the membership controls 85 per cent. of the foodstuffs sold in the United States. Judging from appearances they are most prosperous as a class, for they were a jolly, well-fed, well-groomed lot, and in great contrast to another organization—an insurance tariff association—which met in the same rooms a few days before. The former were more of the stamp of Canadian grocers of twenty years ago, men like the late Mr. Ince, Mr. Hebert, Mr. A. M. Smith or Mr. Childs. The modern wholesaler in Canada leads too strenuous a life, he works harder and gets less out of it. There are too many in business, and it seems to be getting worse. The Guild ought to seriously consider the cause.

## Meetings Well Handled.

The meetings were unusually well handled by the President, Mr. Judson, of Grand Rapids, who in conversation afterwards admitted that he had much experience with political gatherings. The Vice-President, who had little to do officially, shows a tendency to baldness, but he effectually checked any chaffing on that account by pointing out that manufacturers never put marble tops on cheap furniture. I mention the point mainly for the use of W. H. Seyler, the manager of The Grocer. He ought to have it electrotyped and ready for use.

## Broad Lines of Business.

The speeches, reports and discussions showed that they are doing business on broader lines than we do in Canada, and as an organization they carry much weight in their particular business and in the Legislative Chambers of the nation and of their own States. Their annual income from fees is about \$30,000, and they employ a permanent secretary at \$5,000 a year, and a counsel with his attorneys, which costs them \$7,000 annually. And they were all agreed that the money was a most profitable invest-

ment. The counsel looks after all legislative work and advises the members individually on all legal points arising in trade matters. It was pointed out that 60 per cent. of their efforts to improve trade conditions had already been successful.

## Subjects Under Discussion.

The subjects that are mainly agitating them at the present time are the pure food laws—which every State in the Union is dealing with, and always in a way that seriously affects the dealer; recognition of the wholesaler as the most economical and legitimate distributor of all manufactured products to the retailer; demand for increased cash discounts and proper remuneration for distributing manufacturers' goods; discontinuance of the practice by manufacturers of subsidizing jobbers' salesmen; elimination of "deals" and "schemes" of manufacturers which are alleged to be burdensome to the jobbers; demand of the jobbers for a contract guaranteeing specified quantity delivery of canned goods, with the usual discounts; demand of the jobber for a more favorable dried fruit contract; demand for a more favorable foreign nut contract; plea for uniform bills of lading and reciprocal demurrage.

Practically all the work was handled by committees by whom it was thoroughly considered before being presented to the meeting. There were some excellent addresses, that by the President of the Canners' Association being particularly good, and I hope you may find space for that and some of the others, not that I agree or differ from them, but because they contain much fool.

## Pure Food Law Coming in Canada.

A Pure Food Act will undoubtedly be a live question among the trade in Canada before long for we follow the United States continually, and the report of the lawyer who is watching the report for the United States Association, will give an idea of troubles the trade in Canada may have to deal with. Already some of the matters have been bothering us here.

Mr. Breed, in his report of legal work done, said:

"For two years Senator Beveridge has been urging on the Senate of the United States the passage of a measure requiring the dating of meat food products. At present no State and no foreign country has such a law; it is not required for the public health; it would accomplish no good purpose, and it would be most disastrous to retailer, jobber and manufacturer. Dating measures, however, seems to be popular. They sound attractive to the consumer and during the past year they have been pro-

posed in several State Legislatures. Yet it cannot be truthfully said that the consumers or legislators have ever considered the actual effect of such measures upon the public health or the trade of the country.

"Fruits and vegetables are produced only in season. To preserve them they are packed in hermetically sealed tins. If there is a defect in the sealing it usually becomes at once apparent. Under the custom of the date all goods of this character are returned to the manufacturer without loss. But assume that there is an imperfection, how would the dating of the tin indicate anything as to the healthfulness of its contents?"

## "Dating Laws Absurdities."

"Dating laws as health measures are absurdities. They constitute and should be classed among the many impracticable suggestions of food faddists and political agitators. Dating means grading. Yesterday's product is made to look less healthful and less valuable than to-day's. Dating means a monthly readjustment of all stocks on jobbers' and retailers' shelves; a monthly revision of prices, since the purchasers will not pay the same prices for different grades of goods. Dating means a discrimination against every product seeking a distant market, because the time necessarily consumed in transportation will render such product out of date on arrival and unable to compete at an even price with locally packed goods. Dating means the abandonment of foreign markets, because American dated goods cannot compete with the foreign undated goods. Dating means the curtailment of the custom of packing in quantities at times when the new product is most abundant or can be purchased at the best price. Dating means the inevitable increase of price to the consumer without any accruing benefits; in fact, dating laws require a readjustment of all present methods of packing, selling, pricing and all to what end? Merely to satisfy a whim, a fad for the latest, not yesterday's, but always to-day's."

## Work of the Legal Department.

The report of the association counsel also told of the work of the legal department during the year toward securing of favorable legislation for pure food and other laws, affecting the trade. Members of legal department attended meetings and conventions of pure food and other organizations which touch the trade, and Mr. Breed declared that the work of departments and committees of the association had saved the wholesale grocers of the country sums running into the millions by their efforts to care for the business of jobbing. Twelve State



Legislatures have met during the year, and more than 1,000 bills have been examined, while of 45 bills introduced which would have hurt the trade, not one has been allowed to pass. The convention passed resolutions allowing expenditure of a big defense fund to carry on the work which is being made the chief object of the organization.

**Conciliation Rather Than Force.**

The most important feature of the President's address was his reference to agreements with manufacturers and transportation companies, where he said:

"Through our committees we have learned the tremendous responsibilities resting upon the shoulders of the administrative officers of manufacturers and transportation companies and the pressure brought to bear upon them from powerful opposing forces, necessitating, in many instances, a middle course, and we feel that those interests wish to deal equitably with us. We have, therefore, learned that it is a mistake to try by harsh and unreasoning measures to coerce those whom we would influence. Trade is a game of give and take. When we ask a concern of magnitude to modify a policy that has won its success and established its prestige we will fail and deserve to fail, in our purpose, if we merely demand such change without supporting the request with cogent arguments showing that, while we will be accommodated and benefited, the best interests of the concern itself will also be enhanced.

"This situation brings our association face to face with the reciprocity proposition as to what we are going to do in consideration of concessions or changes of policy that we may seek at the hands of the producer and manufacturer. When we want anything it is not wise to abandon the trade proposition with which we are most experienced for diplomacy with which we are, possibly, less familiar. When we want something from the other fellow we will greatly increase our prospects of getting it if we have something to trade him.

"In general terms I may say that our committees have found the large interests indifferent to thoughtless criticism and unresponsive to anything having the appearance of threats of coercion but always amenable to conciliatory approach and to intelligent argument based on facts.

"Experience has confirmed in our minds the truth of the old adage that 'molasses catches more flies than vinegar,' and the splendid results to which I referred at the outset of my talk have been achieved by our committee along the lines of conciliatory negotiation.

**A Personal Interest in Agreements.**

"In this connection I want to emphasize as strongly as I can one vitally important duty; that is, when, through one of our committees, we enter into an agreement with a manufacturer or a transportation company that every member of our association take a personal interest in carrying out our part of the

agreement as faithfully as though it were a financial obligation. It would be a fatal mistake for the individual members of our association to take a lukewarm interest in carrying into execution in good faith our part of any agreement into which we might enter through the negotiations of one of our committees.

"It needs no argument to support the contention that, when an agreement is entered into and the other party carries out his part of it with fidelity, if we or any portion of us should treat our obligations in the premises with indifference we will find it a harder and harder matter to get corporations to enter into agreements of any nature whatsoever with us. In fact, the faithful and energetic discharge of agreements and obligations will be the measure of our success, our prestige and our usefulness.

"Just here the thought occurs that it would be a good thing to always deal with each other along the lines that experience has taught us to deal, with the big corporations."

**Purchase Discounts.**

The committee on purchase discounts presented a report showing that during the year it had been able to negotiate about fifteen concessions from manufacturers on which the members of this association alone, not to count the trade generally, which alike shared in the benefits, had made a saving of between half and three-quarters of a million dollars. And the committee has other negotiations under way.

**Sales Discount.**

This committee recommended the following schedule of terms: Sixty days or 1½ per cent. in ten days—Domestic canned goods, soap (laundry, scouring and toilet); coffee (except outside proprietary brands of package goods); spices (ground); tea (in less than original packages); flavoring extracts; pipes. Imported Bottled and Tinned Goods—120 days, or 3 per cent. in 10 days—Teas in original packages, 30 days, or 1 per cent. in 10 days—All goods not otherwise specified. Optional—Tobaccos, cigars, cigarettes.

Which it desired the trade throughout the United States to live up to.

**Subsidizing Salesmen.**

The grocers have had a good deal of trouble, particularly with The American Tobacco Company, over subsidizing the commercial travelers representing the wholesale houses to push their goods, and a special committee was appointed to take up the matter with The American Tobacco Company's officials. The question was very thoroughly discussed, and finally the Tobacco Company agreed unconditionally to cease the practice throughout the entire United States. The committee's report on the matter was as follows:

"In view of the concession of the American Tobacco Company and the agreeable manner in which they met this request, your committee feel called upon

to urge upon the members and distributors of tobacco generally throughout the United States to show appreciation by insisting upon all others who are influencing your employes by premium offers, cash donations, or in any manner attempting to gain special efforts in their behalf from your salesmen, discontinue the practice and if necessary refuse positively to submit to same."

**Other Important Resolutions.**

Among the other important resolutions unanimously agreed to at the meeting were the following:

"Whereas, the National Association of Retail Grocers adopted at their last annual convention the following resolution,

"Resolved, that the National Association of Retail Grocers urges upon all of the manufacturers of the United States, who market their goods under proprietary brands or trade marks, the wisdom of the policy of establishing and maintaining by contract a reasonable profit at which their goods shall be sold, such profit to be regulated according to trade conditions in the different localities. We are opposed to any prices being printed upon the package. Therefore, be it resolved that we express our approval and support of the policy as set forth in the above resolution and that a copy of this resolution be supplied to all manufacturers of proprietary brands in the United States."

"Whereas, the extremely diverse and conflicting statutes and decision of the several states upon the subject of the issuance, use and interpretation of bills of lading leads to much extensive and unnecessary litigation among shippers, bankers and railroads, resolved, that the National Wholesale Grocers' Association favors national and state legislation designed so far as possible to require the use of uniform bills of lading throughout the United States, and the imposing of a penalty for the issuance of any bills of lading before the receipt of the goods, or the surrender and cancellation of any bill of lading without the actual delivery of the goods."

"Whereas, an amendment of our postal laws, establishing a parcels post has been and is being advocated before Congress and whereas the passage of such a law would change and utterly disrupt established methods and channels for the distribution of all commodities in package form and would seriously injure and jeopardise the life and existence of the retail merchants, therefore, resolved, that we are unalterably opposed to the establishing of a parcels post and urge the members of this association to use their influence in opposing the proposed amendment of our postal laws."

"Whereas, the manufacturers, representatives in the different centres have formed an association for the purpose of correcting trade abuses with which they and ourselves have to contend therefore, resolved, that we extend to them our best wishes for their success and assure them that we will be glad to



## CROP REPORT FAVORABLE

Agricultural Department's Bulletin Tells of Conditions on the Fruit Farms Throughout Canada—Insect Pests Are Becoming Busy.

co-operate in promoting all reasonable measures for our mutual benefit. Resolved, further, that we declare our loyalty to those manufacturers who recognize and adopt the wholesale grocer as the legitimate channel through which their respective products shall be distributed."

"Resolved, that we reaffirm our loyalty to the principles as set forth in our constitution and by-laws regarding free deals and we view with satisfaction the recognition of the justness of our position by those manufacturers who have expressed a desire to allow the jobber ample compensation for handling the same, resolved, that the National Wholesale Grocers' Association of the United States is opposed to the enactment by Congress or by state legislatures of measures requiring that the labels of food products of any kind shall bear the date of packing, a statement of the weight or measure, or a list of the ingredients and percentages."

Next year's meeting will be held in Detroit.

#### FIRE IN WINNIPEG PACKING PLANT.

\$75,000 Damage Done by Sudden Blaze Last Thursday.

Shortly before noon on Thursday, June 4, a disastrous fire occurred in the abattoir owned by Gordon Ironside and Faxes, in Winnipeg, by which damage estimated at \$75,000 was done and the firm practically put out of business until temporary premises can be secured. The packing house and cold storage plant are in ruins and serious damage was done to the other buildings in connection. The origin of the fire is a mystery.

Shortly before noon the firemen at No. 9 fire station, before receiving an alarm, noticed the fire at the abattoir and went out to find the place ablaze. Extra help was called for and all of No. 3 station and the hose wagons and engines of the central station responded. When the brigade reached the scene it was at once realized that a serious fire was in progress and all that could be done was to confine it to the burning area. This the brigade succeeded in doing and the fire was out at 3 p.m. It is thought the fire started between the cooling room and the roof in the packing department, but no confirmation of this report has been made.

#### TRADE NOTES.

S. L. Nathanson & Son, grocers, etc., Montreal, have been registered.

J. M. Cork, grocer, of College St., has bought the business of Morrison Bros, 380 Spadina Ave.

Walter Paul, the Montreal grocer, is in Winnipeg this week attending the general assembly meeting of the Presbyterian Church.

A. H. Clements has been appointed sales manager of the recently-formed All Ready Pure Food Co., Bridgewater, N.S. The plant is expected to be in operation by June 20.

The Department of Agriculture at Ottawa has just issued the first fruit crop report for the year 1908. According to this the past winter was very favorable and there was a regular movement of apples from Ontario storehouses to the seaports, few of the apples being injured by frost either in storehouses or in transit. Nova Scotia did suffer a little, as a result of mild weather and excessive moisture in the atmosphere, rots and moulds setting in, particularly on fruit not altogether sound when stored.

The trees have come through the winter well, and are looking healthy and vigorous. Especially is this so in Essex and the Niagara Peninsula. Small fruits, too, weathered the winter practically without injury, and encouraging reports have come from Nova Scotia, Quebec and British Columbia.

The report credits early spring with being almost ideal for the development of leaf and bloom buds, the cool weather holding in check the buds until all danger of frost was past. Warm days then came on, making the "setting" of all kinds of fruit very favorable. The recent rains all over the country have greatly helped the growth and already the smaller fruits are in excellent shape.

Regarding apples, it reports all varieties promising well with the possible exception of the Spy, Baldwin and Russet, where they bore heavily last year. All growth is sufficiently early to insure a season long enough for the full development of fruit. In British Columbia, and, in fact, all over Canada, the bloom is abundant and fully developed, though in some of the colder sections the later varieties are a little backward; but in all cases the conditions are favorable.

The pear bloom is heavy, and the conditions are favorable for "setting." Trees are reported to be in excellent condition, though in British Columbia the Bartlett's are reported to be somewhat light in bloom.

Japan plums wintered badly along Lake Ontario, and plum fruit buds are reported scarce in Prince Edward County. But the Japan varieties for the most part in the Province of Ontario came through the winter in good condition. In the commercial plum orchards in Southern and Western Ontario, and in the Georgian Bay district, the bloom is full, and the conditions otherwise are all very favorable for European and American varieties. British Columbia prospects are all favorable.

Peach trees came through the winter in excellent condition. There is a splendid promise for all varieties in the Niagara and Essex peninsulas. The majority of correspondents report prospects for a full crop. The bloom is more universal and somewhat heavier than last year. An encouraging feature is the statement by some correspondents that

they expected to thin their peaches in nearly all varieties.

Cherries have bloomed full everywhere. There has been no winter killing nor early spring frosts; and grapes, too, have wintered well, look healthy and show an abundance of vines.

Of the small fruits, strawberries have wintered well everywhere, but will be a week or ten days later than usual in Southern Ontario and in British Columbia. Raspberries also wintered well, with the exception of some old patches which suffered from the drought of last summer, and in a few instances where canes were broken by snowfall. Other berries of all kinds look good. The season in the northern sections growing small fruits is not so much later relatively as in the small fruit districts to the south. It is probable, therefore, that the home-grown fruit in the vicinity of Ottawa, Montreal and other northern markets, will shorten the period during which shipments from the south will be profitable. The indications are that raspberries will overlap strawberries in the markets, as the former are earlier relatively than the latter.

Tomato plants for the most part have been set from the hotbeds and cold frames. The warm weather and frequent showers have made ideal conditions for planting. The acreage for Prince Edward County and Essex is reported to be larger than usual.

It is a little early to talk of the insect pest, but the weather has been favorable for insect development. The brown tail moth, though well under control in Nova Scotia, is still a menace, and the bud moth is working in unsprayed orchards. Tent caterpillars are hatching out and eating the foliage in the Maritime Provinces. Quebec and British Columbia, and the tosock moth is reported numerous along the Atlantic coast. The green aphid and oyster shell scale have made their appearance in Ontario and British Columbia, but spraying has greatly checked their depredations.

#### MORE FAVORABLE REPORTS.

Dixon Bros., the largest merchants of Maple Creek, Sask., in renewing their subscription to The Grocer this week, in an added note say: "Prospects are exceedingly bright for a large crop in the West for 1908."

F. J. Blackburn, of W. G. Patrick & Co., Toronto, was over in the Fruitland and the Niagara district last week, looking over prospects. After conversation with E. D. Smith, whom W. G. Patrick represented, and other fruit men, Mr. Blackburn reports that the outlook for splendid crops was never better. The fruit growers are all feeling happy over the situation.



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**STUDY LOCAL CONDITIONS.**

During the warm and sometimes depressing days of summer it is the custom of a good many business men, and retailers, generally, are no exception, to slightly relax their efforts along the line of getting new business. This is a mistake.

In almost every town and particularly during the summer season, when visitors are more frequent, and when local people travel considerably more, there are opportunities for developing business which have never yet been tried or even thought of, and which would yield surprisingly good profits.

This was brought to mind, particularly the other day, in hearing of a stationer in Rama, a small Ontario town. For several years this merchant has done considerable business in Indian goods such as baskets, ornaments and souvenirs. The business, through judicious direction, continued to grow and it has done to such an extent that for some time this merchant has been conducting a jobbing business in these goods and is reaping handsome profits, other instances of like nature might be cited.

Towns which enjoy the patronage of summer tourists or campers offer large

opportunities for the development of special business. Such people are usually very ready to spend money and do not hesitate at buying fancy goods at good prices. A grocer, for instance, in a tourist section, might well find out the line of chocolates the people in his vicinity fancy and lay himself out to supply them. Again, if at a point of frequent embarkation for lake and river trips a stock of campers' supplies will yield good business. The travelers are always anxious to get their supplies as near their camps or rendezvous as possible and the point incumbent on the merchant is to let them know that he can furnish the outfit. A good deal of this trade which goes to the city stores does so because they make themselves known and are able to supply everything the traveler needs.

Possibilities of developing this kind of business are unlimited and it would well repay any merchant who really wants to extend his business to spend a few hours in studying the local situation.

Continued residence in any one place, particularly in a small town, seems in a good many cases to blind merchants and business men to an appreciation of the possibilities offered right at his door.

**WILL MEAT PRICES CLIMB?**

The scarcity of meat in the United States and the reported increase in price are matters in which Canadians generally are interested. A week ago the daily press published a story to the effect that American meat in cold storage in London, Glasgow and other British centres was to be re-shipped to New York to meet the demand existing in the Eastern States. A day or two later a prominent official connected with Armour & Co., Chicago, corrected this story, but stated that there was a great scarcity of meat all over the United States, owing to lack of live stock supplies, and that in consequence prices would go up from one to two cents a pound. While the word "meat" has been used, it is generally supposed that "beef" is intended, but there may be a sympathetic connection between all lines of meat.

What Canadians are chiefly interested in is the question as to whether the increase in meat prices in the United States will affect the Canadian market? A number of prominent dealers approached on this point say this will not be the case. All agree that prices at present, both in this country and across

the line, are too high, and if there is another cent or two per pound added to the cost of meat the demand will lessen, the buyers resorting to other foods. One of the foremost Canadian beef packers was also of this opinion, stating that if there was a sympathetic increase in Canadian prices, the raise could not possibly be more than a half cent a pound. "We are becoming less and less dependent on the United States for supplies," he said, "and so far as meat products are concerned, we are raising our own cattle and hogs in our own way."

Like the United States, Canada appears to be losing ground on the cattle and hog situation, and the Government, especially in Ontario, might very well consider how the raising of cattle and hogs for export and home consumption may be encouraged and improved.

Pork packers see no sympathetic feeling between the beef and pork prices, and point to the decline of live hog prices in Montreal, and the lowering of ham and bacon prices throughout the country as an indication that Canada is able to paddle her own canoe.

**THE ADVENT OF STRAWBERRIES.**

With the advent of the native strawberry the Canadian fruit season may be said to be really open, and, judging by Governmental and other reports from all parts of the country, the berry crop this year will be a record one, both as regards quality and quantity.

The plants wintered well and the late spring, while delaying the time of ripening, has helped the berry over the late frost period. Fruits in general this year all over the American continent are much above normal in quantity and of excellent quality; and especially is this the case with strawberries. Already the Niagara berry has been placed on sale in St. Catharines, Hamilton and Toronto, and, indeed it is turning out to be of very fine quality. In a few days the Oakville berry will be on the Ontario markets, while Ottawa and Montreal a little later on will have this luscious fruit from districts nearer home.

The conditions which prevailed last year are entirely absent this season, and there will not be the competition in buying at the growing centres by canning men and commission merchants as was the case a year ago. As a consequence, the consuming public will reap the benefit of a bumper crop at comparatively low prices, while the quality will be much above the average.



# "Men Who Sell Things"

Classes of Fussy Salesmen—How Steadiness Counts—The Real Secret of Success—Change Negative Qualities to Positive—The Man Who Couldn't Fit In.

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

## CHAPTER IV. (Continued).

Well, now, your house acts on the principle that each individual employe takes part in forming that house. If your employer has forty-five salesmen in his house, and fifteen of them are good salesmen, who love their house and their goods, and thirty others who are indifferent and careless, then you see what sort of house he has—two thirds of his sales-force away from loyal duty and one-third hustling to increase the business.

With forty-five salesmen on the force and only fifteen of them active, that house has all it can do to look after those thirty invalids, and has no time to go out for new business.

Don't you see?

To succeed you must comply with all the conditions of your house. You might ask me: "What do you mean by conditions?"

Railroads carry you, for instance, on certain conditions. I know of but two—one is that you get your ticket; the other that you get aboard. And just as soon as you comply with these conditions, then all the speed in that engine and all the comfort of that coach are yours to your destination. And when a salesman obeys the orders of his house and backs them up with intelligent service, the success of that house is his success also. And the salesman must learn this fact.

It is not so much a question of who I am, but with what am I intrusted? There is a great deal in that.

### Stand for the Best.

I start to cross the Atlantic in a paper box, and as soon as my box gets wet it comes to pieces, and down it goes and I go with it. If I start in one of those grand ocean steamers, then all the strength in her hull, and all the power in her boilers, and all the skill of her officers are mine, and I'll never go down until she does.

If I commit myself to my own weaknesses. I am no stronger than they; but if I commit myself to the best there is in my profession, and the best there is in my house, I'll never do down until it goes down, with bright, energetic men pumping a constant stream of new life into it. Its course is upward, its sales increasing all the way along.

Just a word to the salesman of the Order-taker class, in whom there is yet a possibility of "warming up."

Business opportunities, like orders, are not waiting around to be served on silver platters. You must dig for them.

"The salesman stimulates desire and really sells something."

Arthur F. Sheldon, president of the Sheldon School of Business Science, and founder of the Science of Salesmanship, is without doubt the greatest authority on salesmanship of any time. To him can be attributed the statement:

"There are ten thousand positions today in Chicago which are open to salesmen of high grade at salaries that are almost for the specialists to name and take for the asking.

"Within it almost every man can find his place, provided he has that one thing desired and desirable—information and knowledge of a highly specialized character, with a courage necessary to back it up."

## CHAPTER V.

The Fussy salesman is generally visionary and a good talker, judging from the ease with which he dispenses the

### GETTING NEW ACCOUNTS.

Every new retail business means a new account for some travelers.

The traveler who goes to a new prospect with a good line, and something of an introduction, has greater chances of doing business than he who goes with an equally good line, but as a total stranger. Travelers for houses which advertise in the trade newspapers are already half introduced. Their name and their goods are familiar to the prospect. He is willing to see the representative of the firm he knows of, while he will, often as not, turn down the other one.

"silvern" article. Oh, no! a little thing like talk never troubles him. It oozes away like molasses from a stove-sprung barrel. Once fairly started, you might as well try to stop Niagara Falls as to shut him off. Control? It is as foreign to him as to a kite without a tail. The speed with which he can talk a customer into a sale and out again causes the Twentieth Century Limited to look like a snow-plough doing duty on a narrow-gauge track.

Talk is a mighty necessary thing in salesmanship, but an equally important thing is to know when to stop talking. And the most essential thing of all is to know how to talk and what to talk about.

The garrulous salesman is a blue-white optimist, seeing figures that exist only in the fluffy atmosphere in which he soars and soars. A few pounds of bal-

last accidentally taken aboard now and then allows him to navigate his airship close enough to reality in sales-making to convince the sales manager that he is not entirely shut out from view above the clouds of lost opportunities. In his futile efforts to "land" something worth while, he drifts aimlessly about with his drag-ropes out, lightly raking the field of opportunities over which he circles. If nothing goes wrong with the gas-bag, he feels that surely sooner or later he will hover long enough in the vicinity of a real proposition to permit his anchor to grapple and hold fast.

It generally happens that while this aerial performance is going on and his customer's patience is being tried with trifling things and meaningless sentences, Mr. Get Busy Salesman comes along and scoops up orders right and left under his very nose.

The salesman who wears his customer out with visionary yarns about himself and what he intends to do but really never "does," will amount to nothing more than a putterer. He is a constant source of concern to his house, until, conscious at last that "the jig is up," he takes himself off to other pastures where the grass looks greener. He floats around from one house to another, until, to his dismay, the truth is at last forced upon him that the richest fields on earth are not for him to enjoy. Passing into oblivion is with him like the character in "David Harum," on the death of whom, his neighbors, asking what was the complaint, were told, "No complaint at all; everybody is satisfied."

The Fussy salesman and his Over-anxious brother are in the same class in many respects. Each in his own way fails to accomplish results. There is hope that the latter will eventually enter into an active sphere of usefulness on learning how to temper his anxiety with a reasonable amount of judgment by aid of the rugged road Experience. The former may as well quit where he is and engage in some other line of business.

### Fussy Salesman Should Quit.

Zeal is an admirable and necessary quality in successful salesmanship, the excess of which rarely develops into a permanent or fatal malady. True, pitfalls are encountered now and then, but there is always a chance for the man with this failing, if he is honestly desirous of getting on in the world; while for the Fussy fellow there is but a forlorn hope. He never seems to know how to get right down to business in dead earnest.



At times I like to indulge in baseball parlance, adapting the expressions of those engaged in the finest of all outdoor sports, the National Game, to the qualities necessary in strictly up-to-the-minute business getting. Slogans of the diamond, such as "ginger up," "get in the game," "it only takes one to hit it," and "take a long lead off," are quite appropriate in salesmanship, and can be adopted with good effect.

Just here I am forcibly reminded of a character known as Fritz, who lined up with my home town baseball team. It was in the year 1905. The team was making desperate efforts pennantward. The securing of that much-prized "rag" largely depended on the batting strength of the team. In every other respect they were thoroughly efficient candidates for the high honor that every man on the team was struggling with might and main to secure.

Fritz, the catcher, was one of the best in the business, but when his batting qualities were in question he made an ordinary "sand-lotter" look like a National Leaguer. It was always Fritz's turn to bat just when a hit was most needed to win the game. His intentions were of the best when he walked up to select his club. Most likely Fritz had never been told about the place that is paved with good intentions; but the "fans" had, and when they saw him walk up to the plate their stock went down several points.

The moment Fritz faced the pitcher he was attacked with stage-fright, and danced up and down so that he could not get his eye on the ball to save his life. He just stood there like the Fussy salesman and fanned and fanned and fanned, until the umpire called him out on strikes. His long suit was "hitting the air," and he was never broken of that habit.

A good story is related of two men, both expert swimmers, living in an American city. Their powers of endurance were the subject of admiring comment among their friends, who induced them to compete in a swimming match. There was neither wager nor prize, but only a friendly contest to determine which was the better swimmer, there being an understanding that the backer of the loser should pay for a dinner for the whole company of spectators.

#### Steadiness Counts.

When the trial began for long-distance swimming, one of the contestants decided that he would force the pace from the outset. He shot ahead with vigorous, powerful strokes, and left his antagonist some distance behind. His friends cheered him exultantly from the shore, and shouted to him to keep up his good work. Excited by these outcries, he redoubled his exertions and increased his lead rapidly.

Meanwhile, his competitor was swimming with steadiness, with a stroke which he could easily maintain for the whole distance. He was not disconcerted by the frantic appeals of his friends to quicken his stroke. He was confident that his competitor was exhausting him-

self by over-exertion at the outset, and that the race would be won before it was more than half finished.

The two swimmers kept on without changing their tactics until the half-distance stake was not far away. The leader had ceased to gain upon his rival, who was beginning to lessen the distance between them. The first man was showing signs of distress, while the other was swimming easily and was apparently as fresh as when he started. At the stake the leader threw up his hands and cried out to his rival to come to his aid. The second man, calling upon his reserve power, forged ahead with a few strong strokes, and came up in time to save the exhausted leader from drowning.

"Help me ashore!" gasped the exhausted man. "The race is yours. You need not finish the course."

The weaker man was kept afloat until a boat could be sent to rescue him. Then the stronger man turned the stake and completed the course, swimming with the same long, deliberate stroke with which he had set out. When he went ashore to receive the congratulations of his friends he was apparently none the worse for his prolonged exercise in the water. His success was a triumph of judgment rather than of expert skill or physical endurance, while the other exhausted himself by over-straining unnecessarily in the first half-mile.

That swimming-match is a parable illustrative of many a failure in salesmanship and of many a successful career. Nothing is more dangerous than Fussiness or Over-anxiety in sales-making. It is the long, steady, deliberate stroke, with unused power in reserve behind it, that wins lasting success for the salesman, and makes him a candidate eventually for a junior partnership in his house.

#### No Secret in Success.

I once had a friend who worked his way up in the dry goods business from floor-walker in a retail store to the position of assistant silk-buyer in a large wholesale house. The firm of which I was a member was situated in the same block as the one in which he was employed. He came into my office one day and said: "I want your advice. We started together in the business race, but apparently you have been more fortunate than I, for while I am only a buyer's assistant, you are close to the head of your own concern. What is your formula?"

"No formula," said I. "Every man is the arbiter of his own business destiny."

I told him that fortune had not favored me any more than it had favored him; that I did not believe in fortune anyway; and that the only way in which the success of any man could be achieved was by "keeping everlastingly at it." I knew he had changed about considerably, and when he had seen an opportunity had not taken advantage of it. Finally, I frankly told him that I thought in his case retarded advancement was due to his restless disposition

more than to any other one thing. He seemed disposed to argue the question, which I answered by saying: "In every large institution there are many opportunities for a man to make the most of himself in a business way."

"Opportunity," said he, "that's it. That is what I came in to see you about. This is my fourth year with my present firm, and while they are splendid people, I see no chance ahead of me for advancement. At least, it is a case of waiting for dead men's shoes. My salary of fifteen hundred dollars a year is inadequate for the support of a wife and three children. I have an offer from a large specialty house in another city to go on the road at an increase of one thousand dollars, and it's a sore temptation; yet I dislike to leave the old firm. On the other hand, the duty I owe my family is staring me in the face, and I really don't know what to do. What do you think of it?"

"Well," I replied, "you also owe it to your firm and yourself to weigh this matter up very carefully. Personally, I believe in 'sticking to the bush.' Your opportunity will come in time. I would not like to advise you positively in a matter like this. A thousand-dollar raise is a big thing for any young man, but I would certainly consult with my firm, if I were you, before doing anything. Put the matter squarely before them. Let them advise you. They will not take advantage of you, and will no doubt make it an object for you to remain."

He departed, promising to do that, but the next I heard from him was that he had accepted the offer made by the specialty house, and had left the old firm, where he was well regarded.

Two months later the head buyer of the silk department of that house dropped dead in the office of a New York hotel, and my friend's old firm was obliged to go outside for some one to fill his place, a position that paid five thousand dollars a year salary, into which there was not the slightest doubt he would have stepped had he refused the other offer and remained where he was.

Many an Over-anxious salesman fails to win ultimate success because he does not realize the opportunity that awaits him through conscientious, faithful labor and continued service in some one place.

#### Opportunities at Hand.

The calico-wrapper opportunity of the moment seems to obscure his vision from the sealskin-sacque opportunity of the future. He goes through life without any set purpose at all, with face turned away from the future and its rich possibilities, seemingly content to wander along, worrying in the present, anxiously occupied with a superficial survey of things to the right and to the left, but never ahead and beyond. He is like the man who was so intent on watching what was passing in the street that he failed to notice the open coal-hole directly in his path, until suddenly he found



to his astonishment that he was rapidly disappearing into inky blackness.

I actually knew a business man once who was quite handy with carpenter tools and enjoyed his annual outings at his summer home tinkering with all sorts of odd jobs requiring the use of saw and hammer. It occurred to him one day to build a boathouse over the river which skirted his country place. While sitting on a scaffold directly over the river, he was engaged in putting on the finishing touches, and found it necessary to saw off a cleat that hindered his work. It was late in the afternoon of the last day of his outing. Desirous of finishing his work before leaving for the city, he was rushing things. Grabbing a saw, he began with vigor to despatch what he supposed was the projecting piece, and did not notice that he was actually sawing into the scaffolding on which he was seated instead of the inoffensive cleat. The truth finally flashed on him with a crunching warning, and the next moment he found himself floundering in the river, wildly waving his saw and calling for help.

It does not pay to rush things. The Rome of salesmanship was not built in a day.

It is said of the English General Buller that "he never went around anything that he could butt his head through." And he continued that course in the Boer War, bringing all manner of disaster upon his command, which caused dread anxiety to the home authorities until his recall stopped his mad career. He was replaced by Lord Kitchener, the tactician, who was obliged to overcome Buller's blunders before he could hope to win a victory for England's forces, which he did in the end by his superior generalship.

#### Concentration Wins.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

Returning from luncheon one afternoon, I was stopped just across the street from my place of business by a young man whom I had known as a boy, but had forgotten. Extending his hand, he said, "Hello, Mr. Moody! Don't you remember me?"

Failing to recognize him at first, I replied: "You've got the best of me this time, my friend. Your face seems familiar, but I can't recall your name."

"Why!" said he, "my name is B—. Don't you remember that we worked together as boys with the old firm of S. L. & Co.? You had the linen and white-goods stock, and I had the laces, just across the aisle."

"Yes," I replied, "I do remember you now, but that's a long time ago, and many changes have taken place on the street. The old firm has retired from business, but I presume you are still in the dry goods line."

"No. I remained there but a short time after you left. I thought I wasn't suited to that line, and left to go into an insurance office. I soon found that

insurance was not to my liking either, and then I tried the retail dry goods business for a year or two. Realizing that there was no chance whatever in a retail store, I entered a business college to study bookkeeping, but left the course unfinished on being told that if I intended making office work my life's aim I should commence at the practical end of things by taking a position in some large office, but—"

Not knowing where the narrative would end, but realizing that his story was a continued one, I interrupted him with—

"What are you doing now?"

"I'm studying electrical work in a big factory. No doubt there is a great field in that." Then, as if by second nature, he asked: "What are you doing now?"

Turning, I pointed to the wholesale store across the street which bore my name, saying simply, "I am connected with that firm!"

He seemed not to comprehend for a moment, but finally gasped, "You don't mean to say that you are one of the firm!"

"Yes," I said, "I am."

"Well! How on earth—" His face reddened and he did not finish what he was going to say. Instead he turned eagerly to me with—

"Can't you give me a place in your store? I don't get much pay where I am. Besides, I think that if I could get in with some one who knew me and would take an interest in me I could do much better." And then came the wretched admission that he was a married man and had a wife and two children.

I knew that his case was hopeless. He had tried and condemned himself in the story he had related of his wanderings but for old time's sake I asked him to call at our office the next day and I would see what I could do for him. We needed an extra man in the shipping room, and gave him the place at a weekly salary of twelve dollars—just double the amount he was receiving at the parting of our ways twelve years before. A raise of fifty cents a week per year for twelve years. Think of it! Yet there are many such cases.

#### Couldn't Fit In.

I heard nothing from him for a few days, and then one night the door-bell rang at my residence, and our new assistant shipping clerk was shown in. I greeted him half-dressed, as I was going out for the evening. In some surprise I asked him what I could do for him.

"Well," he said, "you must excuse me for calling at your house, but as you have been kind to me I thought I ought to call and tell you that I am afraid I cannot do the work you have put me at. I don't seem to understand it, and rather than make mistakes which might embarrass you I have made up my mind to quit."

There was something delicate in that halting confession that touched me, but

realizing that his was a case for vigorous action, if the man was to be saved for any good to himself or any one else, I determined to let my engagement wait. Taking a seat by his side, I gave him a heart-to-heart talk, in which matters were not minced regarding his past and checkered career. I pointed out that he really had a good opportunity at last to make something of himself; that I would go out of my way to help him and advance him as rapidly as possible, but that it was up to him to do the rest.

Our talk seemed to bolster him up somewhat, and he left promising to stick it out and do his best. Two months, however, of worrying along with him, in which many interviews took place, convinced us that he was a confirmed ne'er-do-well, and we had to let him out to continue his search for something that "exactly" fitted his capabilities.

I never heard from him after that, but there is little room for doubt that the unfortunate fellow is still looking for a job, a sad example of neglected opportunities and a lack of stick-to-it-iveness.

Opportunities don't often repeat: mistakes do.

The energetic, dead-in-earnest man creates confidence and success.

Don't let the self-satisfied and thoroughly contented persuade you that tomorrow's triumph will compensate for to-day's inaction.

To-morrow is a poor time to catch to-day's opportunities. Nothing great is ever accomplished without trained enthusiasm, persistent energy, and a determination to win.

The man who depends upon to-morrow's efforts is ever a pall-bearer at the bier of lost hopes and dead ambitions.

Results are the golden nuggets dug from to-day's opportunities by earnest endeavor and patient, systematic toil.

The faint-hearted man lacks the power to draw others to himself. He dissipates confidence, and fails utterly to secure prestige with those above him in authority.

A dead fish can float with the tide, but it takes a live one to swim against it.

#### Don't Shirk Facts.

In this progressive age a man's usefulness, like that of the postage stamp consists in his ability to stick to a thing until he gets there.

There is no use in mincing words. Let us look squarely at the facts as they exist, with a clear eye to bettering ourselves if possible. The fact is very clear and pertinent here, that we must meet our antagonists with their own weapons, hustle.

There are many salesmen in the world who persuade themselves into believing that to-morrow, next week, the week after, or next year will surely bring them the results they should have obtained to-day.

(To be continued.)



**ARE FRUIT GROWERS UNREASONABLE?**

**Some of the Difficulties the Commission Merchants Have to Contend With.**

The fruit growers in the Oakville district last week sent a deputation to Toronto to consult with the members of the Toronto Fruit and Produce Association with regard to the cartage charge question which has been causing some stir among the trade recently. The growers agree to accept the cartage charge proposition on condition that the commission men return all boxes, crates and baskets. To this the latter would not agree and the growers' deputation then went to Montreal to interview the fruit commission merchants there.

What the outcome of the consultation in the eastern metropolis may be is not yet known, but a rumor says that all the strawberries available in the Oakville district will be bought f.o.b. Oakville and taken to Montreal by one or two of the eastern men, they taking all risks.

The Toronto commission merchants when asked regarding this report ridiculed the idea and said Montreal could not possibly take care of such an immense crop of berries suddenly thrust on the market. An official of the Toronto association, in explaining the cartage charge, told something of the precarious nature of the fruit commission business.

The commission merchants in attempting doing everything possible for the fruit growers, have to neglect to some extent their warehouse business to build up a market where the railway deposits the fruit. Their men are at this market at six o'clock every morning awaiting the arrival of trains which may be delayed an hour or more. If a buyer arrives, and is told a certain train is late he cannot be induced to remain; and even if the train is on time the sale is made by the man having his goods first on the ground. Let us suppose a sale is made, although the sale is not complete until the goods are delivered—the fruit must be in the retail merchant's store by noon of the day of purchase if the sale is made that morning, otherwise the goods may be returned "too late" to the commission agent. In a city that has grown so rapidly as Toronto all this is a difficult task. Again, a day or two later the retail merchant may say the fruit was not good at the bottom, and an allowance must be made if the retailer's custom is to be held. All of these charges are deducted from the ten per cent. commission allowed the seller. Added to this the grower must be paid, a number of statements are to be issued, and even the money must be collected, items which do not at all trouble the grower. Heaped on this again is the increased cost of horses, feed, wages and everything pertaining to the management of the business, all of which have increased very much during the past few years. In spite of all this the percentage of commission remains the same as 17 years ago.

In regard to collecting and returning boxes and crates, the commission men say they do try to collect and return the larger crates, but it would be practically impossible to gather up all the crates and boxes. United States fruit and produce come in in much more expensive packages, yet the growers do not ask for their return, and the retailers might not return them even though they were asked. If the growers would look at both sides of the question, say the commission men, and see the risks involved, they would undoubtedly come to the conclusion that the cartage charge is a fair one.

**ENCOURAGING TRADE WITH FRANCE.**

**Canadian Section British Chamber of Commerce Doing Worthy Work for Houses Here.**

A letter to this paper from J. Meadow Smith, secretary of the Canadian section of the British Chamber of Commerce in Paris, is of particular interest to Canadian manufacturers and exporters, who anticipate doing any business with French houses. The letter says in part:

"The long existence of our chamber, and its experience of the conditions of French trade, will, we feel, enable us to be of great service to Canadian exporters who wish to avail themselves of this market."

Speaking of what the Canadian section of the chamber is doing for its members, Mr. Smith says:

"It offers the experience of forty years of continental trade, puts Canadian house in touch with suitable agents, obtains information on the commercial standing of French firms, notifies changes in French customs duties, proposed commercial legislation likely to affect special trades, etc. It communicates inquiries from French buyers of Canadian goods, files members' catalogues for the information of buyers, gives commercial and statistical information of all kinds, and aids members in customs and technical difficulties."

The chamber up to this time has done very worthy work along the lines suggested herewith and deserves every encouragement. Canadian manufacturers and produce dealers interested in trade in France should write to the British Chamber of Commerce, Canadian Section, 17 Boulevard de la Madeleine, Paris.

**THE GUILD MEETING IN QUEBEC.**

**Indications Point to a Most Successful Gathering Next Thursday and Friday.**

The meeting of the Dominion Wholesale Grocers' Guild in Quebec Wednesday and Thursday of next week, June 17 and 18, the features and programme of which have been referred to in detail previously, is being looked forward to with a good deal of interest by the grocery trade of Canada generally.

A large number of the Canadian wholesalers have signified their intention of being present, the programme assures a profitable and pleasant meeting, and the gathering promises altogether to be one of the most successful ever held.

**HEAD OF SALT WORKS PASSES AWAY.**

**C. R. Cooper Died on Sunday After Six Months' Illness.**

Chas. R. Cooper, proprietor of the Toronto Salt Works, died on Sunday, June 7, after an illness of about six months. An abscess on the foot, developing into blood poisoning ultimately caused his death. Deceased, who was 68 years of age, was born in Stanley Township, Huron County, and for the past 21 years was a resident of Toronto. He was the son of the late Rev. H. C. Cooper, who for a third of a century was rector of the Anglican churches of Etobicoke, Weston and Mimico. Mr. Cooper was an adherent of the Church of England and was connected with several religious organizations. He founded the Toronto Salt Works in 1886 and had been at its head up to his death. The funeral took place on Tuesday, June 9, and at the request of the deceased, was private. The warehouse was closed the two days intervening between Mr. Cooper's death and the funeral. Mr. Cooper leaves a widow, a son and a daughter.

**HUNGARIAN BEANS IN CANADA.**

The shipment of Hungarian beans, which was brought into Canada last fall by Toronto brokers, has been followed by further imports during the past week. The fact that representatives of United States houses have been buying extensively in the bean-producing sections of Ontario this spring has lowered the available supply very materially. Stocks of beans held in Canada are very light and prices are accordingly stiff.

The Hungarian beans can be laid down here at prices pretty well even with what Ontario holders are asking, and since these foreign beans are of excellent quality and the last shipments proved very satisfactory, there is prospect of considerable business being done.

The shipment which has already come in was brought from Buda Pesti and was shipped direct to the west, where demand is very keen. The Hungarian beans come in bags of 50 and 100 kilos, approximating 2 and 4 bushels. They are exceedingly clean and except for marked irregularity in size could not be distinguished as different from the Canadian variety.

**PERSONAL NOTES.**

Wm. Charles, the new member of W. G. A. Lambe & Co., arrived in Toronto with his bride on Monday evening, after a honeymoon trip, from Saskatoon. The happy couple are in residence at 21 Bain Ave., and Mr. Charles is receiving hosts of congratulations from his friends in the trade.

M. R. C. Howard, of the firm of Mitchell Bros., Ltd., of Glasgow, and Mr. Robert Mitchell, managing director of the celebrated distillery of Mitchell & Co., of Belfast, who are paying a visit to their Canadian clients, will leave Quebec on the 16th inst. for Glasgow and Belfast, respectively. Laporte, Martin & Co., Montreal, have for many years represented the Mitchell's Scotch and Irish Whiskies in Canada.



# Grocery News From Coast to Coast

What the Canadian Trade is Talking and Thinking About—Letters From Our Correspondents in Different Parts of the Dominion Giving New Ideas in Business—Business Changes, Etc.

## Quebec and Eastern Province Notes.

Great Activity in Halifax Fish Markets—Large Mackerel Shipments to American Markets—St. John Asks Government to Increase Harbor Facilities—New Ideas From Montreal.

### ST. JOHN.

June 8.—There was very little change in quotations last week in the local markets. Business has been very quiet and collections are reported to be only fair. Butter is a little easier, being quoted at 20 to 24 cents a pound and eggs are offered at 15 to 20 cents a dozen.

The catch of salmon last week, in the harbor, was very good for the time of year and a good season is anticipated. The price now is 18 to 20 cents a pound. There is a deadlock between the Charlotte county fishermen and the Eastport (Maine) sardine packers over the matter of price to be paid by the packers for the herring catch along the Charlotte county shores of the Bay of Fundy.

The fishermen organized a union about a year ago, adopting a uniform scale of \$8, \$6 and \$4 a hogshead for their fish, according to the season. At the annual meeting of the union in December they changed this to one price of \$6 a hogshead, the season round. This is unsatisfactory to the American packers and they are endeavoring to break the union. The fishermen state that they will stand by the price agreed upon. On Deer Island, N.B., however, some have made a contract with the packers at the rate of \$9 a hogshead until July 1, \$6 to August 1, \$5 to September and \$4 for the balance of the season.

The city council has decided to send a committee to Ottawa to confer with the Minister of Public Works and the transportation companies regarding the future development of the harbor facilities here. The government will be asked to continue dredging operations and build more wharves so as to provide for the increasing traffic at this port.

The local government has appointed an agricultural commission, consisting of Hon. D. V. Landry, commissioner of agriculture; W. W. Hubbard, of St. John and Geo. E. Fisher, of Chatham, N.B. They will hold meetings in various parts of the province and report as to methods of improving agricultural matters.

The customs receipts here in May were \$75,574.03, a decrease of \$28,551.93 as compared with May, 1907.

R. W. McPherson, of the department of agriculture, Ottawa, was in the city a few days ago. His duties consist of detecting and dealing with adulteration

of butter and cheese. He said there were very few cases of misrepresentation and that the standard of butter and cheese exported was very high. He gave it as his opinion that Canada has seen its best days in the matter of exporting dairy products as the cities are growing larger and home consumption is increasing.

### HALIFAX.

June 6.—While it is a little early yet to make any definite prediction regarding the crops in Nova Scotia, the outlook at the present time is most favorable for a large yield. Principal M. Cumming, of the Agricultural College, who has received reports from various parts of the Province, says that this is a more promising spring than any other during the past four years. The season has been specially favorable to the farmers putting in crops. It appears that now a larger acreage is under crop in Nova Scotia, and it has been put in better condition than for a number of years. The dry weather has given the farmers extraordinarily good opportunities for seeding, and if the favorable conditions continue it will mean a good deal for the farmers of Nova Scotia.

The fruit trees throughout the valley are in abundant bloom, and everything throughout the apple district gives the brightest promise.

While there appears to be lots of butter coming to the market, the price does not come as low as it should, is the general opinion of the jobbers. Both creamery and dairy butter are in good supply, but the demand is only fair. Creamery prints are quoted at 28 cents, and dairy tubs from 25 to 26 cents. Butter can be imported here from Quebec and other districts in the Upper Provinces, and sold here with better profits than the local stock. The general opinion prevails that the farmers are asking too much for their butter.

Eggs continue firm at 18 cents. The demand is moderate, and the supply very good. Jobbers had been anticipating a drop in the price this week, but the quotations have not changed.

Fairly good stocks of potatoes are in hand. They have wintered well. Prices vary according to the quality, from 50 cents to 75 cents per bushel.

Large catches of fish are being made on the east and west coast, and great activity prevails in the fresh fish markets. So plentiful are haddock and mackerel at Arichat, C.B., and vicinity, that the fishermen cannot find buyers for their fish. These conditions are unprecedented. During the week just closed it is estimated that in the vicinity of one thousand barrels of iced fresh mackerel were shipped from Nova Scotia to the American market. The local salt fish markets are very quiet this week. The arrivals outside of one or two small lots of new shore cod have been nil.

Good navel oranges are scarce, and the price high. The best bananas are quoted at \$2.50. Pines are selling from 15 to 20 cents. Rhubarb is dropping rapidly, and is now quoted at three cents per pound. Tomatoes, cabbages, spinach, lettuce and radishes are in good supply.

A delegation of Halifax merchants returned from Ottawa this week, and report that the Government will at an early date provide a flour shed at Halifax. This will fill a long felt want by the flour trade of Halifax.

After half a century in the grocery business, Robert Urquhart is retiring and he is now offering his business on Spring Garden Road for sale by tender.

The Halifax Agency of Lipton's, Limited, has just built an immense electric sign, which illuminates a large section of the centre of the city. The sign is fifty feet long and has been erected on the roof of the warehouse. It is the first sign of the kind in the city.

### NEWCASTLE, N. B.

June 6.—The crop of 1908 in New Brunswick bids fair to be far ahead of that of last year. The season is at least a fortnight ahead of the spring of 1907.

R. N. Weeks opened a new general store in Willerton on June 8th.

E. W. Mair, E. R. Leed, A. W. Hay, A. G. Bailey and C. D. Johnston, of Woodstock, have been incorporated as "Cold Storage Co." The capital, \$20,000, in 20,000 shares.

T. W. Crocker, fish merchant, of this town, launched the J. Howard, his new fishing steamer, on the 29th ult.

### GEORGETOWN, P. E. I.

June 5.—There is little change to report in grocery circles this week. Business is only fair and collections are slow. Seeding is about through, and the prospects so far were never brighter for a bountiful crop. The hay crop promises to be exceptional.

Butter continues very scarce and fresh dairy sells here at from thirty to thirty-



five cents. This is the result of high prices being paid for produce and fat cattle.

George Thompson, of Poole & Thompson, Montague, was in Pietou, N.S., last week superintending the shipment of a large consignment of potatoes made by his firm to Havana.

Owing to the scarcity of butter some local firms are making a special drive on jams.

**MONTREAL.**

June 8.—Walter Paul is in Winnipeg attending the meeting of the Synod of the Presbyterian church.

It seems incredible that weather conditions should have such a marked effect on business, yet such is the case. One dealer maintained that during the last few cool days the trade fell off fully a third. With the exception of the slight dullness during those few days trade has been very good.

Kingsley Harrison has sold his store at the corner of Burnside and Victoria Streets, to H. Girard, of the Co-Operative Grocery Co., corner of Guy and St. Antoine Streets. Mr. Harrison is conducting a business at 1018 St. Catherine Street West.

A bright idea has been put into actual operation in one of the large groceries of the city. This device consists of a miniature wire fence around the edges of a show table, on which all sorts of bottles are arranged. The idea is to prevent bottles being knocked off onto the floor and broken. Very frequently when reaching for one article another one is knocked down. There are other advantages which are plain to the grocer without comment.

M. Eichen, St. Catherine St., West, has incorporated a new feature in his business, consisting of cut and cold meat market. The new department is immediately behind the grocery, and communicates with it by large doors, which, when open, make the whole store into one.

The question of credits is always a perplexing one, and it is a subject upon which there is apparently a wide diversity of opinion. A small grocer maintained recently that indiscriminate credits were a source of sure disaster, while some houses seem to thrive on them. The grocer referred to in the foregoing is very careful, seeking only large accounts, and all bills must be settled monthly. To all but a chosen few, who buy heavily, spot cash is the rule. He maintains that in this way his business is not so great in extent, perhaps, as it might be, but is vastly more remunerative, relatively, than many businesses larger in size. He also states that what he loses in volume is made up by his peace of mind, which he enjoys because his business is sure and he does not have the worries that others do.

Walter Paul, St. Catherine St. W., expects to change the interior fittings of his store shortly, replacing the old fixtures by new ones from the Walker Bin Co. His branch store on University Street is fitted with the Walker Bin Co.'s fixtures, and they are certainly a great improvement over the old style.

In a small store, not in a fashionable quarter of the city, may be seen a

stock extremely well arranged. At first it is rather difficult to comprehend the reason for this impression which takes root the moment you enter, but upon closer inspection the secret is plain. This grocer knows the value of "keeping goods to the front." Nothing is more disconcerting than to see shelves half filled, for instance, canned goods, with one label pointing north and the other south, and so on. This condition

makes the whole store look unkempt and slovenly.

Fraser, Viger & Co. have a very pretty window display this week, consisting of picnic hampers, stocked with all sorts of delicious things. In addition is the usual grouping of summer outing paraphernalia, consisting of fishing rods, paddles, etc. The window is not overdone, but is simply and effectively treated.

**News From the Coast**

**Bringing Bananas in From Mexico—Arranging for Large Fruit Shipments—Late Strawberries.**

**VANCOUVER.**

June 6.—Slowness in the season on the coast is keeping strawberries and early summer varieties back. Some growers go so far as to state that the season is a month behind that of last year, and all agree that it is a good two or three weeks. Although it is past the first of June, real warm weather has been a rarity, and the strawberries now on sale are offered at 35c per box, an increase in price. A crate of locals arrived from Port Hammond the other day, but we have yet to have the Hood Rivers, which are only beginning to make an appearance.

The first shipment of bananas from Mexico arrived this week on the steamer Lonsdale, and are now being ripened preparatory to being put on the market. Local and Victoria people are interested in the proposition to grow and import Mexican fruit and vegetables, such as tomatoes and onions, and when trade has been developed there should be considerable business. The variety of banana which will be brought from Mexico, has a thin skin and is very luscious, and will make a good bid for the large trade now being enjoyed by that now on the market. The growers expect to do well also with tomatoes, and will ship them here in winter time, at rates on a par with what they are when the local crop is at its best.

Kamloops people are sanguine over the success of the operations of the Thompson Valley Canning Company,

which is being organized, and which will have a plant running this season. The machinery is now on the way and will be installed as soon as it arrives. For this year, tomatoes only will be canned, but it is the intention to handle also corn, beans and such fruit as will be produced in quantities sufficient to guarantee an adequate supply. The stock is being largely taken up in Kamloops.

Attention is steadily being turned to the north, and prospective business locations are being sought. Revelstoke is looking forward to being a point of distribution for that section of territory immediately north and in the neighborhood of the Yellowhead Pass. One of the sub-contractors was through that city last week, inspecting the route to see if it would be cheaper to take in supplies via that city. With the railway construction going on in the north, and improvements along the main line of the C.P.R., with extensions in the lower part of the province, there is considerable activity along this line which will give business to merchants in all parts of the province.

A meeting will be held in Vancouver next Monday to organize a British Columbia Retail Grocers' Association, and representatives of district associations in Victoria, Nanaimo, Ladysmith, New Westminster and Chilliwack are expected to be present. Organization has been carried on very actively of late, and with a central body, the Association should be good and strong.

**Interesting Ontario Items**

**London Clerks Have Baseball Team—Barrie Has Lowest Butter Prices in Five Years—Galt's Official Collector Working Well.**

**LONDON.**

June 8.—Wholesale trade continues to show improvement and the prospects never appeared brighter. All staples are firm. With retailers business was fair during the week, with another big Saturday.

The Retail Grocers' Association has secured Sherwood Hall, in the Huron & Erie building, Richmond Street, as a permanent place of meeting. Owing to the Wednesday half-holiday the night of meeting has been changed to the first Tuesday in the month.

The first half-holiday of the season was spent by many of the grocers at

Springbank, where a game of baseball was played by teams picked from the trade. Secretary Cyril Hayes is nursing an injured finger as a result.

The officers of the Retail Grocers' Association spent last Wednesday afternoon looking up the wholesalers in connection with the approaching excursion to Detroit. The response for contributions was liberal indeed, every wholesale house giving cash or its equivalent.

J. A. Henderson is now conducting the grocery business at the northwest corner of Colborne and Cheapside Streets, alone, Mr. Graham having retired from the firm.

C. F. Coates, grocer, in the suburb



of Chelsea Green, has disposed of his business to Mr. Wright, of this city.

The grocers' clerks have organized a strong baseball team, with Clyde Hopper, of Harry Ranahan's, as captain.

Butter seems to have settled down to a reasonable figure. Twenty cents per pound was the wholesale price asked on Saturday. Eggs keep firm at 16½c to 17c. One wagon-load, consisting of 23,760 fresh eggs, for cold storage, was brought to the city on Saturday from Granton, and was disposed of to a local wholesaler.

The first home-grown strawberries of the season were brought to the local market on Saturday by Harvey Kilbourn, of Kilworth, just west of the city. They brought a fancy price. The general opinion is that unless June frosts intervene fruits of all kinds will be plentiful. Plum trees are over-ripe and peaches also look like a big crop. Pears and apples never looked better.

A well-known local milk dealer is responsible for the statement that a combine to keep up prices exists among the farmers of the surrounding townships.

**BARRIE.**

June 9.—Butter reached the lowest point last Saturday that has been seen here for five years when an abundant supply was to be had for 13 cents a pound, and one large buyer bought the same article the day before for 12½ cents. No cheaper price than this has been heard of around this district.

The Barrie Creamery commenced operations last week, and R. A. Thomas, the proprietor, has seven cream wagons on the road this week. With three cheese factories opening the first of the week, we may now look for a good big raise in butter.

A thing which very seldom happens occurred last week when two of our leading merchants were closed. On Friday, Jas. Vair & Sons, grocers and dry goods, were closed on account of the death of Wm., son of Mr. Vair, and E. J. Armson's grocery was closed on account of the death of Mr. Armson's brother-in-law.

Jas. T. Walsh has sold his share in the Imperial Soda Water Works to Christopher Horsfield. Geo. Walsh and Mr. Horsfield will now manage the concern.

The other day your correspondent was in a certain store when a young lady came in very indignant and slapped down on the counter a loaf of bread wrapped in an old newspaper with a date of nearly a year back, and a very dirty, soiled appearance. She had been a good customer, but she goes elsewhere for her groceries now. It was a little thing the merchant thought, but one of the little things that count. A suggestion that I should like to make to any clerk or merchant is that the newspaper which is so often used, especially in wrapping bread up, should be done away with, and, in fact, never used in the store at all, as it looks very cheap for a merchant and has poisonous qualities.

At a meeting of the Retail Clerks' Association, held in the Council Chamber

last Tuesday, Wm. Beatty was elected President and John Sommerville Secretary-Treasurer for the ensuing year. The clerks are going in for their seventh annual Wednesday half-holiday during July and August, and are arranging for excursions on these days with a good number of sports, and it now rests with the merchants to make these half-holidays a success.

**INGERSOLL.**

June 8.—Is it good policy for a merchant to actively identify himself with a political party? This is a question which one frequently hears during an election campaign, whether it be municipal or parliamentary. While the boasted freedom of speech and independence of Canada is something of which every subject is proud there is, nevertheless, the well-founded argument that as a rule business and politics are practically incompatible. The merchant who takes a prominent part in party politics must exercise good judgment and tact if he is to avoid straining pleasant relations between himself and his customers. No fault can be found with anyone who is sufficiently interested in politics to follow the affairs of his country and to openly declare his political sentiments. But when a merchant becomes known as an out-and-out partisan and discusses politics in and out of his store, is there not a grave danger of his business being injured? It is a well-known fact that many people are just about as sensitive in regard to their political views as they are in their religious opinions. This being true a merchant must exercise tact when political discussions are precipitated if he would retain the same kindly feeling of all. There are scores of instances where politics have precipitated unfriendliness which did not vanish with election day. This is something which all merchants should weigh carefully. Their best customers may differ from them in their political affiliations. Can the merchants afford to antagonize them for all the direct benefit they receive out of politics. Good customers cannot be picked up at any time of the day, and while the merchant may some time find it difficult to refrain from "speaking out" it is wise to do so in many cases. Election day is soon forgotten unless there has been unpleasantness to mark it, and then it is kept green for a long time. The merchant who has the happy faculty of avoiding political controversies or treating them in a humorous manner doubtless retains the good will of his customers and his place is never associated with politics. There are many disagreeable features about mercantile life. There is invariably a large quantity of the bitter with the sweet, but the merchant who treats all matters philosophically and forgets the worries of the day at closing time doubtless has more friends and is nearer to the front in the race for the nimble dollar than those who have had the "courage of their convictions" as some might term it, and

spoken out regardless of the consequences.

In conversation with a grocer on Saturday your correspondent was informed that he did not expect to see the price of eggs get any cheaper than at the present time. For the past few weeks the price has been ranging from 15 to 17 cents with only an average supply for the time of year and a very good demand. If the egg situation can be correctly sized up this way it would seem that the old days of two dozen for a quarter have departed never to return. The increased consumption of eggs, which is accounted for by the increase in the population, together with the fact that many eggs are consumed on the recommendation of physicians, are given as reasons for the higher prices. For the past few years eggs have become one of the chief diets with many invalids, and as a result there is a constant demand for those that are absolutely fresh. The eggs are not allowed to accumulate in country stores as formerly as they are now gathered regularly by the exporters. Contrary to expectations butter is showing a decline. First quality is now retailing at 27 cents and choice dairy at 24, but it is doubtful if a lower mark will be reached.

This has been pineapple week with the local grocers and large quantities have been disposed of. From what can be learned the "pines" are coming in for more general use each succeeding year, and they are now recognized as one of the best fruits for preserving. They have been handled in very large quantities by all the local dealers who also know how to dispose of them. They have been well advertised, in fact, featured for the week, and the result has doubtless been very satisfying. The prices have ranged from \$1 to \$2, according to size.

A large addition to the splendid factory of the St. Charles Condensing Co., which is recognized as one of this town's best industries is an evidence of the importance of the dairying industry in Oxford County. The history of the factory here has been one of constant expansion. Year after year has brought about new additions until at the present time it is one of the largest and finest to be found in Western Ontario. The factory has a great many patrons within a radius of several miles and for the benefit of those unacquainted with its magnitude it might be worth mentioning that on Monday mornings as high as one hundred and thirty thousand pounds of milk are now being received, while the supply for the other days will average in the neighborhood of one hundred thousand pounds. But while so much of the milk supply of this famous dairy section finds its way to the condenser the fact must not be lost sight of that there are also many large cheese factories in the country districts. Ingersoll has been aptly termed the "hub of the dairy industry" and the distinction is certainly merited.



## BELLEVILLE.

June 9.—During the past week a new grocery store, on a magnificent scale, has been opened here by William T. Patterson. Mr. Patterson has been for the past sixteen years one of the best-known travelers on the road in the Province of Ontario. For ten years he represented the D. M. Ferry Seed Company, and for the past six years has been with the Steele-Briggs Seed Company. Mr. Patterson is an encyclopaedia of all the post offices and hamlets in Ontario, as well as Quebec, as his former fellow-travelers can testify. He was born in Ayr, in Waterloo county, and is proud of his Scotch Lowland ancestry. He has fitted up one of the most attractive grocery stores in the city, only a couple of doors distant from Wallbridge & Clarke. The fittings are in line with the idea that all conditions should be sanitary, and in this city the people favor such an idea. The Walker Bin & Store Fixture Company, of Berlin, have installed the fixtures, which are very attractive.

John Gregg, traveler for the Surprise Soap Company, has been busy here for some time. He and his aide-de-camps have been making a house to house canvass advertising Surprise soap. Nearly all the grocers' windows are tastefully decorated with advertising matter.

The good old pineapples are coming in in large quantities. The lowering of the price has been an inducement to the housekeepers to preserve their supply for the future. As an example, John Harker this morning received ten cases of pineapples from White & Co., Toronto, and in four hours there were but two cases left. The rest went later on.

John McVeen, of White & Co., distributed a carload of bananas to the grocers in this city yesterday.

Mr. Farnsworth, of the F. F. Dalley Company, Hamilton, representing "Two in One," was here on Tuesday, June 2. He reports trade booming. He also thinks Belleville is all right.

## STRATFORD.

June 8.—One thing that strikes the eye of Stratford citizens and visitors is the much improved grocery window displays. There was a time when one instinctively turned away from the windows and did not wish to study what was kept inside. There has been a general awakening for the better, however, and now one generally finds himself unconsciously taking in the displays, which speak of good things to eat inside. One style of window display that is in general use—and evidently copied from one up-to-date grocer, is the fruit window. It is made by an adjustable sloping platform, slanting to the back of the window at an angle of 45 degrees. Rows of fruit are then placed on it such as one row of bananas, then one of pineapples, oranges, lemons, fresh vegetables, etc. The result is certainly a wonderfully tempting and effective display.

E. K. Barnsdale's new joy, a splendid new auto, may be seen under his guiding hand as he spins through our

That the usual Wednesday half-holiday should be discontinued this year was the opinion of the majority of the merchants at the regular monthly meeting

of the Retail Merchants' Association, held last Thursday evening.

It is to be hoped that the merchants will hold together for better prices during the fruit season. Last year there was a general slash in sugar, and, as a consequence, the Stratford public were receiving two or three pounds more sugar than was going in other places.

Price-cutting is the thorn in the grocery business here, and is to be greatly regretted. It is to be hoped that this year there will be an improvement over former years. The price of butter took a tumble to the tune of 4 cents a pound last week, and is now retailing at 18c and 19c a pound.

## PETERBORO.

Geo. A. Gillespie, of White & Gillespie, grocers, was the Liberal candidate in the Provincial elections for West Peterboro. Although defeated, he succeeded in lowering the Conservative majority of four years ago of 1,174 to 436. Mr. Gillespie, as well as being a grocer, is a cheese buyer on the Peterboro Cheese Board, and is prominent throughout the country in dairy matters.

The great problem before the merchants at the present time is whether the Thursday half-holiday, instituted last year, will be in vogue again. Last week a meeting of representative members of the Retail Merchants' Association was supposed to have been held at which it was decided to discontinue the half-holiday plan and to close their stores every evening at 5 o'clock during the summer months, except on Saturdays and nights before holidays. Other merchants claim the meeting was not a representatives one, and some of them are desirous of giving the Thursday half-holiday. No arrangement has yet been arrived at, and here the matter stands.

Louis Elliott, of this city, has a Wyandotte hen that recently layed an egg measuring in circumference  $8\frac{3}{4}$  inches one way and  $6\frac{1}{2}$  inches the other.

The latest industry for Peterboro is a gum factory. The proprietor and manager is Mr. Joseph Berette, and the first product of the factory appeared on Saturday of last week.

## BRACEBRIDGE.

June 8.—Robert Armstrong, for years employed by Kirk Bros., grocers, has, along with Andrew Gillespie, purchased the grocery stock of A. E. Hawkins & Co. They are pushing young men and should meet with success.

The high price of butter seems to be now a thing of the past, owing, no doubt, to the abundance of grass.

The grocery trade in this centre continues bright. Farmers are happy in the bright outlook regarding the crops, and tourists are flocking to the beautiful lakes, which all helps.

U. R. McDonald has accepted a position with Kirk Bros.

One good thing which is noticeable in town these days is the brightening up of the shop fronts. Merchants can go far in improving the appearance of all towns. Clean, bright stores, newly

painted fronts and up-to-date delivery rigs add to the business welfare and also to the value of property.

## TORONTO.

June 10.—A good many Toronto grocers are expecting to take in the excursion to the Muskoka lakes, arranged by the Retail Merchants' Association, for next week. The excursion will leave Toronto at 9 a.m. on Tuesday morning, June 23rd, by special C.N.O. train, and on arrival at the lakes the excursionists will have the privilege of taking any of the ten steamers of the Muskoka Lakes Navigation Co. to all parts of the lakes, although the steamer "Sagamo" will be specially reserved for the party. A complimentary dance will be given at the Royal Muskoka hotel on June 24, and that hotel will be open for the accommodation of the excursionists. Special rates for meals and rooms have been arranged for also at all the other hotels, and from present indications the excursion will be a huge success. The railway fare from Toronto for the three days' trip is \$2.60.

To-day is the second Wednesday afternoon half-holiday enjoyed by the grocers and bakers during the summer months. Last Wednesday the holiday was spent in several ways, some going to the parks, some making little trips outside the city, and by quite a number at the races. To-day a good many will be seen at the ball game at the island.

W. T. Gilbert, who died very suddenly at his residence, 485 Broadview Ave., on Sunday morning, was a familiar figure in the flour milling business in Ontario for a number of years. He came to Toronto some years ago from Simcoe, and was about fifty years old. He had many friends in the city and was highly respected.

Mrs. Helen S. McLean has sold her grocery business to W. H. Fell. Mr. Fell is now offering the business for sale.

The regular monthly meeting of the Toronto Retail Grocers' Association will be held on Monday evening next in the association's rooms in the Temple building. The grocers are making great preparations for their picnic to Buffalo on July 15. Ben Panter and Bailey Snow were over on Wednesday making arrangements for the entertainment of the visitors.

For the Toronto Street Railway to enter a case against any other party is something rather new, and yet they figured in two cases in the Division Court last Thursday, in which Robert Barron, the Yonge St. grocer, was defendant and plaintiff, respectively. The company sued Mr. Barron for alleged injury to their cars through collision with his delivery wagons on two occasions, March 19th and April 10th. Mr. Barron entered counter claims for damages to his wagons. One case was awarded each party, though Mr. Barron says he could have won both had he cared to have witnesses subpoenaed. This seems to be a pretty good advertisement for the man who builds Mr. Barron's wagons.

The regular meeting of the Toronto Grocers' Benefit Association will be held on Tuesday evening, June 23rd, in their rooms, 1338 Queen St. west. All bona fide grocery clerks in the city are invited. The principal business will be arranging for the annual picnic.



## THE VALUE OF A WELL-LIGHTED STORE

The Whole Interior Should Be Regarded as a Show Case—Light Helps to Display Goods and Holds Customers' Confidence—Means of Securing Good Effect.

One of the features in connection with stores which a great many grocers neglect, and one which will well repay serious consideration, is that of store lighting. Any grocer will admit at once that a store ought to be as bright and clean as possible and yet a good many neglect the first factor in securing this highly desirable result.

The highest value of good lighting comes, of course, from its tendency to show the goods well. Goods well displayed, some one has said, are half sold. In a good many cases the display does more than half the work. And in modern days we're getting away from the old-time practice of having a few sets of shelves built up around the door and the front windows and having the rest of the store in darkness. The whole store must be well-lighted, so that every advantage can be taken of the space it affords to display as many goods as possible. There should be no dark corners. Another advantage coming from a well-lighted store is the better effect it gives the customers. Light and sunshine, to some extent synonymous terms, ought to mean cleanliness, and they are very effectual in securing good conditions. In a well-lighted store whatever dirt exists is shown up at once and the tendency to keep the premises clean, nowhere more important than in a grocery, is mightily strengthened. The customer, too, in well-lighted and, what will assuredly follow, clean premises, feels an assurance in buying her goods which she could not in a dark place, where she isn't sure what questionable things exist in the dark corners or behind the shadows of the counters.

Light, too, and particularly sunshine, has its own cleansing and sanitary effect, and for this reason alone, a well-lighted store is advisable.

Where a store is isolated from other buildings, or even where it is built on a corner, the problem of how to secure desirable lighting is somewhat simplified for whatever windows are desired may be built in. There is somewhat of a disadvantage in this again, however, for windows along the side of a store take off a good deal of valuable space and are likely, too, to spoil the arrangement. In such cases smaller windows, situated near the ceiling, and fitted with one of the systems of light refracting so much in use to-day will, to a great extent, solve the difficulty.

In most cases, however, the matter comes down to a question of lighting the whole premises from the store front. In recent years builders are providing for this and are putting in all-glass fronts which allow all light possible to enter. While the ordinary all-glass

front is invaluable in lighting, the front portion of the store it still tends to leave the rear, particularly in a long store, pretty much in shadow. To obviate this several varieties of light-refracting systems have been devised and are coming more and more into use, which are quite effectual.

The engraving reproduced herewith, which, by the way, shows the interior of the Kandy Kitchen in Guelph, one of the finest confectionery stores in Ontario, illustrates to a remarkable degree, the points emphasized above. In this case the light is all done from the store front and by the use of one of these refracting systems a most excellent result has been secured.

In considering the lighting of a store, either in a new building or in one under process of reconstruction, the idea should be kept in mind that the whole store interior is simply a large edition of a show case, and should be lighted, decorated and taken care of accordingly.

### TRADE NOTES.

Carseallen & Miller, grocers, Lindsay, Ont., have assigned.

John Klager, Galt, has disposed of his grocery business.

J. E. Gauthier, general merchant, Chicoutimi, Quebec, has assigned.

Penny-in-the-slot machines supplying milk are now in use in England.

Provost & Motard, grocers and liquor merchants, Montreal, have been registered.

The British Columbia Sugar Refinery, Vancouver, is erecting a \$60,000 filter plant.

John Coyne, general merchant, Portage du Fort, Que., is offering to compromise.

Elz. Ouellet, general merchant, Hebertville, Que., has made a voluntary assignment.

L. C. Bouchard, general merchant, L'Anse St. Jean, Que., is offering to compromise.

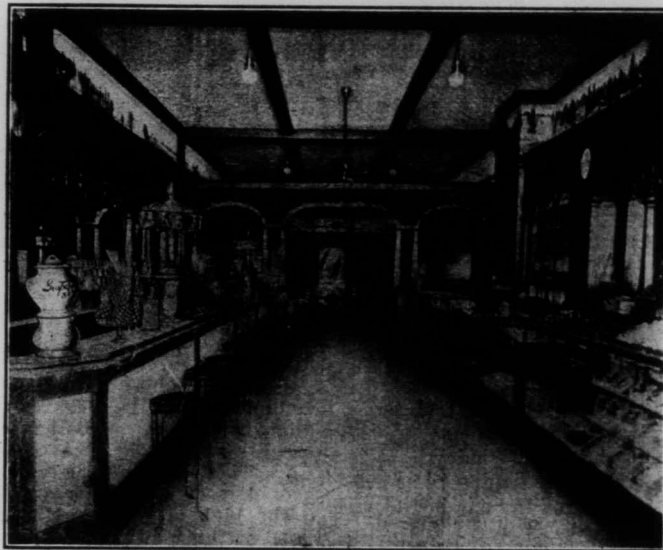
Curators have been appointed for the general business of O. H. Bruneau, Stratford Centre, Que.

MacDonald & Wray, of Glenboro, Man., have sold their general store business to A. W. Taylor.

A factory for the manufacture of candies, aerated waters, vinegar, etc., is proposed to be erected by local men in Edmonton, Alta.

The Farmers' Union Co., Limited, is the name of a new concern handling farmers' supplies, especially groceries, which is opening for business at Berwick, N.S.

Matheson & Jacobson have opened their "Model Grocery" store in New Westminster, B.C. They were formerly in business in Edmonton, but being B.C. men, returned to the Coast.



Interior Kandy Kitchen, Guelph, One of Ontario's Finest Confectionery Stores.

The assets of G. Bilodeau, grocer, Montreal, have been sold.

M. T. Knight, general merchant, Roche Percee, Sask., has assigned.

G. N. Eaton, general merchant, Prince Albert, Sask., has assigned.

E. Morgan, Delhi, Ont., is building a cold storage warehouse for eggs. The structure is of cement, the walls being lined with cork, making it air tight, and the ice is produced by a chemical system which will keep the temperature at freezing point all summer.



# Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

## QUEBEC MARKETS

Montreal, June 12, 1908.

**POINTERS—**  
Provisions—Declined.  
Eggs—Declined.  
Butter—Advanced.  
Tea—Japans it is expected will advance.  
Beans—Advanced.

Montreal, June 10, 1908.

The past week has been a fairly good one, trade having been respectfully brisk. The continued hot weather is leaving its mark on those markets which it generally affects. Dealers generally look forward to hot weather to give an impetus to the trade, but so far it does not seem to have operated in this way.

Sugar has been in a feverish condition for some time, but it is thought that it will settle down in the course of a couple of weeks or so. The provision market has shown signs of weakening by the drop in live hogs which has taken place. Vegetables and fruits have a tendency downward which is only natural at this time of the year. The same seasonable conditions prevail on the butter, cheese and egg markets, and so far they are conforming to these conditions. Other lines have not varied noticeably since our last report.

**SUGAR**—Canadian dealers are looking for another advance during the week owing to the fact that the New York market shows a tendency to be unsettled. It is stated this tendency will be exerted in an upward direction rather than a reduction. The market locally has been decidedly dull during the last week, and prices remain the same.

Granulated, bbls	\$4 99
" " bbls	5 05
" " bags	4 87
Paris lump, boxes, 100 lbs.	5 70
" " 50 lbs	5 80
" " 25 lbs	6 00
Extra ground, bbls	5 75
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 85
Powdered, bbls	5 08
" " 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 51
No. 1 " bags	4 45

**SYRUPS AND MOLASSES**—The prices of syrups and molasses remains firm and the market has been very dull during the last week and otherwise featureless.

Barbadoes, in puncheons	0 31 0 35
" " in barrels	0 33 0 35
" " in half-barrels	0 34 0 36
" " fancy	0 34
" " extra fancy	0 36
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 08
" " 1-bbls	0 08
" " 2-bbls	0 03
" " 3-lb pails	1 75
" " 25 lb pails	1 25
Cazen, 2 lb tins, 2 doz per case	2 40
" " 5-lb. " 1 doz. "	2 75
" " 10-lb. " 1 doz. "	2 85
" " 20-lb. " 1 doz. "	2 90

**MAPLE PRODUCTS**—The maple products market is rather dull and prices remain the same as at last quotation. Altogether the market is featureless.

Compound maple syrup, per lb.	0 04 0 05
Pure Townships sugar, per lb.	0 08 0 09
Pure syrup, 3 1/2 lb. tin	0 60 0 65

**TEA**—A cable advice note from Japan reads as follows: "There is no suitable tea procurable in first crop at 21c and under. Market is advancing and future prospect is high." It will be seen that this is somewhat at variance with the first indications which were for an easier tone. Ceylon, Pekoes and Ceylon Pekoe Souchongs have been in good demand, also a somewhat brighter gunpowder market. Prices have presented no new features during the week.

Choicest	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—Broken 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 25
" " Hysons	0 18 0 20
" " Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12 0 16
" " " pea leaf	0 19 0 27
" " " pinhead	0 30 0 45

**COFFEES**—The coffee market is firm and no change has taken place. Brazilian and French cables seem to indicate a further strengthening of the market owing to the South American shortage.

Jamaica	0 16 0 20
Java	0 20 0 30
Mocha	0 18 0 25
Rio, No. 7	0 09 0 11
Santos	0 10 0 11
Maracabo	0 14 0 19
Roasted and ground 20 per cent. additional.	

**DRIED FRUITS**—Reports from Greece indicate a good crop of currants, and it is thought that the market will be lower this year. Raisins also, it is expected, will be in good supply according to Eastern reports. Advices from the Santa Clara Valley say that not a single prune will be harvested in that section and the outlook all over the prune producing country is not very promising. Prices have not altered any during the week.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06 1/2
Fine Filiatras, per lb., in cases	0 96 0 06 1/2
" " cleaned	0 04 0 07
" " in 1-lb. cartons	0 07 0 07 1/2
Finest Vostizias "	0 07 0 08
Amalias "	0 07 0 08
" 1 lb. packages	0 07 1/2
Sultana Raisins—	
Sultana raisins, per lb.	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09 1/2 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07 0 08
Glove boxes, fine quality, per box	0 07 1/2 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 1/2 0 06
Selected, per lb.	0 06 1/2 0 06 1/2
Layers,	0 06 0 06 1/2
Dates—	
Hallowees, per lb	0 06 1/2
Salrs, per lb.	0 04 0 04 1/2
Packages	0 06 1/2 0 06 1/2

Malaga Raisins—	
London layers	1 26
" " Connoisseur Clusters	1 40
" " box	1 90
" " Royal Buckingham Clusters, 1/2-boxes	1 37 1/2
" " boxes	
" " Excelsior Windsor Clusters	5 80
" " 1/2	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatela 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb.	0 22
Peaches, "	0 18
Pears, "	0 18
Prunes—	
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 12
" " 40-50s	0 08 0 09 1/2
" " 50-60s	0 08 0 08 1/2
" " 60-70s	0 09
" " 70-80s	0 07 0 08 1/2
" " 90-100s	0 06 1/2 0 07

**RICE AND TAPIOCA**—Continued hot weather is having an obvious effect on the tapioca market. The demand for this product has increased very considerably. Rice remains firm and unchanged. The large importers state there is a tendency for easier prices on forward shipments, but the length of time taken for the goods to arrive from the East makes buyers hesitate to order, and inquiries are being filled from what small stocks there are on the spot.

B rice, in 10 bag lots	3 29
B rice, less than 10 bags	3 30
C rice, in 10 bag lots	3 08
C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06 1/2

**SPICES**—There is nothing new in the spice market. Prices remain the same and the demand is fair.

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

**BEANS**—Western operators are again diverting the supply from the East with the result that prices have moved upward slightly. Beans are in good demand and the tendency is for unsettled conditions for some time to come.

Choice prime beans	2 20 2 25
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**EVAPORATED APPLES**—This market has presented no new features worthy of comment during the last week and prices are unchanged. Demand is fair only.

Evaporated apples	0 07 0 07 1/2
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## CANNED GOODS

**MONTREAL**—The demand for canned vegetables has not been quite as good as during the previous week but was satisfactory. Canned fruits, if anything, have been more active which may be due to the wave of hot weather, although it failed to have its effect on the vegetable market. Canned fish has been in slightly better demand, also canned meats. Prices for the new crop are not yet out and so far it is rather dif-







MARKETS.

which makes the situation rather peculiar. Prices still remain stiff and under these conditions it does not seem as if a change could be expected for some time.

**SUGAR**—The market continues firm and with the approach of the preserving season considerable activity is expected. Whether this will bring another advance is a question of interest, but a higher price at any time would not be unexpected.

Willett & Gray, of New York, say of the situation in raws:

"The week under review has varied from the preceding week by showing a decline in the European markets for beet sugars from 11s 4 1/2d (equal to \$4.40) to 11s 2 1/4d (equal to \$4.36) and an advance in our markets for Centrifugals from \$4.27 to \$4.39 with the close at \$4.36 for 96 degree test.

"The sentimental value basis is now 3c c. & f. 96 degree test, or its equivalent \$4.36 landed, at which refiners have been willing to take all parcels offered, but will not make any movement to improve on this basis, and a few holders are better satisfied to warehouse their arrivals, for an improvement later on.

"As anticipated there is a renewal of purchases in Europe to a moderate extent for supply of wants to September, some 5,000 tons of beet sugar having been bought and a cargo of 6,000 tons of Javas from store in Liverpool for prompt shipment to New York the latter, at equal to about \$4.36 duty paid, 96 degree test to the Arbuckle refinery.

"Javas for direct shipment are quite freely offered at prices varying as to position; June at 12s c. & f., equal to \$4.35 duty paid; June-July, 11s 7 1/2d (\$4.27); July-August, 11s 6d (\$4.24), with a moderate business reported at the last named figures.

"The market here at the close shows a very satisfactory steadiness in view of the continued weakness in Europe which may be caused by the favorable reports of Mr. Licht on the progress of the beet crops from week to week.

"Cuba continues to produce some sugar on a few estates (11) as is usual at the end of the grinding season, but not materially increasing the crop in receipts. The visible crop of the whole island to June 1st will be at hand in a few days. Cables report heavy rains in some parts.

"Our special cable to-day from Java reports the exports during May of 21,000 tons sugar, including 11,000 tons with United States options, against 18,000 tons last year of which none were destined to this country. The weather is wet and harvesting delayed. The export of Javas to America during June may amount to 50,000 tons."

Prices quoted in Toronto this week

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
Paris lumps, in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 98
Flourish	4 95
Bright coffee	4 90
No. 3 yellow	4 98
No. 2 "	4 70
No. 1 "	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUPS AND MOLASSES**—Business continues dull at old prices. There is some talk of advances on East Indian molasses by dealers in the East, but no effect has been felt as yet locally.

Syrups—	
Dark	0 30 0 36
Medium	0 30 0 36
Bright	0 35 0 40
Per case.	
1 lb. Tins, 2 doz. in case	2 40
3 " " "	2 75
10 " " "	2 65
20 " " "	2 60
Barrels	0 03
Half Barrels	0 03
Quarter "	0 03
Pails, 14 1/2 lbs. each	1 75
" 25 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" 2 "	4 8
Quarts, 24 "	4 8
Pints, 24 "	2 10
Molasses—	
New Orleans, medium	0 30 0 36
Barbadoes, extra fancy	0 28 0 30
Porto Rico	0 37 0 45
West Indian	0 30 0 36

**DRIED FRUITS**—Prunes are scarce, particularly in the smaller sizes, and stocks locally are said to be generally low. New seeded California raisins are on the way, and will be in stock in a few days. These are expected to sell about 2 cents lower than present prices. Most pessimistic reports concerning the prune crop in the Santa Clara Valley continue to come in, but dealers are rather incredulous about accepting these at their face value. Current quotations are as follows:

Prunes, Santa Clara—	
100-120s	0 06
30-40s, 50-lb. boxes	0 07 1/2
30-90s	0 07 1/2
60-70s, 50-lb. boxes	0 07 1/2
4-50	0 09
Note—25 lb. boxes 1c. higher than 50 lb.	

Candied and Drained Peels—	
Lemon	0 11 0 11 1/2
Orange	0 11 0 12
Peaches	0 18 0 20
Figs—	
Elmes, per lb.	0 18 0 15
Tapeta	0 03 0 04
Bag Figs	0 04 0 05
Currants—	
Fine Filletas	0 06 1/2 0 07
Patras	0 08 0 08 1/2
Uncleaned, 1c. less.	
Raisins—	
Sultans	0 09 1/2 0 13
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15
Valencias, new	0 06 1/2
Seeded, 1-lb. packets, fancy	0 11 1/2
" 15 oz. packets, choice	0 11
" 12 oz.	0 09
Dates—	
Halloweas	0 05 1/2 0 05 1/2
Sirs	0 04 1/2
Fards choicest	0 08 0 09
" choice	0 08 1/2

**RICE AND TAPIOCA**—Demand for these goods is opening with the hot weather, and business is somewhat better. Shipments of rice have been received locally during the week, but prices remain steady.

Rice, "and "	
B rice, 5 bag lots, delivered	0 03 1/2 0 03 1/2
Siangoon	0 03 1/2 0 03 1/2
Patna	0 03 1/2 0 03 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Sago	0 06 1/2 0 06 1/2
Seed tapioca	0 06
Tapioca, medium pearl	0 06 1/2 0 06

**SPICES**—Demand is rather less active this week at steady prices.

Peppers, blk pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 14
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 50
Cloves, whole	0 28 0 35
Cream of tartar	0 22 0 25
Allspice	0 17 0 19
" whole	0 17 0 30
Mace ground	0 30 0 40
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 30 0 25

**BEANS**—The market continues short

and prices are very stiff. Quotations are on the same basis as last week.

Beans, hand picked, per bush	2 10 2 25
" prime No. 1	2 00 2 10
" Lima, per lb	0 07

**EVAPORATED APPLES**—Demand seems to be a little better this week, though there are no new features to report. Prices are steady.

Evaporated apples	0 13 0 08 1/2
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THREE GROCERS' OUTINGS.

London, Hamilton and Toronto Associations All Planning Large Excursions.

London Retail Grocers' Association expect to take a trainload of citizens to Detroit next Wednesday, June 17th. Specially attractive arrangements have been made for the entertainment of the visitors in the attractive United States city, and an enjoyable time is assured.

Hamilton grocers are making mighty preparations for their annual picnic on July 15th. Last Thursday evening, June 4th, the Picnic Committee met in the association's rooms to complete arrangements.

President John Forth reported that a deputation had just returned from Brantford, where they had completed all arrangements, and were loud in their praise of the reception accorded them.

Arrangements have been completed with the T. H. & B. and G. T. R. for fifty cars from each.

Arrangements have also been made for the attendance of the famous 13th Band, Prof. Walmsley's "rube" band, the Italian trio and a quartette. Two Highland pipers have also been engaged and will be in attendance on the grounds. Other attractions are under way, and the grocers intend that the picnic this year will outshine all previous efforts.

A deputation was in Niagara Falls on Wednesday, June 10, completing arrangements there.

Toronto Retail Grocers' Association will also holiday on June 15 with Buffalo as the place of rendezvous. A pleasant sail will be made across the lake and up the Niagara River, and the party will be carried to and from Buffalo by electric car. Prospects are bright for a jolly good time and a large excursion.

A committee from the Toronto Association spent Wednesday in Buffalo, also making arrangements for the excursion.

The Grocer will have a representative along on each of these excursions to make note of the merry times enjoyed.

W. A. W. Melville, of New York, general manager for Thomas J. Lipton, was in Toronto several days last week looking over trade prospects. Mr. Melville is very optimistic in regard to business in Canada generally. He said that the Lipton business for the year just completed has shown results much better than were expected when the Toronto office was opened. The business has grown from the beginning he says, each week surpassing the preceding.



MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, June 11, 1908.)

POINTERS—

Butter market weak and locally demoralized.

Canned strawberries cheaper.

Canned red raspberries cheaper.

Competition in breakfast cereals.

The outlook for the crop could scarcely be more favorable. In ordinary years by the middle of June the western farmer and grain buyer can pretty accurately forecast the season's crop and the general consensus of opinion this year is that the prospects were never so favorable. Were it not for the scarcity of money, the improved outlook would lead to greatly increased business activity, but, although money is easier than it was two or three months ago, there is still a marked scarcity of ready cash and business is hampered thereby.

CANNED GOODS—Strawberries and raspberries are cheaper locally owing to the heavy stocks carried over. Quotations are as follows:

FRUITS.		Group No. 1	Group No. 2 & 3
Blueberries, 2's	.....	2 27½	2 25
Cherries New—			
2's, red pitted, per doz. case	.....	2 41½	2 39
Currants New—			
2's, red, heavy syrup, per doz	.....	2 09	2 04
2's black	.....	2 19	2 14
Gooseberries New—			
2's, heavy syrup	.....	2 31½	2 29
Lawtonberries New—			
2's heavy syrup	.....	2 41½	2 33
Peaches—			
2's yellow flats	.....	2 30	2 27½
2's yellow	.....	3 12	3 09½
Pears—			
2's, F.B.	.....	1 81½	1 79
2's	.....	2 39½	2 37
2's Bartlett's	.....	1 96½	1 94
2's	.....	2 59½	2 57
2's lobe, light syrup	.....	1 51½	1 49
Plums—			
2's Damson, l.s.	.....	2 93	2 88
2's Lombard, l.s.	.....	3 03	2 98
2's Greengage, l.s.	.....	3 13	3 08
Raspberries—			
2's red, light syrup	.....	2 12½	2 10
2's black, heavy syrup	.....	2 41½	2 39
Pineapples, whole, 2 lb., per case	.....	3 65	
2's	.....	4 59	
2's	.....	3 85	
2's	.....	4 40	
2's	.....	4 05	4 00
Strawberries (new), per case	.....	4 05	4 00
Raspberry Jam (Smith's)—			
12-oz. bottles per doz	.....	1 65	
1-lb.	.....	2 20	
44-oz.	.....	4 75	
5-lb. tins, each	.....	0 59	
7-lb.	.....	0 80	

VEGETABLES.

Beans (new) per dozen—			
golden wax	.....	1 06½	1 04
refugee	.....	1 06½	1 04
crystal wax	.....	1 16½	1 14
red kidney	.....	1 21½	1 19
lima	.....	1 46½	1 44
Corn—			
2's	.....	2 23	2 18
Tomatoes	.....	2 99	2 94
Peas (new) per dozen—			
(No. 4) 2's	.....	1 06½	1 04
(No. 3) 2's	.....	1 16½	1 14
(No. 2) 2's sweet wrinkle	.....	1 21½	1 19
(No. 1) 2's extra fine sifted	.....	1 51½	1 49
Succotash—			
2's	.....	2 63	2 58
Beets—			
whole	.....	2 08	
aliced	.....	2 28	
whole, 3-lb.	.....	2 64	
aliced	.....	2 84	
Spinach—			
2's, per doz	.....	3 13	3 08
3's	.....	4 09	4 04
gallon, per doz	.....	11 10	
Asparagus, per case	.....	7 78	
Tomatoes—			
per case	.....	2 79	2 74
Beans, golden wax	.....	1 98	1 93
refugee	.....	1 98	1 93

MEATS.

Clark's 1 lb., pork and beans, plain, per case	.....	2 50
2's	.....	1 90
3's	.....	2 50
1 tomato sauce, per case	.....	2 50
2's	.....	1 90
3's	.....	2 50
Ohili	.....	2 50
2's	.....	1 90
3's	.....	2 50
Soups, per doz	.....	1 25
Cornd beef	.....	2 80
2's per doz	.....	1 80
1's	.....	1 80
Roast beef	.....	1 80
1's, per doz	.....	2 80
2's	.....	0 55
Potted meats, 2's, per doz	.....	1 25
Veal loaf 1 lb., per doz	.....	2 50
1 lb.	.....	1 25
Ham loaf ½ lb.	.....	2 50
1 lb.	.....	1 25
Chicken loaf ½ lb.	.....	1 85
1 lb.	.....	3 50
Luncheon 1's	.....	3 65
Sliced smoked beef	.....	1 90
1-lb. tins, per doz	.....	3 10
1-lb. tins	.....	3 35
Chipped	.....	1 45
1-lb. glass	.....	2 50
1-lb. tins	.....	0 05
Sliced bacon	.....	3 10
1-lb. glass	.....	3 25

SUGAR—The sugar market is quiet since the recent drop in prices. Quotations continue as follows:

Montreal and B.C. granulated, in bbls.	.....	5 40
in sacks	.....	5 35
yellow, in bbls.	.....	5 00
in sacks	.....	4 95
Wallaceburg, in bbls.	.....	5 39
in sacks	.....	5 35
Berlin, granulated in bbls	.....	5 20
sacks	.....	5 25
B.O. quinnies granulated, 5-18's to bale, per cwt	.....	5 45
hard pressed lump, 25-2's	.....	6 55
half bbls., per cwt	.....	6 40
icing	.....	6 20
bar sugar	.....	6 00
Icing sugar in bbls.	.....	6 00
in boxes	.....	6 20
in small quantities	.....	6 50
Powdered sugar, in bbls.	.....	5 70
in boxes	.....	6 00
in small quantities	.....	6 35
Lump, hard, in bbls.	.....	6 35
in 1-bbls.	.....	6 35
in 100-lb. cases	.....	6 35

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	.....	2 45
5-lb tins, per 1 "	.....	2 85
10-lb tins, per ½ "	.....	2 75
20-lb tins, per ¼ "	.....	2 75
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 30
Barbadoes molasses in 1-bbls, per gal.	.....	0 40
New Orleans molasses in 1-bbls, per lb.	.....	0 04
Porto Rico molasses in 1-bbls, per lb.	.....	0 31
Blackstrap, in bbls., per gal.	.....	0 33
5 gal. bbls., each	.....	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	.....	0 09½
28 "	.....	0 08½
12 oz pkgs., per doz.	.....	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	.....	2 90
40 "	.....	2 95
20 "	.....	3 01
8 "	.....	3 30

CORNMEAL—Quoted at \$1.90 per sack.

BEANS—Hand-picked beans are quoted now at \$2.40 per bushel; the 3-pound pickers at \$2.25.

POT AND PEARL BARLEY—Pot barley, \$2.80 per sack; pearl barley, \$4.90 per sack, and \$2.50 per half sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows:

Sugar, 25 lb. boxes, ½s. and ¼s.	.....	3 00
Syrup gallons ½ doz. to case, per case	.....	5 85
1 doz. to case	.....	6 15
2 doz. to case	.....	6 55

FOREIGN DRIED FRUITS—

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	.....	3 80
extra dessert	.....	3 40
Royal Buckingham	.....	4 00
Imperial Russian	.....	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	.....	3 35
Connoisseur clusters, boxes (5 ½ lbs)	.....	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	.....	3 80
14's	.....	1 85
selects	.....	3 30
14's	.....	1 15
layers	.....	3 25
14's	.....	1 30
California raisins, choice seeded in 5-lb. packages	.....	0 07½
fancy seeded in 5-lb. packages	.....	0 07½
choice seeded in 1-lb. packages	.....	0 09
fancy seeded, 1-lb. packages, per package	.....	0 09
Raisins, 3 crown muscatels, per lb.	.....	0 08½
Prunes 90-100 per lb	.....	0 08½
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, Filletras, per lb.	.....	0 07
wet cleaned, per lb.	.....	0 07½
Filletras in 1-lb. pkgs. dry cleaned, per lb	.....	0 08
Uncleaned Filletras, per lb.	.....	0 08
Wet cleaned	.....	

EVAPORATED APPLES—Quoted at 8½ cents per pound.

BUTTER—The Winnipeg butter market is somewhat demoralized at the present time. Dairy butter is in particularly good supply owing to the recent rains and consequent good pasture. This alone would have a tendency to lower prices, but added to it there has been considerable cutting in the price of creamery butter. For No. 1 dairy the prevailing buying price is 17c per pound; for No. 2, 14c to 15c per pound.

EGGS—Produce houses are still paying 15c per dozen f.o.b. Winnipeg.

CHEESE—

Manitoba, per lb.	.....	0 12½
Ontario	.....	0 13½

RETAIL MERCHANTS' CONVENTION

Association Will Discuss Questions of Interest in Galt Next Week.

The annual convention of the Retail Merchants' Association of Canada will be held at Galt on Wednesday and Thursday of next week, June 17 to 18. A number of important matters in regard to the work of the association will be dealt with a large attendance from different towns in Ontario is expected. Galt has one of the most comprehensively organized branches of the association among the larger towns and a good deal of interest is being manifested in next week's meeting.

WHAT A MAGNIFICENT OMELETTE

Fire in Angus Rose's egg store, Woodstock, Ont., on May 29, cooked one thousand dozen of eggs. The building was packed from cellar to attic with boxes filled with eggs, and a large number of these were destroyed by fire, heat and water before the flames were extinguished. The eggs were not insured. Very little damage was done to the building.

Ebert & Son, general merchants, McTaggart, Sask., have sold their business to J. P. Schumm.

# Barbadoes Molasses

We have just received a first and we expect this week a second consignment of Barbadoes Molasses "Choice" and "Fancy" brands, the choicest brands. If you have not yet given your order we advise you to do so now, as prices are firm.

## CANNED GOODS, FRUITS and VEGETABLES "SOLEIL BRAND"

These products which we recommend specially owe their great

popularity to their uniform quality and goodness.

## FANCY PASTES from Blanc et Fils

These choice pastes are exceedingly rich in gluten and their irresistible goodness makes them very popular with the trade and with the consumer.

## CASTILE SOAP "La Vertu"

We especially recommend this high grade pure soap from Felix Tourasse of Marseilles, France. It gives universal satisfaction.

## The Warm Weather Has Come

Now is the right time to place your orders for the following goods either for immediate delivery from our very complete stock or for importation:

### Dauke's Bass Ale and Stout

The most popular of all English beers and porters.

### Jacobs & Co's Pilsener Beer

A German Beer of quality deservedly popular in Canada.

### MILLER "High Life"

The Best Milwaukee Beer brewed from the finest ingredients obtainable; it is the champagne of lagers,—the acme of goodness.

### "Vivo"

A temperance beer, Non-intoxicating—it quenches thirst, invigorates and satisfies.

### Duffey's Apple Juice

A pure non-intoxicating extract from the choicest apples, effervescent and tasty it makes an ideal summer drink.

### Duffey's Grape Juice

Another high grade summer beverage which when mixed with effervescent waters makes a summer drink of surprisingly original flavor which refreshes and pleases.

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

## LAPORTE, MARTIN & CO., Limited

WHOLESALE GROCERS AND WINE MERCHANTS

562 to 568 St. Paul St.,

MONTREAL



## MACARONI TRADE IN CANADA

**Consumption Growing Very Rapidly and Proportionate Demand is Heavy—  
Forms of Production and Places of Manufacture.**

In glancing over the trade returns of the Dominion attention is drawn to the very considerable magnitude which the consumption of macaroni has reached in Canada in recent years. This condition is due to two causes, one which is very obvious and the other not so much so.

Naturally, the first reason for this increase in the consumption of macaroni is the larger numbers of Italians who are annually coming into Canada, and the other less obvious reason is the fact that other nationalities are learning to appreciate the value of this national dish of Italy.

The origin of macaroni is shrouded in the history of the Romans, whom we know were lovers of this form of food, and its origin may be credited to even greater antiquity than the Romans. For centuries macaroni and Italy have been almost synonymous terms. So inseparable have they been that the mention of one almost suggests the other; but this is not wholly the case now, since all nationalities have become aware of the dietetic value of this product as a food.

### Florence Centre of Growth.

At the present time Florence and Naples are the centres of the Italian manufacture, but factories may be found throughout the length and breadth of Italy. Perhaps Florence, or more properly speaking, a town which is suburban to Florence, is the exact centre of its production in Italy. In this town the entire population of ten or fifteen thousand people are engaged in its manufacture.

While the greatest perfection is reached in Italy, owing to its favorable climatic conditions, there are now in operation many factories throughout the United States and Canada, which are daily making a superior grade that is said by connoisseurs to be equal to the Italian product.

### Amount Used in Canada.

Last year the production in the United States reached the extraordinary figure of fifty-eight million pounds and Canada produced between five and six millions, and in addition imported six million pounds, which places Canada far in the lead in proportion to her population as a consumer of this product.

This condition is the result of the large admixture of French in our population, which are next to the Italians, the greatest lovers of macaroni.

Owing to the homogeneity of our people the national traits and characteristics in the tastes of one become the favorites of the others in a large measure, so to-day in Canada English-Canadians owe to their French and Italian-

Canadian brethren the addition of this delectable food to their diet list.

### A Variety of Forms.

It is interesting to visit a large factory and witness the innumerable forms in which this product is manufactured, and then it seems wonderful that the average person knows only of spaghetti vermicelli and macaroni, and, in the large majority of cases, these terms are applied interchangeably without regard to their real significance.

The small thread like filaments which one disturbs at the bottom of his consommé is a diminutive form of spaghetti, being precisely the same with the exception of size, spaghetti proper, being the larger. Macaroni is larger than either vermicelli or spaghetti, and is hollow, not a solid strand.

We are all familiar with this form in ordinary sizes, but our gravity would be disturbed if we discovered portions in our macaroni and cheese as large as a garden hose, and yet it is manufactured in sizes which would not make this comparison an exaggeration. In addition to these three comparatively well-known styles the paste is fashioned into innumerable small shapes and forms embracing every conceivable design.

### As a Nutritious Food.

Another form which deserves especial mention is pastina-glutinata, which resembles very closely in appearance at least, ordinary rice. Special research work has rendered this product the most important from a dietetic standpoint. Its value as a food made into various forms for children is undoubted and in this respect the medical profession and scientific investigators are bestowing upon it the attention which it deserves. Manufacturers of pastina-glutinata are enthusiastic over its properties, which have been demonstrated by analytical analysis.

### Six Canadian Factories.

At the present time there are six factories in operation in Canada, four of which are in Montreal and one in Quebec and one in Vancouver. At one time the Pacific Coast trade was largely supplied by San Francisco, but now Canada imports very little, if any, from the United States. One manufacturer was very enthusiastic over the possibilities of supplying the London, Eng., market sometime in the near future, which would be a great achievement when the fact is taken into consideration that the Italian Government pays an export bounty on all macaroni leaving the country.

### Canada Has Best Wheat.

While Italy possesses climatic advantages Canada is to-day recognized as the possessor of the best quality of

wheat for the manufacture of this product, so this asset may be regarded as a magnificent advantage, which perhaps more than compensates for the lack of perfect climatic conditions. Macaroni has been made in Canada since 1860, and perhaps the most prominent names connected with its manufacture in Canada are Catelli and Spinelli, as they have been familiar to the macaroni-loving people of this country for forty years or more.

Owing to high tariff none is exported to the United States or elsewhere.

### Where it is Sold.

In Canada, the provinces of British Columbia and Quebec are the greatest consumers while New Brunswick, Prince Edward Island, Nova Scotia Ontario and the other provinces are buying in larger amounts each year.

### How it is Packed.

Macaroni products are packed in one, two, three, five, ten, twenty and fifty-pound packages, of which the one-pound size is the greatest favorite.

Owing to the cheapness of labor there the product is somewhat cheaper in Italy than here, so that after freight charges are paid the imported article sells for a price practically the same as the Canadian product. Manufacturers are enthusiastic regarding the future of the trade in Canada. In any case it is of vital importance to the Canadian people because many ships from Mediterranean points carry back with them Canadian wheat which enters into the production of macaroni, thereby supplying a market abroad as well as at home for a great Canadian product.

### PERSONAL NOTES.

R. H. Brown, Montreal, was in eastern Ontario for a few days last week.

M. E. Conway, who formerly represented the Geo. Mathews Co., has taken charge of the territory in Ottawa and vicinity in the interests of the Fowler's Canadian Co., of Hamilton.

S. M. Sreaton, of the Lea Pickle Co. Simeco, was in Toronto this week and called on The Grocer. Mr. Sreaton was on his way to the Maritime Provinces in the interests of Lea's pickles, and will call at St. John, Halifax, Truro and other towns.

D. G. Harlow, of Bridgetown, N.S., and J. S. Creed, of Halifax, representing the Annapolis Valley Cyder Co., of Bridgetown, were in Toronto this week in the interests of the company, and made a pleasant call on The Grocer. Mr. Harlow is manager of the company, and has had years of experience in the cider industry in Nova Scotia. While in Toronto R. S. McIndoe was appointed as the company's local agent. S. W. Shackell, will look after the company's interests in Montreal and Mr. Creed himself will look after the business in Halifax.

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY

WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD



Making the dinners in millions of homes  
more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish  
to Fish, Meats, Game, Salads, Cheese, etc.  
Look for the signature!

"We advertise to the general Public in  
Newspapers and Magazines that this fam-  
ous Sauce can be had from all Grocers."

**J. M. DOUGLAS & CO.**  
Est. 1857, - MONTREAL  
Canadian Agents.

# PURITY

## Is a Soap

which is snow white, pure and un-  
rivalled in its cleansing and saving pro-  
perties.

In the manufacture of Laundry Soap  
the ingredients used must be of the best  
the same as in Toilet Soaps—PURITY  
is of the best and if you use it you  
will agree that it is

*"The Soap without a Rival."*

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THE YOUNG-THOMAS SOAP CO., LTD.,  
Regina, Canada.

Canadian  
Grocer  
Want  
Ads  
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Cents  
a  
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## O'MARA'S HAMS

The English beef, the Welshman goat,  
 The Scotchman mutton gnaws,  
 The Esquimo holds walrus fat  
 Between his greasy paws,  
 The Frenchmen nibble froggie's legs,  
 New Yorkers gobble clams,  
 But Good Canucks, who know what's what,  
 Stick to O'MARA'S HAMS.

**JOSEPH O'MARA**

PORK PACKER

PALMERSTON, - - - ONT.

## New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

## New Cheese

are now on the market—not so good as old cheese, but lower in price.

## New Hams and Bacon

Always new, because we keep no old stock.

**F. W. Fearman Co.**

Limited

Hamilton, Ont.

Sell the Best



**"Canada First"**

Brands  
**Evaporated Cream**  
 and  
**Condensed Milk**

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed by

**The Aylmer Condensed Milk Co.**

Limited

Factory, Aylmer, Ont.

Sales Office, 39 James St. South, Hamilton, Ont.

**The Acme of Delicious Tenderness and Palate-Tickling Perfection**

IS REACHED IN

**Ryan's**  
**Short Roll Bacon**

Unquestionably the cheapest as well as the tastiest meat on the market. It is made from carefully-fed young hogs, mild cured. A wonderful seller! Write us to-day for prices.

**The WM. RYAN CO.**

LIMITED

70-72 Front Street East  
**TORONTO, - ONT.**

# Dairy Produce and Provisions

Cheese and Butter Markets Stronger, With Good Outlook—First Shipment of Export Butter — Provision Markets Brisker With Opening of Shipping by Water.

## CHEESE AND BUTTER BULLETIN

Montreal, June 11, 1908.

The local cheese market is stronger this week owing to higher prices in the country which prevail. It is rather gratifying in looking over the Board of Trade returns to observe the steady increase this year's yield is making towards the record established last year. Certainly at the beginning of the season the outlook was not extremely bright for this year. If suitable climatic conditions had not prevailed there would have been a serious discrepancy between this year's record and the one established last year. At the present moment it looks possible to eclipse the last year's record with any degree of good luck. It is regrettable to relate, but, nevertheless, a fact, that continual complaints are arriving from England regarding the deplorable custom of shipping green cheese to the English market. Much discussion has taken place concerning the responsibility for the practice. Some are inclined to think the factorymen are to blame, others think the shippers are the ones on whom the odium should rest, but, in any case, green cheese continues to arrive on the British market, and Canada's reputation for fair and square dealing continues to depreciate in value. Shipments of cheese from Montreal during the last week amounted to 44,555

boxes, as compared with 21,591 boxes for the previous week, and 48,406 boxes for the corresponding week of last year. The total shipments since May 1 were 140,293 boxes, as compared with 188,930 boxes for the corresponding period of last year. Quotations are from 11¼ to 11¾c this week. The Board of Trade figures show receipts week ending June 6, 1908, 48,208 boxes, as compared with 63,604 boxes for the same period last year, and the yearly records compare as follows: 1908, 143,506 boxes, against 191,808 boxes for 1907.

The butter market, like cheese, has been stronger during the past week, and from the same causes country prices went higher and quotations here followed in line with them. The chief thing of interest to relate about the market is the fact that the first shipment of export butter was sent away this week. The steamer Montecalm, for Bristol, carried 1,522 packages. Up to this time last year, 10,663 packages had been exported.

Board of Trade returns show receipts as follows: For the week ending June 6, 1908, 15,796 packages, against 12,908 packages for same period last year. For the season ending June 6, 1908, the receipts were 37,083 packages, as compared with 56,515 packages for the same period last year.

## THE PROVISION SITUATION

Toronto, June 10.

Conditions are much the same in the markets this week. The British market is still depressed and heavily stocked with Danish bacon, in fact, there seems about the same story to tell each week. With this in view there is little encouragement offered for export business and the Canadian packing houses. With the opening of navigation and the outgoing season local demand is becoming brisk, but as yet the larger packers do not seem to have felt the effect of this.

Shipments of Danish bacon last week were again heavy, aggregating 42,000 cases. United States shippers have been easing a good deal in exports lately and their last week's reports show shipment to Great Britain of between ten and twelve thousand boxes. With these supplies the British market is pretty well stocked and there is little demand for Canadian goods at higher prices.

Deliveries have been more liberal during the week. An encouraging sign,

probably the result of the farmers' getting through with their spring work. Unfortunately the hogs brought in have not been of the best quality, there being too much fat in evidence. Prices remain about the same as last week, viz., \$5.75 to \$5.90 f.o.b. and \$6 to \$6.15 for hogs off cars at factory. These prices should bring in heavy supplies.

The possibility of a market for Canadian bacon in Japan is opened in a recent report from Alexander MacLean, Canadian Trade Commissioner at Yokohama. Writing under date of April 21 he tells of the favor with which a trial shipment was received, as follows:

"An old-established purveying firm, here and elsewhere in the Far East, were at last persuaded to give a trial order for Canadian bacon direct. They had been getting their bacon from London and from San Francisco and they thought they could do better.

"I took frequent occasion to differ from them as to the quality. The Eng-

lish was too fat and soft, and the American was much worse. The trial order from an Ontario packing house, came to hand about Christmas, and when they discovered the quality of it, they kept it off the counter until the English and American should be cleared out. This trial order proved so satisfactory that further orders are to go forward, and it is to be hoped the quality will be maintained.

"England, however, is the principal buyer of Canadian bacon, and England supplies bacon to Japan; yet this Canadian bacon delivered here direct from Canada, costs from one to two-and-a-half cents per pound more than recent deliveries of bacon from London. And the bacon that this firm imported from London was no chance-of-the-market—it was a standard and choice brand. The American bacon cost about five cents less than the Canadian."

The New York Journal of Commerce, in its weekly review of the situation in the United States, says:

"The past week has been a dull, unsatisfactory market for hog products; receipts have been larger than of late at the West and equal to last year. Stocks on the first of the month showed an unexpected increase in everything but domestic cuts of meats, which made a slight decrease compared with a year ago, due to the fact that they are being used in greater proportion than then in place of beef, owing to the comparatively higher prices of beef than hog products, and are still held at the late extreme prices, with cattle selling higher this week in the West than before on this crop. The present prices of beef are, therefore, likely to be maintained until grass fed beef become more plentiful late in the summer and early fall. While the receipts of hogs have been larger, the average weight has been declining, and is now considerably less than a year ago, which offsets in a measure the decreased consumption. But the latter has been sufficient to produce an increase in stocks that was unexpected. This has been due to the bad times, the reduced employment and to economy in consumption on the part of those employed, of which packers complain more severely in the beef trade than in hog products, as all classes of consumption have decreased, especially of the low grades.

"Added to the continued stagnation in the cash market and the increase in stocks, there has been no sustaining power except the shorts taking profits. The decline in grain has also helped the bearish feeling and depression, as




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 ALWAYS A BUYER AND SELLER  
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**GEO. W. PROUT, Winnipeg**

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 Get highest CASH prices on the  
**REGINA MARKET**  
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**BUTTER, EGGS and POULTRY**  
 by shipping direct to  
**THE REGINA**  
**FRUIT AND PRODUCE CO.,**  
 ROSE ST. REGINA, SASK.  
 Trial orders and correspondence solicited

**SALT**  
 Car lots of Fine, Medium or Coarse,  
 in Barrels, Sacks or Bulk.  
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 Write or 'phone us to-day.  
**EGG CASES SUPPLIED**  
**Rutherford, Marshall & Co.**  
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**TORONTO.**

**FEATHERS** of all kinds and  
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 at reasonable prices of  
**P. POULIN & CO.**  
 MONTREAL  
 Ask for quotations.

  
**USE OVAL WOODEN  
 BUTTER DISHES.**  
**THOMAS BROS., St. Thomas, Ont.**

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 mention having seen the advertise-  
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well as stagnation, is more general in the trade. As to the summer supply of hogs, some think receipts are to let up soon, but the completion of planting generally increases supplies, and why it should not do so this year is not explained. The feeling in the provision trade is more general that it is useless to try to bull food products in hard times with high prices, when nobody will buy anything ahead of immediate wants, which are largely reduced by consumption. The only thing in the favor of the bulls is the falling off in the weight of hogs, which would indicate closer marketing than usual on account of the scarcity and extremely high prices of corn, and this may prove a very important factor before we reach the new crop, should the shortage in the corn crop prove as great as the bulls claim."

**PROVISION MARKETS**

**MONTREAL.**  
**PROVISIONS**—The provision market is some weaker this week owing to a decline in live hogs of from 15 to 25c per 100 pounds. This condition may be attributed to the increased receipts from the Northwest and decline in prices for Canadian bacon in the foreign markets.

Lard, pure tierces.....	0 12
" " 55-lb. tubs.....	0 13
" " 20-lb. pails, wood.....	0 12 1/2
" " cases, 10-lb. tins, 50 lbs. in case.....	0 13
" " 5-lb. " ".....	0 12 1/2
" " 5-lb. " ".....	0 12 1/2
Lard, compound, tierces, per lb.....	0 08 1/2 0 09 1/2
" " tubs.....	0 08 1/2 0 09 1/2
" " 20-lb. pails, wood.....	0 09 0 09 1/2
" " 20-lb. pails, tin.....	0 09 0 09 1/2
" " cases, 10-lb. tins, 50 lbs. in case.....	0 09 1/2 0 10
" " 5-lb. " ".....	0 08 1/2 0 09 1/2
" " 5-lb. " ".....	0 08 1/2 0 09 1/2
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork.....	22 00
Canadian short cut clear.....	21 50
American fat back.....	23 00
Breakfast bacon, per lb.....	0 13 0 15
Hams.....	0 12 1/2 0 14 1/2
Extra plate beef, per bbl.....	13 00 14 50

**BUTTER**—The local butter market is somewhat stronger this week which is due to the advance in the country. Another reason of the advance is the keen competition which prevails as much of the available supplies are going into storage. Butter is now being quoted at 22 1/2c in large lots for creamery and 23c in small lots. Not a large amount of dairy arriving.

Fresh Creamery, solids, lb.....	0 22 1/2 0 23
" " prints, lb.....	0 22 1/2 0 23 1/2
Dairy, tubs, lb.....	0 17 0 20

**EGGS**—Eggs are arriving freely and a fair trade is being done by the jobbers. Prices remain practically the same.

New laid.....	0 17 0 18
No. 2 Eggs.....	0 14 0 14 1/2

**CHEESE**—The cheese market fell off some during the week but is stronger now. The price in the country is firmer and that has caused a strengthening of the markets here. Supplies are arriving freely, a condition which it is thought will continue for some time.

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

**HONEY**—Prices rule steady owing to

a small demand and small supplies. Very little trade passing in this line.

White clover comb honey.....	0 14 0 15
Buckwheat, extracted.....	0 09 0 11
Clover, strained, bulk.....	0 10 0 11 1/2

**TORONTO.**

**PROVISIONS**—An active demand has made the past week a very bright one in this market, and the dealers are in good humor for discussing things generally and for talking hopefully of future trade. Regarding the increase of beef prices in the United States, Toronto dealers do not anticipate any increase here, either in beef prices or in those of provisions generally, as Canadians are practically free from conditions which affect the United States.

Ham and bacon prices are a little easier compared with a week ago, and the season is opening up very fair. Lard is firm with little demand, and a firm market prevails in other lines.

Long clear bacon, per lb.....	0 10 1/2 0 10 1/2
Smoked breakfast bacon, per lb.....	0 14 0 15
Roll bacon, per lb.....	0 13 0 13 1/2
Small hams, per lb.....	0 13 0 13 1/2
Medium hams, per lb.....	0 13 1/2 0 13 1/2
Large hams, per lb.....	0 12 0 12 1/2
Shoulder hams, per lb.....	0 09 1/2 0 10
Bacon, plain, per lb.....	0 16 1/2
" " pea meal.....	17
Heavy mess pork, per bbl.....	18 50 19 01
Short cut, per bbl.....	22 50
Lard, tierces, per lb.....	0 11 1/2
" " tubs.....	0 12 1/2
" " pails.....	0 9 0 10
" " compounds, per lb.....	15 01 15 53
Plate beef, per 300-lb. bbl.....	0 18 0 08 1/2
Dressed hogs.....	

**BUTTER**—An easier market rules this week and both supply and demand are very free. Creamery along with other lines has declined, but commands a very fair price compared with the other grades. Although ordinary dairy prints are quoted a buyer could not obtain any early in the week. Farmers are now putting up butter in pails and cases.

Creamery prints.....	Per lb. 0 21 0 22
Creamery solids.....	0 20 0 21
Farmers' separator butter.....	0 19 0 20
Dairy prints, choice.....	0 18 0 19
" " ordinary.....	0 17 0 18
" " tubs.....	0 17 0 18
Bakers' butter.....	0 15 0 17

**EGGS**—The price continues to hold up and is the same as quoted for the past three weeks. The market generally, however, is easier, and there may be a lowering in price before another week goes by. There are more eggs offering, but competition in buying and the increased shrinkage during the warm weather is held accountable for the firmness in price.

Eggs, new laid.....	0 18
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**CHEESE**—A quiet market with an unchanged and steady price prevails. Old cheese is going slowly and the new brands are offering slightly freer.

Cheese, large, prime old.....	0 14
" " new.....	0 11 1/2 0 12
" " twins, new.....	0 12 1/2 0 12 1/2

**POULTRY**—Easier prices rule an easy market, and for some few weeks the demand may be expected to be light. The prices quoted are for live weight, the weather being too warm for dressed fowl.

Spring chickens, per lb.....	0 25 0 30
Hens, per lb.....	0 10 0 10
Ducks, per lb.....	0 12 0 14
Turkeys, per lb.....	0 11 0 13

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# CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

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**

# Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING**. Manufactured in Canada only by

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## Goods of Established Reputation

sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

# HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

make new customers and hold old ones because they are known to be pure, clean-made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes.

Money back to your customer if they fail to please.

Anything that's "HEINZ" is Safe to Sell.

**H. J. HEINZ COMPANY,**

New York      Pittsburg      Chicago      London

There is only one

# BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to

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308 Ross Avenue
- A. G. URQUHART & CO. - - - - - VANCOUVER  
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throughout Canada



**TRADE NOTES.**

W. D. Kipp, grocer, Vancouver, is succeeded by J. L. Smith.

Racicot & Racicot, grocers, Montreal, have dissolved partnership.

S. L. Heath, grocer, Vancouver, B. C., has sold his business to J. Livesly.

George Walker, Hamilton, an old-time grocer, died recently in that city.

The North Port Canning Co., Ltd., North Port, Ont., has obtained a charter.

J. H. Donnelly, Cayuga, Ont., has sold his grocery business to J. A. Tooley.

Latour & Buissieres, wholesale tobacconists, Montreal, have been registered.

Mrs. Sophie Lacasse, general merchant, St. Andre Avelin, Que., has assigned.

Smith, Flannery & Jenne, general merchants, Sutton, Que., have been registered.

W. A. McMaster, Havelock, Ont., has purchased Thompson Bros.' grocery business.



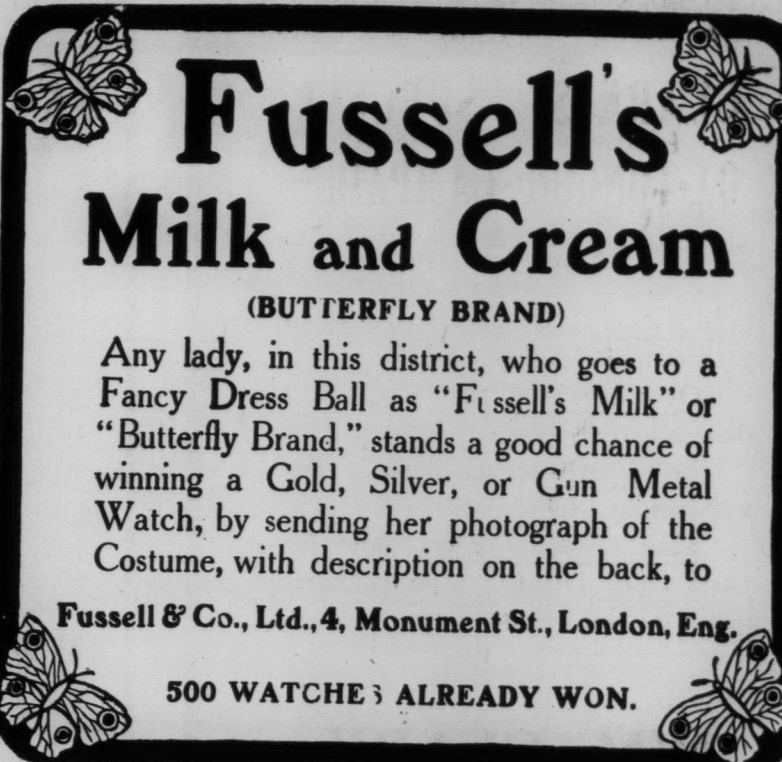
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**PEANUT ROASTERS  
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Great Variety, \$8.50 to \$250.00

**EASY TERMS.  
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## Milk and Cream

(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to


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**500 WATCHES ALREADY WON.**

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Carman Escott & Co.,	-	Winnipeg, Man.
J. S. Creed,	-	Halifax, N.S.
C. Fairall Fisher	-	Montreal
Sol. Oppenheimer	-	Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

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**Used Throughout Canada**

# Mott's

"Diamond" and "Elite"  
brands of

# Chocolate


When the housekeeper asks for Chocolate, either for cooking or drinking purposes, the safest thing to do is to suggest "MOTT'S."

**John P. Mott & Co.,  
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# "FORCE"

YOU SELL

makes as much profit for you as it does for any of your competitors. When you sell it you do as much for us as he does and we treat you just as well. **No deals on "FORCE"**—no schemes, no plans, no gold bricks but a fair and square proposition and an average profit of

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Golddust  
White co  
Boiled co

FLC  
and e

THE FLOUR AND CEREAL MARKETS

Large Offerings of Grain and Light Demand Make Prices Easier—Business Good in East, Less Active in Ontario and West.

The larger offerings of grain at country points this week, together with light demand, has made the markets all round somewhat easier. The highly encouraging crop reports received from all parts of the country have had the effect of inducing the farmers to bring in their grain and this at a time when millers are not at all anxious to buy naturally forces prices down. Business in Quebec and the Eastern Provinces continues fairly good but through Ontario trade is dull.

Large supplies of wheat and light demand account for a slump in Ontario flour prices of from 10 to 40 cents on different grades, as noted below. Millers do not seem to be much interested in the market and under present conditions there is little possibility of any export business being done.

Business in oats and oatmeal is pretty fair this week all round. Some small shipments are going to British ports but this business is not noteworthy.

their influence on flour and a slump of from 20 to 30 cents was made during the week. Local demand is very light and millers report that prices will probably go lower.

<b>Manitoba Wheat.</b>	
80 per cent. patents.....	5 30
85 " " " ".....	5 00
Strong bakers.....	4 87
<b>Winter Wheat.</b>	
Straight roller.....	3 90 4 00
Patents.....	4 81
Blended.....	5 00

**CEREALS**—Business is fair this week and demand is better in eastern parts of the province than in the west. Supplies of milling oats are offered very freely and as millers seem to be fairly well supplied and are not anxious to buy, this has caused a slight easiness in this line. Small shipments of rolled oats are being made to Great Britain. Prices are unchanged.

Rolled wheat in barrels, 100 lbs.....	3 00
oats in bags, per bag 90 lbs.....	2 85
oatmeal, standard and granulated, in bags 98 lbs.....	154

**ONE-FIFTH MORE FRUIT IN B. C.**

The secretary of the B. C. Fruit Growers' Association, W. J. Brandwith, Ladner, B.C., says one-fifth more British Columbia fruit will be marketed this year than last, because of the increased acreage under cultivation, and this in spite of the fact that 1,000,000 fruit trees were planted last year. The fruit exchange has a standing order from Australia for 30,000 boxes of assorted apples but the spareity in quality and species will not allow of many to be exported. The English market is practically unknown as yet, although several tried shipments have met with success in the Old Country. The transportation difficulty is still a barrier, although the Panama Canal, when completed, may offer a cold storage direct water route to Great Britain.

**MONTREAL.**

**FLOUR**—There is a very good local trade. The demand from other points is good, but presents a difference in character, as the orders are mostly small but frequent, thereby making the total good. There is a marked absence of large shipments. Prices have not changed this week.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 20
Glenora.....	5 70
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 50

**FEED**—The feed market is somewhat brighter this week, the demand having livened up. The price remains unchanged from quotations of last week.

Ontario bran.....	23 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
" bran.....	23 00
Mouille, milled.....	27 00 31 00
" straight grained.....	27 00 33 01
Feed flour.....	1 50 1 80

**ROLLED OATS**—Rolled oats have not been in quite as good demand during the last week as for sometime previously, although the local trade remains rather good. Prices have not presented any new features during the past week.

Fine oatmeal, bags.....	3 27
Standard oatmeal, bags.....	3 27
Granulated.....	3 20
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 70
Rolled oats, 90-lb. bags.....	3 00
" 90-lb. bags.....	2 75 2 80
" bbls.....	5 85 6 25

**TORONTO.**

**FLOUR**—The splendid crop reports and easier wheat markets have had

Jay Brand, grocer, Palmerston, Ont., is adding ice cream and soft drinks to his business.



These are the soda biscuits which bring in quick cash dividends and add laurels to the best of grocery reputations. There is no biscuit on the market which can for an instant compare with

Mooney's Perfection Cream Sodas

In delicious and long-lasting crispness.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



GOX'S GELATINE

GOX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents  
 G.E. Colson & Son, Montreal  
 D. Masson & Co., " "  
 A. P. Tippet & Co., " "  
 J. & G. Cox, Ltd.  
 Gorgie Mills  
 EDINBURGH



**TRADE NOTES.**

The assets of Ernest and Joseph Hemond, general merchants, Mont Louis, Que., were sold on June 5th.

Carscadden & Mullen, grocers and crockery merchants, Lindsay, Ont., have sold their business to John W. Lamb.

A. McDonald & Co., wholesale grocers, Winnipeg, are contemplating open-

ing a branch warehouse in Saskatoon, Sask. This firm already have nine branches in the west.

At the request of the president and principal shareholder, S. Lachance, La Cie des Laboratoires S. Lachance, Montreal, has been placed in liquidation under the provisions of the Winding-up Order Act. In support of his petition for liquidation, he states that on account of the unsatisfactory state of business

conditions in general, it is in the interests of the creditors and shareholders that the affairs of the company be wound up. The failure, however, is not one likely to involve any loss to those interested, as the assets are said to be in excess of the liabilities. The shareholders are nine or ten in number. Joseph J. Desautels was appointed provisional liquidator and the meeting of the creditors fixed for June 10.

48 Highest Awards in Europe and America

**WALTER BAKER & CO.'S  
CHOCOLATE  
& COCOA**



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

Registered U.S. Pat. Off.

**Walter Baker & Co., Limited**  
Established 1780, Dorchester, Mass.  
Branch House, 86 St. Peter St.  
MONTREAL, CANADA

**MEGS**

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

**SUCHARD'S COCOA**

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

FRANK L. BENEDICT & CO., Montreal Agents.

**H. CONSTANT**

First and sole maker in Canada of all kinds of

**MACARONI, VERMICELLI AND PASTES**  
92 Beaudry Street MONTREAL

**OPEN TO BUY**

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

C. A. PARADIS, Quebec

**POT AND PEARL BARLEY FEED**

CALEDONIA MILLS

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**

**BODE'S CHEWING GUM**

High Quality and absolute Cleanliness Guaranteed.  
Largely advertised and good profit. Private brands to order.  
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

The Ideal Conditions Under which

**Ridgways TEA**

is grown guarantee its full rich flavor and expert blending insures its uniform high-grade quality. This combination in conjunction with our extensive advertising maintains a large demand.

RIDGWAYS LTD., - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.  
John Robertson & Son, Vancouver, B.C.

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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**

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
The Wiseman Ashley Co., Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

**Our Orange Chocolate Cream Bar**

Has made a distinct hit with the Canadian public. It is a delicious confection, and being saleable at a popular price it is in demand everywhere. Grocers handling the line are making good profits.

**Chocolats Meurisse**

**J. A. HERREBOUDT, Manager.**

**22 Lemoine Street, - - MONTREAL**

Agents:

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



**THE DOMINION WAFER CO.,**  
44 St. Vincent Street, MONTREAL

**BISCUIT CUPS**

A SPECIALTY.

ICE PIES,  
ICE CORNETS,  
Etc., Etc.

Dealers in Choice Ice Cream.

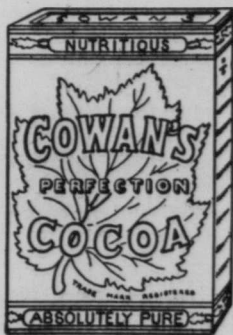
Telephone Main 1310.

Perpetually Pleasing to  
Particular People

That is why

**COWAN'S**  
**Cocoa and Chocolate**

is an "all the year, 'round" seller



No flavor  
equal to  
Cowan's

To pull  
profits—  
try  
Cowan's

**The Cowan Co., Ltd.**

They  
Can't  
Use  
This  
Signature.



W. K. KELLOGG

on a package is your absolute protection  
in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Ban-  
natyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and  
Victoria, B.C.





## EFFECTIVE WINDOW DRESSING

An Easter Grocery Window From Halifax Showing Several New Ideas—Electric Lights Made Into Easter Lilies.

C. E. Choat & Co., of Halifax, have forwarded for reproduction, the photo of their Easter window this year, which is shown herewith. The window is certainly a striking one and includes several new ideas which may come in useful to other grocers.

The company describe the window and its construction as follows:

"In the centre of the window is a large looking-glass, lying flat. On the glass, as if swimming, are a number of young ducks and goslings. From the four corners of this sheet of glass electric wires are carried to the extreme top corners of the window. Thirty-two little electric lamps, different colors, are studded about the window. The whole window decorations are white Easter lilies and green crepe paper. Piles of

proved a success as a seller is emphasized in the comment above.

### THE PHILOSOPHY OF WINDOW-DRESSING.

The show window, rightly used, is one of the strongest factors for attracting trade in the modern retail business world. To make the window pay, to make it a vital force in enlarging a business by constantly drawing new customers into the store, requires time and labor, and the exercise of good taste and judgment. If a merchant buys advertising space in a newspaper or elsewhere he devotes considerable thought to filling it with attractive matter. He makes frequent changes so that his advertisements are always new and fresh

the window will keep the world informed of the changes going on within the store, the new bargains, the beginning of special sales and the arrival of new goods.

The object of all good window trimming is first to draw spectators to the window, then to hold their attention, and finally induce them to enter the store. For this reason every trim should have some novel feature, unique in itself, and belonging peculiarly to the exhibit of which it is a part. Any unusual arrangement of the goods in hand will attract attention. The massive style, in which a large number of the same article are grouped in a window, or at a particular spot, is often effective. For variety use the light, delicate style, in which a few objects are grouped in a graceful, artistic fashion which compels attention and admiration. Set pieces, in which various objects are used to create outdoor scenes or other pictorial effects, can be used in thousands of varieties and to good advantage. Articles in motion will invariably draw



AN EASTER WINDOW IN A HALIFAX GROCERY.

Easter eggs and fruit are distributed throughout the window. The background is filled with Easter cookies.

"We always use our windows to sell from, and by Easter Saturday midnight this window looked as if a cyclone had struck it. We were sold out of everything in it."

Perhaps the most novel feature about the trim in this instance is the covering the electric lights to represent Easter lilies. The window must be a large one and from that standpoint one that would be rather hard to dress to give a good effect. In this case the original plan has been followed out with good effect and with a commendable degree of uniformity. One attractive feature about the window is the excellent motto and price cards which are well done and add a good deal to the selling power of the window. That it

and suited to the varying needs of the buying public. The show window is a valuable advertising space which costs the merchant something in rent and other expenses. He has it on his hands and can turn it to good account or he can neglect it, letting it remain a constant bill of expense from which he derives no benefit.

The slovenly show window knocks business. It drives away trade. It deters many from entering who fear to find the interior as poorly managed as the exterior. The show window is an index to the store. A neat, tasty display, with goods shown to their best advantage, indicates a well-kept, businesslike establishment. The customer who enters and finds that the interior bears out the promises made by the window display goes away satisfied and is sure to return. Constant changes in

spectators to a window. A flag waving in a breeze created by a concealed electric fan, a windmill operated by motor, or mechanically moving lights, are commonly used to good purpose. The idea can be employed in a thousand different ways. Special exhibits, such as cooking, the making of shoes or weaving of rugs, in which the construction or use of the article advertised is shown in actual operation, are sure means of obtaining publicity if not used too often.—Show Card Writer.

### WINNIPEG ABBATOIR BURNED.

The big abbatoir of Gordon, Ironsides & Fares, Winnipeg, was severely scorched by fire on Thursday of last week. The loss is heavy but is covered by insurance. There will not be any serious interruption to the firm's business.

# **THE OLD RELIABLE**

# **ROYAL**



# **BAKING POWDER**

**Absolutely Pure**

## **THERE IS NO SUBSTITUTE**

**(Though many imitations)**

**All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.**



# FRUITS, VEGETABLES AND FISH

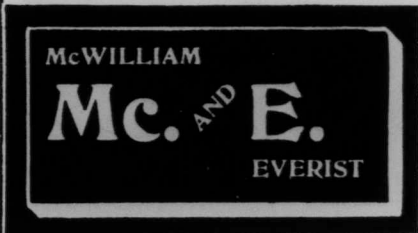
Canadian Strawberries Arriving—Imported Peaches a New Line—Potato Prices Tumbling—Tomatoes of Good Quality—Large Sales of Fish.

## Strawberries

Have to arrive this week, one car each day of fine stock, the best that can be procured. They are Marylands, Delawares and Virginias. Prices will be some easier, will bill at lowest market prices.

Pineapple market is little higher on 24s, fruit is fine and demand heavy.

Have full supply of Oranges, Lemons, Cabbage, Cucumbers, Onions, Tomatoes, Asparagus, etc.



25-27 Church St., TORONTO



### QUEEN QUALITY PICKLES

Sweet—Mixed and Chow  
Bulk Pickles  
Tomato Catsup  
Worcester Sauce  
Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited  
OWEN SOUND

Canadian small fruits are beginning to arrive, strawberries from the Niagara district having made their appearance on the Toronto market, and are expected to be placed on sale in Montreal in a few days. By the end of next week the various centres of the country will be handling this luscious little berry, which grows so plentifully in various sections of Canada. Strawberries and all Canadian fruits are said to be more than ordinarily plentiful this year and the markets should be very active all summer.

Oranges, lemons, pines and bananas are going out well—in fact the fruit business now being done is more than eclipsing that of last year, and the fruit men are consequently found in a very grateful mood.

Potatoes and tomatoes are the prominent lines in vegetables, the former declining somewhat in price both on account of the new grades offering and also because the stocks are accumulating on the dealers' hands. Tomatoes are of fine quality this year. As yet only the imported variety has been arriving; but if the Canadian stock compares at all with this grade a very good business season in this line may be expected. The fish of various kinds now offering are fresh caught lines—fresh water fish and fresh sea fish. A very encouraging business is being done all over the country, and it is not at all unusual to see some dealers clean out their daily supply before the noon hour arrives.

### MONTREAL.

GREEN FRUITS—The fruit trade is very brisk just now, owing to the warm weather, which has a beneficial effect upon this market. While the best grade of lemons remain at the same price, there are other grades offering at much reduced figures, as compared with last week's quotations. Valencia oranges have declined for best brands; likewise pineapples are a little cheaper. Other lines remain the same as at the last quotation. California summer fruits, plums, peaches, apricots, will be arriving now in a fortnight. First receipts are anxiously awaited.

Bananas, fine stalks	2 00	2 25
Cocoanuts, new, per bag	4 50	4 50
Lemons	1 25	3 00
Navel oranges	4 00	4 50
Florida oranges, box	3 50	3 50
Porto Rico oranges, box	2 50	2 50
Jamaica oranges, bbl	4 00	4 00
Valencia oranges	4 00	4 75
Pineapples, case	2 80	3 15
Grape fruit, box	3 25	3 25
Almeria Grapes, keg	6 00	6 00
Strawberries, qt.	0 10	0 15
Apples	3 75	6 00
Sorrento oranges	2 25	2 50

VEGETABLES—Vegetables have not shown as much change in price during the last week as might have been expected for this time of the year. Florida tomatoes have dropped considerably, being now quoted at \$3 to \$3.50, instead

of \$4 to \$4.50, as last week. New cabbages have declined 25c, and new potatoes are worth \$4.50, instead of \$5, as at the last quotation. The demand is excellent, which is largely responsible for the firm tone of the market.

Parsley, per doz. bunches	0 85
Sage, per doz.	0 60
Savory, per doz.	0 60
Cabbage, bbl.	1 50
Turnips, bag	0 75
Celery, doz.	0 75
Water cress, large bunches, per doz.	0 75
Spinach, bbl.	3 00
Green peppers, crate	3 50
Boston hot house cucumbers, basket	2 50
California asparagus, bunch	1 50
Potatoes, per bag	1 05
Sweet Potatoes, basket	3 25
Beets bag	0 75
Carrots, bag	0 60
Tomatoes, Florida, crate	3 00
Tomatoes, hot house, per lb.	0 30
Spanish onions, small crates	0 70
" large crates	3 00
Canadian onions, lb.	0 03
Egyptian onions	0 03
Boston lettuce, hot house, per doz.	1 01
Radishes, doz.	0 40
Canadian parsley, doz.	0 25
Mushrooms, per lb.	0 75
Horse radish, per lb.	0 15
Beans, green, basket	3 25
French beans, wax	6 25
Egg plant, doz.	2 50
California cauliflowers, per crate of 16	4 00
New cabbage, crate	2 00
Florida Celery crate	2 75
New potatoes per bbl	4 51

FISH—The fish market has sustained a few declines during the last week, among which are haddock, mackerel and Gaspé salmon. Mackerel is down the lowest it has been during the season. Cod is in good supply also haddock. There has been a scarcity of brook trout, but it is expected these fish will arrive freely very soon. Lake fish, such as dore, trout and whitefish, are arriving in good quantities. Gaspé salmon is much lower this week. Demand has been good.

### Fresh and Frozen Fish.

Brook trout, lb	0 18
Haddock, per lb	0 64
Fresh halibut	0 09
Mackerel	0 07
Dore	0 10
Pike, lb	0 04
Whitefish, lb	0 05
Flounders, lb.	0 08
Bluefish, lb.	0 15
Shad, each.	0 15
Striped Bass, lb.	0 09
B. C. salmon, lb.	0 07
Qualla Salmon, lb.	0 18
Smoked and Salted—	
Haddies, box 8, per lb.	0 07
Kipperd Herring, 50 in box	1 00
Yarmouth Bloaters, per box	1 10
Prepared and dried—	
Shredded cod, box of 2 dozen cartons	1 41
Skinned cod, 100 lb. cases	5 80
Strictly boneless pure cod, boxes	0 08
Boneless cod, 20 lb. boxes	0 05
Boneless fish, 20-lb. boxes, block	0 04
Boneless fish, 20-lb. boxes, per lb.	0 04
English strip cod 30 lb boxes per lb.	0 09
Cod bits, 3 lb boxes, per lb.	0 07
Oysters and Lobsters—	
Malpeques, bbl.	5 00
Standards, bulk, per imp. gal	1 50
Standards, quart tins, sealed	0 90
Paper pails, 100, pint size	1 10
" 100, quart size	1 50
Pickled fish—	
No. 1 Labrador herring, per half bbl.	3 70
No. 1 Mackerel, 20-lb. kits.	1 75
Green cod, large, lb.	0 04
Green cod, 1 lb.	0 03
Labrador Salmon, 1-bbls.	8 50

### TORONTO.

GREEN FRUITS—The warm weather is making business very brisk, and already a larger volume of trade is being done than last year. This speaks well for the financial condition of the coun-

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Lemons, Calif...  
" Measi...  
Bahamas, 80's...  
Apples, No. 1...  
" No. 2...  
Bananas J m...  
" Jams...  
" Jumb...  
Pineapples...  
Strawberries...  
Rhubarb, Can...  
Cocoanuts, per...  
Cherries, Calif...  
Watermelons...  
Limes, per 100...  
Cantaloupes, 3

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Egg plant case...  
Beans, wax, per...  
" white...  
" lima, pe...  
Peas, new, ham...  
New Brunswick...  
Potatoes, Cana...  
" new...  
" Bern...  
Sweet Potatoes...  
Onions, Be mu...  
" per bag...  
" green...  
Onions, Egypti...  
Cabbage, new...  
Carrots, new, in...  
Parsley, per doz

Perch, large, pe...  
Blue pickerel, 2...  
White fish, Gec...  
Herring, medit...  
Whitefish, Lake...  
Cod, fresh...  
Finan Haddie...  
Trout, fresh, pe...  
Clacods, per bu...  
Halibut, fresh...  
Shredded cod...  
Live lobsters...  
Bluefish, small...  
Haddock, fre-h...  
Bloaters, box...  
Lake Herrings...  
Sturgeon, per li...  
Sea salmon

FISH—  
—haddock

try, and gives a black eye to the depression we have been hearing so much about of late. Pineapples and bananas continue to be the staple articles, and oranges and strawberries are interesting features. Navels are about done (this week will see the last of them), but California late Valencias are taking their place. Canadian strawberries are now on the market—in small lots, however—but by Saturday they will be here in fairly large quantities, and by next week a bumper business should be doing. Texas peaches are the new line, and California peaches, plums and apricots are expected along in a few days.

Oranges, Navel, .....	3 50	4 00
"  Navels, small sizes .....	4 00	4 50
"  Valencias, cases .....	4 80	4 75
"  Bahamas .....	2 00	2 50
"  Mediterranean sweets .....	2 50	3 00
"  Sorrento, boxes .....	1 50	2 00
"  Messin. Paterno, half boxes .....	2 00	2 25
"  Blood half boxes .....	3 25	4 10
"  Blood, California .....	2 50	3 00
Lemons, California, 240, 300, 360, 420 .....	2 50	3 00
"  Messinas, new crop .....	3 00	3 50
Bahamas, 80's, 96's, 112's, box .....	2 00	2 50
Apples, No. 1 winter fruit fair cy spies .....	5 50	6 00
"  No. 2 .....	2 25	3 00
Bananas, J maicas, eight .....	1 25	1 50
"  Jamaica frata, per bunch .....	1 60	2 00
"  jumbo bunches .....	2 00	2 25
Pineapples .....	2 75	3 50
Strawberries, qts., Canadian and imported .....	0 15	0 17
Rhubarb, Canadian per doz .....	0 15	0 25
Cocconuts, per 100 .....	4 50	5 00
Cherries, California, box .....	2 75	3 00
Watermelons .....	1 25	1 50
Limes, per 100 .....	8 00	8 00
Cantaloupes, Mexican, crate .....	8 00	8 00

VEGETABLES — Potatoes are the most talked of line this week. Although not coming in very freely, the offerings are considerably more than the demand. Dealers are fully stocked up and prices have come down accordingly. Various prices are given ranging all the way from 75 cents for Ontario to \$1.10 for Delawares. The drop in the price of imported new potatoes, too, has much to do with the easing up of the potato market. Some of the Canadian early vegetables have declined in price and asparagus is almost off.

Celery, Canadian, per doz .....	0 30	0 40
Lettuce, imported .....	1 00	1 25
Lettuce, Canadian, doz .....	0 30	0 75
Cucumbers, Canadian, per doz .....	0 75	1 25
Cucumbers imported, per hamper .....	1 75	2 25
Tomatoes, imported, per crate .....	1 10	2 00
Mushrooms, per lb. .....	0 15	0 20
Asparagus, per doz., Canadian .....	0 50	0 75
Spinach, Canadian, bush .....	0 50	0 75
Asparagus Canadian, per dozen .....	0 51	0 75
Beets, dozen bch .....	0 75	1 10
Egg plant case .....	3 00	3 00
Beans, wax, per bush .....	2 55	2 55
"  white .....	1 77	1 77
"  lima, per lb .....	0 75	0 00
Peas, new, hamper .....	1 75	2 50
New Brunswick Delawares, per bag .....	0 85	1 00
Potatoes, Canadian, per bag .....	0 75	0 90
"  new, bbl., Virginia .....	1 25	1 50
"  new, Texas bush .....	1 50	1 50
"  Bermudas, per bush .....	3 00	3 00
Sweet Potatoes (Jersey), per bbl. .....	3 00	4 00
Onions, Bermuda, per 50 lb. c ate .....	1 23	1 50
"  per bag .....	1 45	1 50
"  green per doz., Canadian .....	0 15	0 15
Onions, Egyptian, per sack .....	2 75	3 00
Cabbage, new per c ate .....	1 75	2 25
Carrots, new, imported, per doz. bunches .....	0 80	1 25
Parsley, per doz .....	0 30	0 20

Perch, large, per lb .....	0 06	0 07
Blue pickerel, per lb .....	0 05	0 07
White fish, Georgian Bay, per lb .....	0 09	0 09
Herring, medium, per lb .....	0 06	0 06
Whitefish, Lake Erie .....	0 10	0 10
Cod, fresh .....	0 08	0 08
Finnan Haddie .....	0 07	0 08
Trout, fresh, per lb. .....	0 09	0 09
Ciscods, per basket .....	1 00	1 00
Halibut, fresh caught .....	0 10	0 10
Shredded cod per doz .....	0 90	0 90
Live lobsters .....	0 18	0 18
Bluefish, small white, per lb .....	0 07	0 07
Haddock, fresh .....	0 06	0 06
Bloaters, box .....	1 35	1 35
Lake Herring, 1 bbl .....	3 00	3 00
Sturgeon, per lb .....	0 12	0 12
Sea salmon .....	0 18	0 18

FISH—But one price change is noted—haddock has dropped a cent, and is

# Watermelons

# Texas Tomatoes

## Florida and Cuban Pineapples

CARLOADS OF STRAWBERRIES DAILY

Early Vegetables

California Fruit

We are importing every seasonable line of Fruit

SEND US YOUR ORDERS.

## WHITE & CO., Limited

Branch at Hamilton

TORONTO, CAN.

## It's Not Guesswork, Boys

It's a fact—this hot weather is certainly "doing things" to the "St. Nicholas" Lemon stocks—the best always go first. There won't be any St. Nick. Nov. Cuts left when "St. Nicholas" Verdellis arrive. Protect yourself by buying a little stock ahead.

W. B. Stringer & Co., Sole Agents, Toronto

# FANCY RIPE

Pineapples, all sizes

Bananas, fat fruit

LOWER PRICES THIS WEEK

also

FLORIDA TOMATOES, Fine Quality

CAROLINA STRAWBERRIES, quart boxes

Send us your orders

## HUGH WALKER & SON

GUELPH, ONT.

now quoted at six cents a pound. Cod, very few of them being caught. The although still on the list, is not to be fresh water lines are still going out very had in town, and from advices received well, and business in general is more from Montreal they are not to be had, than fair.



**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

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

**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)

**EXPERIENCED MANAGER**, hustling salesman, age 30, enthusiastic, energetic, large experience on the road, capable organizer, invites correspondence from leading manufacturers. **CANNED GOODS SPECIALITIES**—sardines, fruits, etc. Sole agency Great Britain, or willing organize sales. Good knowledge of advertising. 10 live agents covering country. About 2,000 open accounts wholesale and retail grocers throughout the country. Independent hard worker. Highest credentials. Society guarantee. Only high class firms wishing permanent arrangements entertained. Salary, commission, expenses. Apply Box 32, CANADIAN GROCER, 88 Fleet St., London, Eng. (24)

**FOR SALE**

**FOR SALE**—Two-horse peddling wagon, used one year, built for general store stock. Box 303, CANADIAN GROCER. (25)

**FOR SALE**—Grocery business in Cobalt, for cash. Cash turnover \$60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont. (27)

**ONE GENERAL STORE**, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about \$3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

**GENERAL STORE BUSINESS**—Live town; money-maker; must be sold at once. Apply W. F. Morley, 9 Front Street East, Toronto. (24)

**BOOKS FOR THE GROCER.**

**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.

**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.

**BUSINESS CHANCES.**

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

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

**\$4,500**—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

**\$1,800**—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

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

**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.

**PERIODICALS.**

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

**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.

**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** 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.

**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.

**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.

**SITUATIONS WANTED.**

**UP-TO-DATE GROCER**, good salesman, desires a change. First class references. Apply Box 198, GROCER. (25)

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (116)

**THE WHAT, THE WHY, THE WAY.**—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the **INTERNAL BATH**. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to **TYRRELL'S HYGIENIC INSTITUTE**, 285 Fifth Ave., New York, N.Y.

**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.

**AN EXCEPTIONAL** good opportunity for firms desiring to have their small iron and wooden wares manufactured in Canada. Have factory already started manufacturing patented store fixtures for the retail grocer. Have first class references as to ability and responsibility. Will undertake the manufacture and selling of any article of merit. Box 200, CANADIAN GROCER, Toronto. (25)

**TO LET.**

**TO LET**—In town of Walkerton, the most up-to-date grocery stand for best family trade. Splendid opening for first class grocer. Address, Box 201. (25)

**OFFICE SUPPLIES.**

**ELLIOTT-FISHER ADDING TYPEWRITERS**

Elliott-Fisher Limited, 129 Bay St., Toronto

**FOOD SHOW PROMISES SUCCESS.**

Winnipeg Exhibition Opens With Large Attendance and Good Prospects.

The Winnipeg Pure Food Show, which opened in the Auditorium Rink on Monday the 8th, promises to be a big success. The attendance on the opening day was large, the big attraction being the presence of the Kilties Band from Toronto. The show has been well advertised and the public interest is keen.

The Dominion Wafer Co., Montreal, has been registered.

**Ship your DRIED APPLES**

before warm weather sets in

**O. E. ROBINSON & CO.**  
Established 1850  
Ingersoll - Ontario

**LEMONS** First-class 300s.  
at \$2.50 per box.  
**THE DAWSON COMMISSION CO., TORONTO**



**IN NEW FACTORY.**

The T. L. Mathieu Co., Sherbrooke, Que., are settled in their large new factory in that city. The building, 55x65 feet, comprises three floors and a basement, is of modern construction, and is perhaps the largest factory of its nature in Canada. Their faith in the steady demand for their Syrup of Tar and Cod Liver Oil is amply proved.

**LOBSTERS DOING WELL.**

**Experiment of Transplanting to Pacific Coast Seems Successful.**

Despatches from Vancouver state that the big consignment of lobsters which was recently sent from the Maritime Provinces to Vancouver, with the object of establishing lobster colonies along the Pacific coast, have now been turned loose to forage for themselves in the sea. When the lobsters reached Vancouver they were met by Dominion fisheries inspectors and transferred to open crates, in which they were kept in the sea for some time until they were adjudged fit to get out and hustle for themselves.

In turning them loose all "burled" lobsters, or those bearing spawn, were retained in the crates, in order that

the progress of their breeding might be noted. The rest were set free at various protected bays up the coast. It is expected that the freed lobsters will hew out homes for themselves in their virgin territory, as they are great travelers, and have been known to journey as far as two hundred miles in search of suitable locations. Mr. Taylor, one of the fisheries inspectors, reports that the lobsters have done very well since arriving at the Pacific ocean, and there is every probability of the transplanting experiment proving a complete success.

**TRADE NOTES.**

F. A. Gosness, grocer, Regina, Sask., is succeeded by Gosnell Bros.

P. Duchesneau & Co., general merchants, St. Tite, Que., have been registered.

A. Moyer & Co., general merchants, Mildmay, Ont., are succeeded by Jno. O. Hymmen.

The assets of Louis Poudrier, general merchant, St. Emile de Montcalm, Que., are to be sold.

Chas. Troyer, general merchant, Hills Green, Ont., is dead, and the business is advertised for sale.

Murdoch Bros., general merchants, Brandon, Man., have donated a silver

dinner and tea service as a special prize in the dairy products class at the Inter-provincial Fair to be held in July next at Brandon.

Balmoral Pure Food Products were demonstrated recently by J. W. Windsor's demonstrators in W. J. Brown's store, the Imperial Warehouse, Montreal. The firm will also conduct several demonstrations in Ottawa, where the chief grocery stores will be given an opportunity of introducing this line to customers not already acquainted with it.

A. W. Beach, Winchester, Ont., has disposed of his grocery business to Fraser Bros., of Lachute, Que. Mr. Beach has been compelled to retire owing to ill health. He had a serious operation about New Year's and has never fully recovered, and will take a well-earned rest. He will continue to operate his large bakery business for a short time.

The Whyte Packing Company, who for years have occupied premises on St. Paul St., Montreal, have removed to larger quarters on William St., into Ayer's Block, 33, 35 and 37 William. Here they are in possession of a modern building with all the most modern cold storage facilities, and in their new home they will be able to much more adequately take care of their growing business than ever before.

**Brunswick Brand Unequaled**

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

**Brunswick Brand**

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

**Sardines, Clams, Scallops,  
Herring in Tomato Sauce,  
Finnan Haddles and  
Klippered Herring**

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

**Connors Bros., Limited**  
Black's Harbor, N.B.

**Dominion Fruit Exchange**

**Wholesale Commission Merchants**

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Fruit, Vegetables and Produce. Special attention given to car lots.

We always get highest prices possible for our customers. Our commission is ten per cent. and no more.

You will save money by corresponding with us when you are open to buy or sell anything in our line

AUCTION SALES: MONDAY, WEDNESDAY and FRIDAY.



# WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

**ADVERTISED THROUGHOUT CANADA**

## \$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

### THE BEARDWOOD AGENCY

313 New York Life Building  
MONTREAL

# 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**

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**GROCERY FACTS.**

**Useful Information for the Merchants and Clerks About the Things They Sell.**

**HOW GINGER IS RAISED**—Ginger in the quantity produced and consumed probably ranks next in importance to pepper among spices used by man. It is a pungent, aromatic spice, largely used in confectionery, as a dessert dish by itself, and in medicines. This plant, indigenous to Asia, has been introduced into many tropical countries, where it flourishes under cultivation. A large amount is grown in India, but Jamaica now ranks high as a producing country, and Jamaica ginger is a regular trade term. Besides the East and West Indies, British West Africa, Queensland, Siam, China, and Brazil are producing countries. Siamese and Chinese ginger are identical, but are from another plant, reaching a height of four or five feet. It is quite possible that zingiber is grown to some extent as well, as some of the so-called Chinese ginger, preserved in jars, is reported to be the preserved young shoots of an edible bamboo, though this seems doubtful as the ginger plant is so common.

Heat, moisture, and a good soil are the plant's main requirements, for it is quite a tropical subject. It needs a rainfall of 800 to 1,000 inches per annum, although it is grown in some districts where the fall is as low as 150 to 200 inches a year; but where the rainfall is not sufficiently well distributed, irrigation answered well. The soil cannot be too good for ginger, which is rather an exhausting crop.

Ginger planting is much like potato planting. In March or April the divided tubers or fingers, each containing an "eye," are planted in trenches in the prepared soil about a foot apart. Cultivating the soil is carried on, and it needs must be supplied regularly while the plant is in growth. It is a grass or reed-like plant, reaching a height of four or five feet, and the plantation when in full blossom is an attractive sight. The blossoming takes place in September, and in the following December-January the crop is ready for digging. The flowers wither and die, and then the foliage and stems follow suit. This is the time when the root is fully developed and fit for lifting.

The swollen roots, or rather rhizomes as they really are, are dug up with a fork; this must be done with care so as not to break or bruise the "hands." The tubers are piled in heaps, the small, fibrous roots are taken off, and the soil is removed. This must be done speedily, before the soil dries, or the ginger will not preserve its white color. It is then thrown into a tank of water preparatory to peeling.

Peeling ginger is a process requiring practice on the part of the laborers. The "hands" are carefully peeled with a narrow-bladed knife, and special care is required to do the portions between

the "fingers." The importance of proper peeling will be seen from the following quotation:

"Examination of a transverse section of ginger will show that there is an outer striated skin, under which there are numerous oil cells, the oil cells being numerous at the bud points. The oil obtained from these cells in specimens obtained fresh from the ground is almost colorless, very pungent, and exceedingly aromatic. It becomes yellow very quickly, on exposure to the air and even upon drying, without removal of the epidermis, its delicate aroma is found to be fleeting. On drying the ginger the contents of these cells appear as a yellow, pithy mass. As this dark layer is the seat of the greatest amount of oil and resin cells, it will readily be seen that the deeper the peeling so much the more of these substances will be carried away with the epidermis and more cells opened from which these principles may exude."

After peeling the ginger is again placed in clean water and very thoroughly washed. If the roots are left to soak in water they lose some of their aroma, and if washed in running water they are cured lighter in color.—The Storekeeper.

**GOOD PROSPECTS IN ALBERTA.**

John Horne, manager of Campbell, Wilson & Horne, wholesale grocers, Calgary, was in Winnipeg recently, consulting with the management of Campbell, Bros. & Wilson. To a Canadian Grocer representative, Mr. Horne spoke very optimistically of business conditions and prospects in Sunny Alberta. The crops are about five weeks ahead of last year, and as the acreage is very largely increased the outlook for big returns next fall is particularly bright.

Mr. Horne returned to Calgary early this week.

Handle

**OLD CHUM  
Cut Plug  
Smoking  
Tobacco**

It's a Trade Bringer

**CLAY PIPES**

None Equal. Insist upon McDougall's.  
There IS a difference.

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

Display a Few Boxes of the

**5c. CHAMPLAIN 5c.  
CIGAR**

and watch your sales jump.

The cigar is right. Your profit is right.

The Tercentenary is working for your benefit

**JOS. COTE, QUEBEC**

Importer

Established 1887

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

**BLACK WATCH**

**The Big Black Plug  
Chewing Tobacco.**

Already a Big Seller

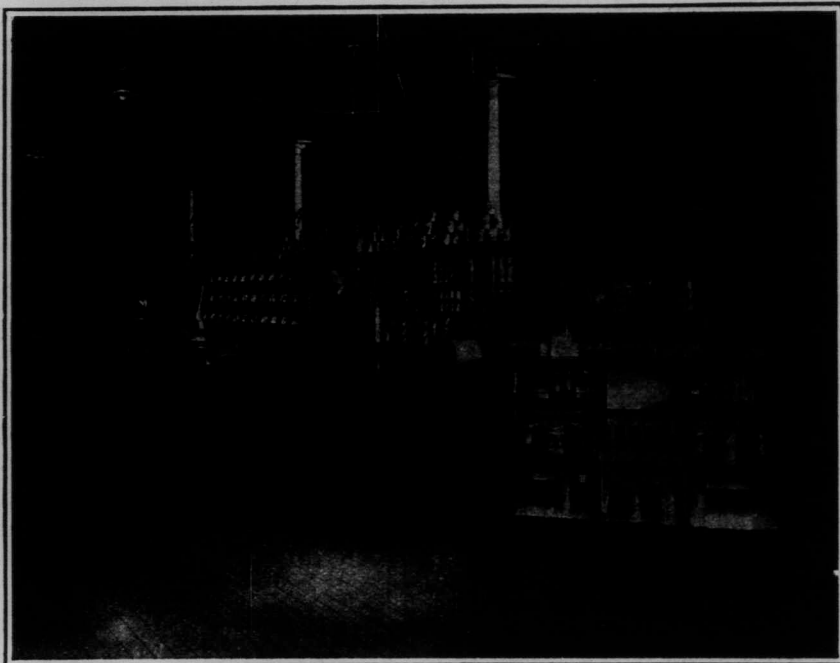
Sold by all the Wholesale Trade





It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

## WALKER BIN FIXTURES



The manager of a large Western Departmental Store shown above writes:—

“They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them . . . We consider the money put into them a splendid investment.”

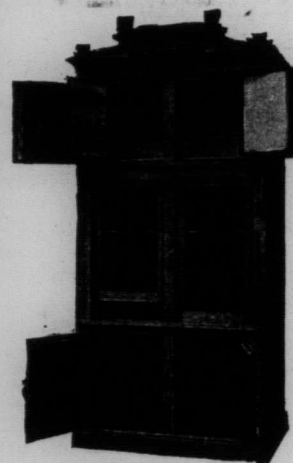
Write for Illustrated Catalogue: “Modern Grocery Fixtures.”

### The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of  
Modern Store Fixtures

**Berlin, Ontario**

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



Still the Best on the Market

### Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

## IF DROPPING WATER



Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

### ALLISON Coupon Books

eliminate nine-tenths of the causes of friction between you and your customers by removing the cause.

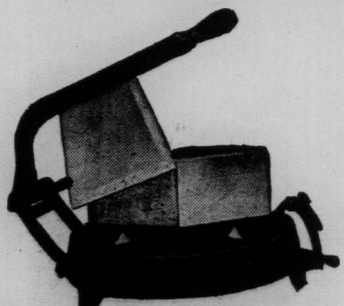
#### THE PLAN

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.

### THE PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St.,  
OF CANADA HAMILTON, Ont.

## Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

### COUNTER CHECK BOOKS

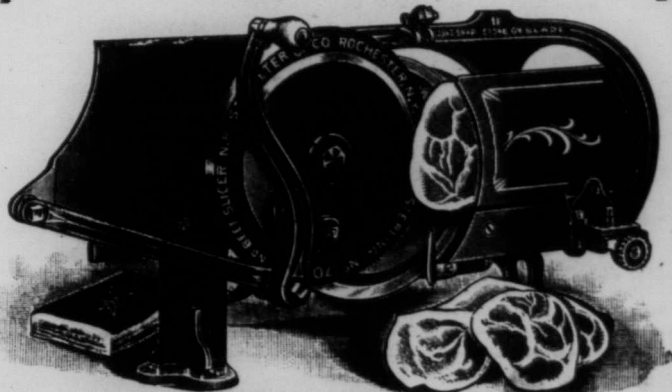
and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

### The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL  
Canada

**The Ends of the Meat Will Pay for It**



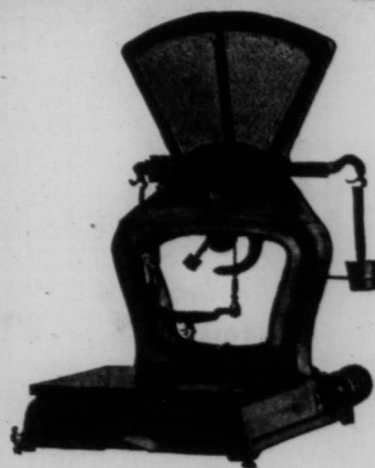
**THE STERLING SLICER**

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

**A High Grade Slicer at a Low Price**

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

**HOWARD BROS. Brantford**  
CANADIAN AGENTS



**BEFORE  
YOU  
BUY  
A  
COMPUTING  
SCALE**

NO. 70 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

**STIMPSON COMPUTING SCALE CO.**  
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.  
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.  
" 15 Court House Block, Robson St., VANCOUVER, B.C.  
A. L. DENT, - - - WOODSTOCK, ONT.



**STAR AMMONIA IS PERFECTION OF PRODUCTION IN A NEAT AND ATTRACTIVE PACKAGE. IT SELLS.**



**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.



**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

**HAVE YOU BOUGHT YOUR AWNING?**



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

**THOMAS SONNE, Sr.**  
JAS. F. SONNE, Proprietor and Manager  
193 Commissioners Street, - Montreal





## MILK IS SCARCE

Fresh Milk is hard to keep right during the hot season. To save complaints suggest to your customers the use of

# Borden's Brands

**"Eagle Brand" Condensed Milk & "Peerless Brand" Evaporated Cream**  
 These are the most perfect and hygienically pure of all milk products. Every jobber sells them.



(Unsweetened)

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



## WHITE MOSS

has been regarded as the standard cocoanut on the Canadian market for years. This is solely because its many merits, which make it undoubtedly superior to all others.

Send in your order.

**Canadian Cocoanut Co., - Montreal**

### For Summer Trade

You cannot stock up a line which will give your customers greater satisfaction, or yield you a better profit than

#### MACE'S Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Popular price. In great demand.

Secure trial lot from

**A. H. MACE & CO.**

746 Notre Dame St. West, - MONTREAL



The man who first tried to catch a fly, did it without

## Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

**The National Drug & Chemical Co. of Canada, Ltd.  
Montreal**

**The Wingate Chemical Co., Notre Dame St.,  
Montreal**

or direct from

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

## We Are Creating Customers for You !

Our extensive advertising of

### "2 IN 1" SHOE POLISH

will bring customers to your store. We are telling the people that all **up-to-date** grocers are carrying 2 in 1 Shoe Polish.



### Are You Up To Date ?

When a person once uses 2 in 1 he will accept no substitute. It is far more profitable for you to drop the imitations overboard and stock up with the genuine 2 in 1.

**THE F. F. DALLEY CO., Limited**

**Hamilton, Canada ; Buffalo, N.Y., U.S.A.**

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.

June 12, 1908

Table for Baking Powder, W. A. GILLARD & CO. listing various brands like Diamond and Imperial with prices per case and per doz.

Table for MAGIC BAKING POWDER listing prices per case and per doz for various sizes.

Table for ROYAL BAKING POWDER listing prices per case and per doz for various sizes.

Table for CLEVELAND'S BAKING POWDER listing prices per case and per doz for various sizes.

Table for THE ROBERT GREIG CO., LTD. listing prices for White Swan Baking Powder.

Table for Brooms listing prices per doz for various brands like Nelson's and Pansy.

Table for Flour listing prices per doz for various types like Wheat and Special.

Table for THE ROBERT GREIG CO., LIMITED listing prices for White Swan Breakfast Food and other products.

Table for THE ROBERT GREIG CO., LIMITED listing prices for White Swan Flaked Rice and other products.

Table for THE COWAN CO., LIMITED listing prices for Perfection 1-lb. tins per doz.

Table listing various chocolate products like Perfection, Sweet Chocolate, and Royal Navy.

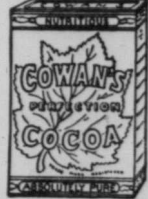


Table listing various chocolate products like Royal Navy, Diamond, and Kings for case.

Table listing various chocolate products like Agents, O. E. Colson & Son, Montreal.

Table listing various chocolate products like JOHN P. MOTT & CO.'s Mott's Diamond Chocolate.

Table listing various chocolate products like Mott's breakfast cocoa and other brands.

Table listing various chocolate products like WALTER BAKER & CO., LIMITED products.

Table listing various chocolate products like CANADIAN COCOANUT CO., MONTREAL products.

Table listing various milk products like Best Shredded, Special Shred, and White Swan Coconut.

Table listing various milk products like BORDEN'S CONDENSED MILK CO. products.



Table listing various milk products like TRURO CONDENSED MILK CO., LIMITED products.



Table listing various coffee products like Coffee, Standard Coffees, and Club House.

Table listing various coffee products like JAMES TURNER & CO. products.



Table listing various coffee products like Cafe des Epiceurs and Cafe l'Aromatique.



Table listing various product prices like 'Gilt Edge' in 1 lb. tins.



Table listing various product prices like Imperial Large size jars.

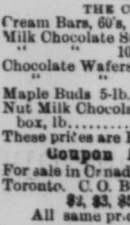


Table listing various product prices like Confections Cream Bars.

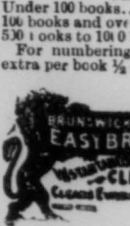


Table listing various product prices like Coupon Books.



Table listing various product prices like Cleaner 4-oz. cans.

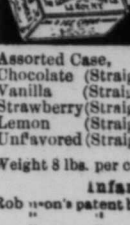


Table listing various product prices like JELL-O ICE CREAM POWDER.

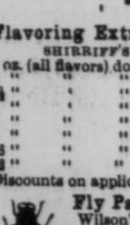


Table listing various product prices like Flavoring Extracts.



Table listing various product prices like Fly Pads.

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## ANOTHER DEATH

**RISING SUN**  **SUN**  
**SUN**  **PASTE**  
**STOVE POLISH** **STOVE POLISH**  
**IN CAKES** **IN TINS**

The Retailers' Journal, of Chicago, for May contains a graphic account of another horrible, fatal accident from explosion of inflammable liquid stove polish.

Think of the suffering which intervened before the death from burns, during hours of agony. You can't afford to deal out over your counter these frightfully dangerous liquids.

**RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins are perfectly safe. Push them. They give the greatest possible satisfaction, and you please a customer every time you sell a package of either.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# ROWLEY'S

## Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and  
**EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

## UNDERDOWN and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

# STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

## THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

BATGERY  
 Agents  
 1-lb. glass  
 Prices  
 Compound  
 12-oz. glass  
 2-lb. tins,  
 5 and 7-lb  
 crates.  
 7 and 14-  
 30-lb. wood  
 Compound  
 12-oz. glass  
 2-lb. tins,  
 7 and 14-  
 30-lb. wood  
 Pure Jam  
 (gall)  
 n. v. 7, 14



Assorted  
 Assorted  
 Lemon  
 Orange  
 Raspber  
 Strawber  
 Chocolat  
 Cherry  
 Peach  
 Weight 8 1  
 11



MacLan

... FOR ...  
**Picnics, Camping, Yachting**  
ETC.

**BATGER'S**

**LIME JUICE CORDIAL**

IS  
**JUST THE THING**

**ORDER FROM YOUR JOBBER**

AGENTS:  
**ROSE & LAFLAMME, LIMITED**  
Montreal and Toronto

**Orsi?**

**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 \$ 30  
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. 0 07  
7 and 14-lb. wood pails..... per lb. 0 07  
30-lb. wood pails..... 0 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..... 0 07½  
7 and 14-lb. wood pails, 3 pails in crate  
per lb. 0 07  
30-lb. wood pails..... 0 06½  
Pure Jams—1-lb. glass jars (16-oz.  
gum) 3 doz. in case..... per doz. \$1 81  
" 7, 14 and 30-lb. pails.

**Jelly Powders**

GENESEE PURE FOOD CO.



- Assorted Case, Contains 4 doz., \$3.60  
Assorted Case, Contains 2 doz., \$1.80  
Lemon (Straight) Contains 2 doz., \$1.80  
Orange (Straight) Contains 2 doz., \$1.80  
Raspberry (Straight) Contains 2 doz., \$1.80  
Strawberry (Straight) Contains 2 doz., \$1.80  
Chocolate (Straight) Contains 2 doz., \$1.80  
Cherry (Straight) Contains 2 doz., \$1.80  
Peach (Straight) Contains 2 doz., \$1.80  
Weight 8 lbs. per case; freight rate 2nd class

**IMPERIAL DESSERT JELLY**

- Cartons each 1 doz.  
Cases each 12  
cartons, per  
gross..... \$10 50  
Terms net 30 days,  
or 1 p.c. 10 days.  
Flavors—Lemon,  
Orange, Vanilla,  
Pineapple, Rasp-  
berry, Strawberry,  
Red Currant,  
Cherry, Calves Foot

MacLaren Imperial Cheese Co., Limited.

**THE ROBERT GREIG**

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  
30-lb. Pails. 2 10  
30-lb. tins.. 2 00  
Cases 3-lb. 0 11  
" 5-lb. 0 10½  
" 10-lb. 0 10½



**Licorice.**

**NATIONAL LICORICE CO.**

- 5-lb. boxes, wood or paper.... per lb. \$0 40  
Fancy boxes (36 or 50 sticks).... per box 1 25  
" Ringed " 5-lb. boxes..... per lb. 0 40  
" Acme " pellets, 5-lb. cans.... per can 2 00  
" (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans..... per can 2 00  
Licorice lozenges, 5-lb. glass jars.... 1 75  
" 30 5-lb. cans..... 1 50  
"Purity" licorice 10 sticks..... 1 45  
" 100 sticks..... 0 75  
Dulce large cent sticks, 100 in box....

**Lye (Concentrated).**

- SILBERT'S PERFUMED. Per case.  
1 case of 4 doz..... \$5 80  
1 case of 2 doz..... \$3 20  
1 case of more..... \$1 60

**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  
4 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  
2-lb. " " 3 10  
7-lb. tins, " " 8 25

THOMAS J. LIPTON  
Prices on application.

**Mince Meat.**

- Wethay's condensed, per gross net... \$11 00  
per case of doz. net..... 2 00

**Mustard.**

- COLMAN'S OR KERN'S  
D.R.F., 1-lb. tins..... per doz. \$1 40  
" 1-lb. tins..... 2 50  
" 1-lb. tins..... 5 00  
Durham 4-lb. jar..... per jar. 0 75  
" 1-lb. jar..... 0 25  
F. D. 1-lb. tins..... per doz. 0 25  
" 1-lb. tins..... 1 45

**Olive Oil.**

- LAPORTE, MARTIN & CIE, LTD  
Minerva Brand—  
Minerva, qta. 13's... \$5 75  
" pta. 24's..... 6 50  
" 1-pa. 24's..... 25

**Sauces.**

- PATERSON'S WORCHESTER SAUCE.  
Agents, Rose & Laflamme, Montreal and Toronto.  
1-pint bottles, 2 & 3 doz., per doz..... 8 90  
Pint " 3 doz..... 1 75  
THOMAS J. LIPTON  
Prices on application.

**Soda.**

**OOV BRAND.**

- Case of 1-lb. contain-  
ing 90 packages pe-  
box, \$3 00.  
Case of 1-lb. (con-  
taining 120 pkgts.  
per box, \$3 00.  
Case of 1-lb. and 1-  
lb. (containing 90  
1-lb. and 90 1-lb.  
pkgts. per box, \$3 00.  
Case of 50. pkgts. containing 90 pkgts. per  
box, \$3



**MAGIC BRAND.**

- Per case  
No. 1, cases, 60 1-lb. packages..... \$ 3 75  
No. 2, " 120 1-lb. "..... 3 75  
No. 3, " 60 1-lb. "..... 3 75  
No. 5 Magic soda—cases 100—10-oz. pkgts.  
1 case..... 1 85  
5 cases..... 9 25

**Soap and Washing Powders**

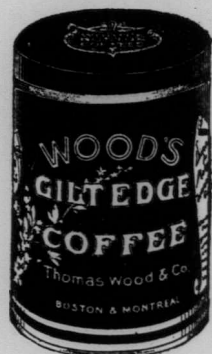
- A. F. TIPPET & CO., Agents.  
Mazepole soap, colors..... per gross \$15 20  
" black..... 15 20  
Oriso soap..... 15 20  
Gloriosa soap..... 15 20  
Straw hat polish..... 15 20

**Starch.**

- EDWARDSBURG SEARCH CO., LINCOLN  
Laundry Starch—  
No. 1 White or blue, 1-lb. cartons.....  
No. 1 " " " "



# "The Best is None Too Good."



ESTABLISHED 1879

That being the motto of millions of consumers, how necessary it is for the seller to be prepared to suit them.

Those who ignore this suggestion often wonder why "the other fellow" gets their trade.

But the "knowing ones" know why it is.

The medium between the highest and the doubtful is a dangerous one for the Grocer.

You want goods that will not only create, but will HOLD trade; and that is precisely what

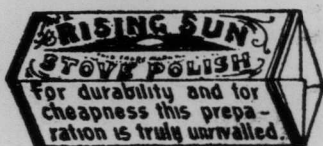
## WOOD'S COFFEES

do and have been doing for many years.

"Time is fleeting," says the old adage; we may add: So is trade in haphazard Coffee.

Canadian Factory and Salesrooms:  
No. 428 St. Paul Street - - MONTREAL

Canada laundry.....	0 06
Silver glass, 6-lb. draw-lid boxes.....	0 08
Silver glass, 6-lb. tin canisters.....	0 08
Edward's silver glass, 1-lb. pkg.....	0 08
Kegs silver glass, large crystals.....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbl. and kegs.....	0 06 1/2
Canada White Glass, 1-lb. pkg.....	0 06 1/2
Benson's enamel..... per box 1 50 to 3 00	
<b>Culinary Starch—</b>	
Benson & Co.'s Prepared Corn.....	0 07 1/2
Canada Pure Corn.....	0 06 1/2
<b>Rice Starch—</b>	
Edwardsburg No. 1 white, 1-lb. car.....	0 10
Edwardsburg "1" or blue, 4 lb. lumps.....	0 8 1/2
<b>BRANTFORD STARCH WORKS, LIMITED</b> Ontario and Quebec.	
<b>Laundry Starches—</b>	
Canada Laundry, boxes of 40-lb.....	\$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 06 1/2
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.....	0 06 1/2
Barrels, 50 lb.....	0 07 1/2
Kegs, 100 lb.....	0 07 1/2
<b>Lil' White Glass—</b>	
1-lb. fancy cartons, cases 30 lb.....	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
<b>Brantford Gloss—</b>	
1-lb. fancy boxes, cases 36 lb.....	\$0 06
<b>Canadian Electric Starch—</b>	
Boxes of 40 fan'y pkg., per case.....	3 00
<b>Calumet Starch—</b>	
Boxes of 45 cartons, per case.....	3 60
<b>Culinary Starches—</b>	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07 1/2
<b>SAN TOY STARCH.</b>	
pkgs, cases 5 doz., per case.....	4 75
<b>Stove Polish.</b>	
Rising Sun, 6-oz. cakes, 1-gross boxes.....	\$8 50
Rising Sun, 3-oz. cakes, gross boxes.....	4 50
Sun Paste, 10c. size, 1-gross boxes.....	10 00
Sun Paste 6c. size, 1-gross boxes.....	6 00



<b>JAMES' DOME BLACK LEAD.</b>	Per gross
6a size.....	\$2 40
2a ".....	2 50
<b>NICKLE PLATE STOVE POLISH.</b>	
Pints.....	2 90
Quarts.....	5 40
1/2 gallons.....	5 10
Gall ns.....	4 80
gallons.....	4 50

<b>Syrup.</b>	
<b>EDWARDSBURG STARCH CO., LTD.</b>	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.....	0 03 1/2 per b.
Half-barrels, 350 lbs.....	0 03 1/2 "
Kegs, 150 lbs.....	0 03 1/2 "
2-gal. pails 25 lbs.....	1 25 each
3 " 38 1/2 lbs.....	1 75 "
Plain tins, with label—	Per cases,
3 lb. tins, 2 doz. in case.....	2 40
5 " " ".....	2 75
10 " " ".....	2 65
20 " " ".....	2 60
(5, 10 and 20 lb. tins have wire handles.)	
<b>ST. LAWRENCE STARCH CO., LIMITED.</b>	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.....	0 03 1/2 per lb.

Half-barrels, 350 lbs.....	0 03 1/2 per lb.
Kegs, 150 lbs.....	0 03 1/2 "
2-gal. pails 25 lb.....	1 25 each
3 " 38 1/2 lbs.....	1 75 "
2-lb. tins, 24 in case, per case.....	2 40
5-lb. " 12 " ".....	2 75
10-lb. " 6 " ".....	2 65
20-lb " 3 " ".....	2 60



<b>Teas.</b>	
Brown Label, 1's, 1/2's.....	\$0 25 \$0 30
Green Label, 1's and 1/2's.....	0 27 0 35
Blue Label, 1's, 1/2's, 1/4's and 1/8's.....	0 30 0 40
Red Label, 1's and 1/2's.....	0 36 0 50
Gold Label, 1's.....	0 44 0 60



<b>LIPTON'S TEA</b>	
Thomas J. Lipton	
75 Front St. East, Toronto.	
Packed in air-tight tins only.	
Green label, 1's only.....	wholesale retail
Blue " 1's and 1/2's.....	0 20 0 25
Orange " 1/2's, 1/4's and 1/8's.....	0 24 0 30
Pink " 1/2's & 1/4's, tins.....	0 30 0 40
Red " Dominion blend, 1's and 1/2's.....	0 35 0 50
Gold " Afternoon blend, 1's and 1/2's.....	0 44 0 60
" " " 1's and 1/2's.....	0 50 0 70



Blue Label, 1's.....	\$0 20 \$0 25
Blue Label, 1/2's.....	0 21 0 25
Orange Label, 1's and 1/2's.....	0 23 0 30
Brown Label, 1's and 1/2's.....	0 33 0 40
Brown Label, 1's.....	0 30 0 40
Green Label, 1's and 1/2's.....	0 35 0 50
Red Label, 1's.....	0 40 0 60
<b>LAPORTE, MARTIN &amp; OIE, LTD.</b>	
Japan Teas	
Victoria, hf-c, 90 lbs.....	0 25
Princess Louise, hf-c, 80 lbs.....	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs.....	0 18
Duchess, cases 60 lbs.....	0 19



<b>BLUE RIBBON TEA CO., TORONTO</b>	
Wholesale Retail	
Yellow Label, 1's.....	0 20 0 25
" " " 1/2's.....	0 21 0 25
Green Label, 1's and 1/2's.....	0 24 0 30
Blue Label, 1's and 1/2's.....	0 25 0 35
Red Label 1's, 1/2's and 1/4's.....	0 30 0 40
White Label, 1's, 1/2's and 1/4's.....	0 35 0 50
Gold Label 1's and 1/2's.....	0 42 0 60
Purple Label, 1's and 1/2's.....	0 55 0 80
Embossed, 1's and 1/2's.....	0 07 1 01



Cases, each 60 1-lb.....	\$0 35
" " " 60 1-lb.....	0 35
" " " 120 1-lb.....	0 35

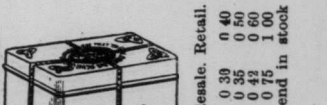


<b>MELAGAMA TEA.</b>	
put up in 60 and 100 lb. boxes.	
Black, green, mixed, 1/2's.....	Wholesale Retail
" " " 1's.....	0 70 1 00
" " " 1/2's.....	0 55 0 80
" " " 1 lbs. & 1/2's.....	0 44 0 60
" " " 1 lb. & 1/2 lb.....	0 38 0 50
" " " 1 lbs. & 1/2 lb.....	0 35 0 50
" " " 1 lb. & 1/2 lb.....	0 30 0 40
" " " 1/2's.....	0 32 0 40
" " " 1 lb.....	0 25 0 30
" " " 1 lb.....	0 24 0 30

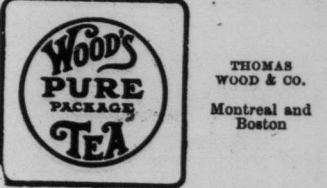
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



<b>KOLONA PURE CEYLON TEA.</b>	
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 35c.....	\$0 20
" " 1/2-lb.....	0 21
Blue Label, retail at 30c.....	0 22
Green Label.....	0 30
Red Label.....	0 35
Orange Label.....	0 42
Gold Label.....	0 55



<b>RIDGWAY'S TEA.</b>	
Ceylon. London. Vancouver.	
Capital Household, 1's and 1/2's.....	Wholesale. Retail.
Old Count, 1/2's and 1/4's.....	0 40 0 50
50c block, 1's and 1/2's.....	0 35 0 60
H.M.B. 1's and 1/2's.....	0 42 0 75
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.	1 00



<b>WOOD'S PURE PACKAGE TEA.</b>	
THOMAS WOOD & CO. Montreal and Boston	

Wood's Primrose, per lb.....	wholesale	retail
" Golden Rod.....	0 40	0 60
" Fleur-de-Lis.....	0 35	0 50
" Pack in 1/2-lb. tins. All grades—either black, green or mixed.	0 30	0 40

### Tobacco

<b>THE EMPIRE TOBACCO CO., LIMITED</b>	
Smoking—Empire, 4s, 6s, and 12s.....	\$0 45
" Amber, 8s and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6 1/2s.....	0 45
" Old Fox, 12s.....	0 48
" Snowshoe, 6 1/2s.....	0 51
" Pay Roll, 7 1/2s.....	0 56
" Stag, 10 oz.....	0 45
" Bob's, 6s. and 12s.....	0 45
" Fair Play, 6s. and 12s.....	0 45
" Club, 6s. and 12s.....	0 53
" Universal, 12s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.	
Cote's Fine/Oheroots 1-10.....	\$15
V. H. C. 1-30.....	25 00
St. Louis (Union), 1-30.....	33 00
Champlain, 1-30.....	35 00
El Sergeant Premium, 1-30-1-40.....	55 00
J. C. OI, Havana P. Finos 1-30.....	75 00

### Out tobaccos.

Petit Havana, 1-12-1-6.....	0 40
Queapel, 1-4, 1-4.....	0 65
" 1-9.....	0 68
Cote's Choice Mixture, 1-lb tins.....	0 75
" " " 1-lb.....	0 70
" " " 1-lb.....	0 60

### Veterinary Remedies.

<b>W. F. YOUNG</b>	
Absorbine, per doz.....	\$18 00
Absorbine Jr., er dozen.....	9 00

### Woodenware.

<b>BOECKH'S BAMBO CARPET BROOMS.</b>	
Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.	Per doz.
A-4 string, plush finish.....	\$4 70
B-4 " fancy.....	4 00
C-4 " plush.....	4 10
D-4 " fancy.....	3 95
F-4 " wire.....	3 65
G-3 " ".....	3 40
I-3 " ".....	2 90

### CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.....	\$11 00
No. 1, per doz.....	9 00
No. 2, " ".....	7 50
No. 3, " ".....	6 50

### CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails.....	\$1 90
No. 1, 3-hp. pails.....	2 05

### CANE'S WASHBOARDS.

Pony per doz.....	\$ 110
Crown.....	1 75
Improved Globe.....	1 95
Standard Globe.....	2 05
Original Globe.....	2 35
Superior Globe.....	2 50
Newmarket King.....	2 70
Jubilee.....	2 75
Diamond King Glass.....	3 35

### CANE'S CLOTHESPINS.

5 gross loose, per case.....	5 cases.	single
4 " packages, per case.....	0 55	0 67
6 " " " ".....	0 62	0 67
" " " ".....	0 32	0 37

### Yeast.

Royal yeast, 3 doz. 5 cent. pkgs.....	\$1 10
Gillett's cream yeast, 3 doz. in case.....	1 10





**"GLOBE" with Percolator.**

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**

HAMILTON POTTERY

HAMILTON, ONTARIO

**A SLIGHT DIFFERENCE**

IN PRICE ON A CHEAP ARTICLE LINE

**Sal Soda**

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

**BRUNNER, MOND & CO.'S**

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore DOES FURTHEST of any Washing Soda sold.

**WINN & HOLLAND, LIMITED**

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**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.**

**DAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Ia. Cutlery

**'WELLINGTON' KNIFE POLISH**

**JOHN DAKEY & SONS, Limited** Manufacturers of

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

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street MONTREAL.**

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about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss a item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

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grades—either

CO., LIMITED  
d 12s... \$0 46  
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..... 0 50  
..... 0 15  
d 6s... 0 44  
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ET BROOMS.  
he carpet brush  
very light and  
Per doz.  
..... \$4 70  
..... 4 00  
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..... 3 95  
..... 3 65  
..... 3 40  
..... 2 90

DEN TUBS.  
per doz. 9 00  
" 6 50

DEN PAILS  
..... \$1 90  
..... 2 05

RDS.  
..... \$ 110  
..... 1 75  
..... 1 95  
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PINS.  
cases. single  
0 55 0 67  
0 62 0 67  
0 82 0 87

rs ..... \$1 10  
n case .. 1 10



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**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

**SALT SALT**

**Tomato Pulp**  
(HIGH GRADE)

May we submit sample  
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**J. H. WETHEY, LIMITED**  
ST. CATHARINES



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