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# THE CANADIAN GROCER

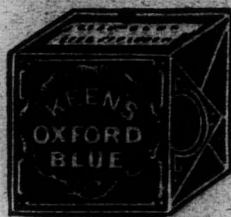
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JULY 12, 1907.

NO. 28.



*If our talks on Laundry Blue week after  
week have convinced you to try*

## Keen's Oxford Blue

*we will have done your customers a good service—They have  
had the World's Best Laundry Blue—*

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

The difference between

## Edwardsburg "Silver Gloss" Starch

and other laundry starches is so great that users of "Silver Gloss"  
cannot be tempted to try "just as good" lines. Now is the season to show  
your customers what Edwardsburg "Silver Gloss" Starch can do.

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

53 Front St. East  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

St. James Street  
MONTREAL, P.Q.

# C. & B. Jelly Powders

and Jelly Tablets should be on every grocer's shelves, for they are in universal demand at all seasons of the year, and at no time more than in the summer and fall. They are instantly dissolved in boiling water, and set rapidly. As they are practically unaffected by either heat or cold, they can be kept for almost any length of time. Other jelly powders and tablets taste insipid when compared with those made by C. & B., which possess a distinctive taste, and which are richly flavored with the purest fruit juices. The reputation of the firm will assist you to sell C. & B. jellies in preference to cheaper ones. Their quality will guarantee repeat orders from every one who tries them. Insist on your wholesaler supplying you with these jellies. If he does not stock them, have him import them for you.

## CROSSE & BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND, .

AGENTS,

### C. E. COLSON & SON,

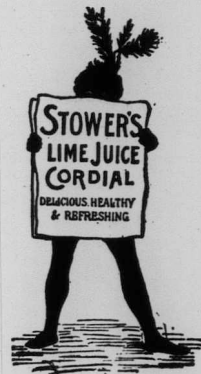
MONTREAL.



#### SPECIALS FOR THE MONTH

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

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



"Where there's a will, there's a way." Where there's constant push **in the right direction**, there's progress. Where there's constant upward progress, there's sure, safe profits. Let "**Quality**" be your watchword!

Stower's Lime Juice never grows musty. 20% stronger than any Lime Juice made, because **concentrated**. Put up in handsomely labelled and capsuled "special" bottles. Pure—absolutely.

Stower's Lime Juice Cordial is all ready to use with a little water. Pure, concentrated Lime Juice and the best loaf sugar—**that's all.**

*Stower's*  
*Lime Juice*  
*Lime Juice Cordial.*

**"Thistle" Brand**  
**Finnan**  
**Haddies.**

We have sold them for seventeen years. They are cured, cleaned and packed right at the water side, in one of the most perfectly equipped and cleanest factories of the kind on the Atlantic Coast. **Real Haddock**, without a particle of dirt or slime. The rich, delicate flavor is retained in all its natural freshness.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,  
Montreal,

84 Victoria Street,  
Toronto.



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

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

TORONTO.

**SELECTED  
VALENCIA RAISINS**  
TRENOR'S AND ROWLEY'S  
Now in Stock.  
**Anderson, Powis & Co.**  
15 Wellington St. E., Toronto

HAMILTON.

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

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

VANCOUVER.

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

MONTREAL

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers Agent  
and Jobber,  
1483 Notre Dame Street, MONTREAL  
Open for few more foreign and domestic agencies  
Correspondence Solicited. Highest References.

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

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

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

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

WINNIPEG.

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

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

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

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

REGINA.

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

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

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

(Continued on page 4.)

The  
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We have  
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**THE**  
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*The finest of their kind and one of the best sellers you can buy—*

# **PASCALL'S**

We have just passed into stock a shipment comprising the following lines

## **English Confectionery**

All put up in fancy screw top glass jars.

Lemon Barley Sugar  
Ass'd Barley Sugar  
Mint Bullseyes  
Golden Maltex  
Satins and Pralines

Just the line for Summer Resort Trade

**THE EBY, BLAIN CO., LIMITED**

Wholesale Grocers

**TORONTO**

# **MR. GROCER**

Are you in business for

## **PROFIT OR GLORY**

Have you realised that the trade in Blue Ribbon Tea is increasing, and will go on increasing?

Do you know you can treble your sales with a little push and energy and at the same time advertise your own business?

Are you aware you can get an average profit of 38½ per cent. on all your sales of Blue Ribbon Tea? We shall be pleased to send Price List and samples to any grocer not handling our Teas.

**The Blue Ribbon Tea Co. Limited 12 Front St. East, - TORONTO.**

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

Persons addressing advertisers will  
kindly mention having seen their adver-  
tisement in *The Canadian Grocer*.

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

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

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

—OFFICES IN CANADA—

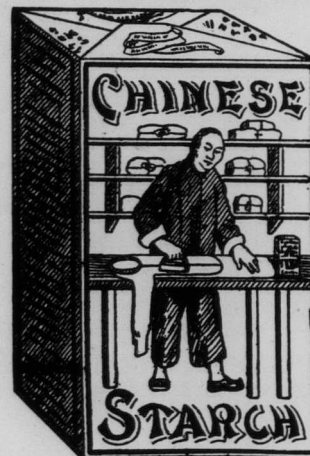
CALGARY, ALTA.  
HALIFAX, N.S.  
OTTAWA, ONT.

HAMILTON, ONT.  
QUEBEC, QUE.  
VANCOUVER, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

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



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

Write for particulars.  
Big profit to you.

OCEAN MILLS, MONTREAL

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

BASKETS

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

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

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

COMMON SENSE

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

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

Do not accept a substitute for any  
article advertised in these columns. Insist  
on getting what you ask for.

## THE CANADIAN GROCER

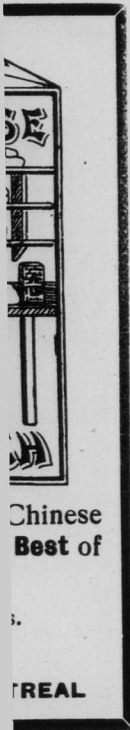
"There is nothing in it for the well-located grocer to handle cheap canned goods," remarks a New Haven grocer. "I speak from experience," he says, "because I often bought a lot of this truck as a sort of leader. It would have led me into the insolvency court if I had persisted. Canned Corn at 8c. a can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

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

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

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

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



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There are more than a few reasons for the preference, so unanimously expressed, by the women of Canada in favor of

# OLD HOMESTEAD BRAND

## Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

Canada's  
Ideal  
Canning  
Factory.



Home  
of Old  
Homestead  
Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—"Incomparable." People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND**. Can you supply the demand?

## The Old Homestead Canning Co.

PICTON, ONTARIO



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All  
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FOR TEA  
YOU CANT  
BEAT LIPTONS



Importers know it.  
Agents realize it.  
Planters admit it.  
Ceylon and India are proud of

# LIPTON'S TEAS

A writer in the Canadian Grocer says :

"Tea loses its flavor when exposed to the air and no matter what price you pay or how meritorious the tea, if you do not keep it in air-tight packages, the tea loses its virtue and its flavor."

The writer was addressing a gathering of grocers. He struck the nail on the head. The best tea in the world cannot keep its flavor unless it is protected from outside air and disagreeable aromas. The best tea in the world does keep its flavor, because it is Lipton's, and every ounce of it is packed in sealed air-tight tins.

All orders and correspondence in future should be sent to our Toronto office, 75 Front St East, where an able staff of men will give them the same attention they would receive at our principal headquarters.

## THOMAS J. LIPTON



**National Licorice Co.**  
Brooklyn, N.Y.

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

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

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

**"Gingerbread"**

BRAND

**Molasses**

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

**Dominion Molasses Co.,**  
LIMITED  
Halifax, - Nova Scotia

Agents

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

When buying your  
**Valencia Raisins**

Ask your Wholesaler  
for these Reliable Brands

**MAHIQUES, DOMENECH & CO.**

"M.D. & Co." Special Fancy Quality  
"W. Abel" Standard Quality

4 Cr. Layers  
Selected  
Fine Off Stalk

**They will please you**

AGENTS—

**ROSE & LAFLAMME** MONTREAL  
TORONTO

When Buying Californian  
Prunes,  
Evaporated Fruits,  
Seeded Raisins  
Loose Muscatels

Etc.

Specify

**"Pansy" and "Daphne"**

Brand Brand

Always of the Highest Quality

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

Agents:

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

“O.K.”  
REGISTERED

# England's Foremost Fruit Sauce

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

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

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

## \$5000 Challenge

We Guarantee every ingredient of the

### "O.K." SAUCE

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

*Gesye Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

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

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY **McTavish & Worts,**

**74 Yonge Street Arcade, Toronto.**

Telephone. Main 6265

**GEO. MASON & CO., LTD.,**

**LONDON, Eng.**

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

THE CANADIAN GROCER

# LOBSTERS

This season's pack now in stock

Mephisto, 1/2s, 4 doz. cases

Laird's, 1/2s, 8 doz. cases

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

*The  
"Quality"  
Salt*

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

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

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

### Windsor Salt

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

# JAPAN TEAS

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

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

55 St. Francois Xavier Street, MONTREAL

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



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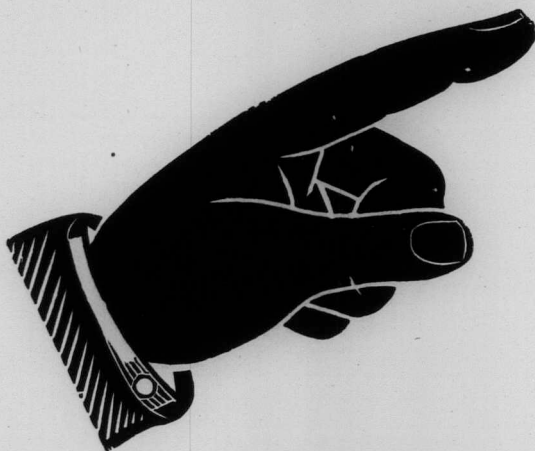
SO

C. A

14 Place



Black-Green-Mixed



## "QUERY"

Some dealers have volunteered the remark that they just sell "SALADA" because of the demand.

Well, if it sells without effort would it not be good business policy to assist a greater sale by keeping it right to the front and introducing it.

There isn't a dollar invested in the grocery business that yields as good a percentage of actual protected profit without shrinkage.

Then why sell it only on demand? Yes, why, indeed?

Correspondence solicited.

Address: "SALADA"

Toronto, Montreal, New York.

# PHENIX WASHING POWDER

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

Are You Selling PHENIX?

SOLE CANADIAN DISTRIBUTORS:

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

14 Place Royale, MONTREAL

You are finding a large demand these days for summer drinks. Make good with your customers by offering them

# LYTLE'S LIME FRUIT JUICE

AND

# RASPBERRY VINEGAR

They'll come back again for more. Such is the value of keeping a good article.

MADE IN CANADA BY

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

Limited

TORONTO, CANADA

THE CANADIAN GROCER

E. NICHOLSON.

D H BAIN

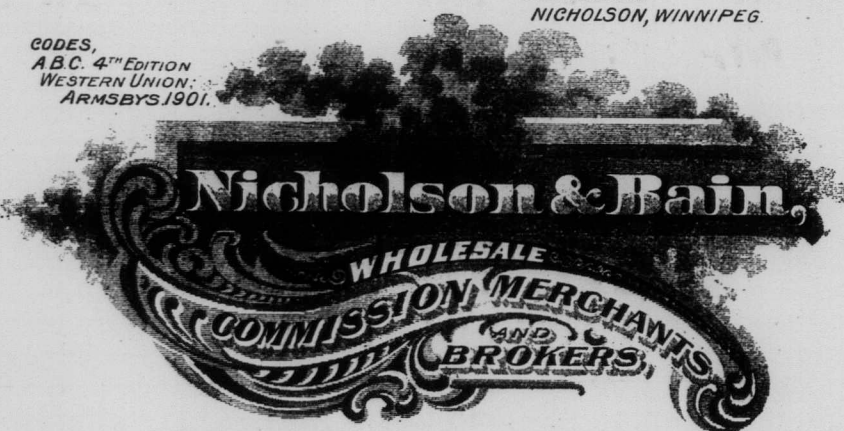
CABLE ADDRESS  
NICHOLSON, WINNIPEG.

CODES,  
A.B.C. 4<sup>TH</sup> EDITION  
WESTERN UNION:  
ARMSBYS. 1901.



BANNATYNE ST. EAST.  
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.



*Winnipeg,* June 27th, 1907.

# TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

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

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

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

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

A reply from you would be greatly appreciated.

Very truly yours,

## NICHOLSON & BAIN,

**CALGARY**

**WINNIPEG**

**EDMONTON**

Mr.



E.

THE BES

### Ale

These a  
finest Kentis  
bitter princip  
are, nevert  
intoxicating.

There ar  
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Possess  
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This is o  
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THE B

**KOPS BR**

AGENTS: Hudson's  
Ross Ave., Winnipeg  
Kyle & Hooper, Fron

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



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

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

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

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

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

**THE BEST SUMMER BEVERAGES**

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

These are scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

This is our first season in Canada, and we would like to make arrangements with you to supply a sample lot.

**THE BEST FOR YOUR TRADE**

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

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

**DRIED FRUITS**

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

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

REPRESENTING:

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

ALL RELIABLE SHIPPERS

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

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



# QUAKER CANNED GOODS

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

GOO

THE



## GOODS WELL BOUGHT ARE WELL SOLD

That's why Greig's White Swan Coffee is so popular—it sells.

A delicate blend of the finest Mocha and Java, roasted JUST RIGHT and packed HOT into parchment bags, then sealed and put into handsomely decorated square pound tins—"the Coffee in the bag—the bag in the tin." The Strength and Aroma cannot escape.

It is a Coffee prepared for particular people—the kind that sells and STAYS SOLD. The kind critical customers come back for—the kind that can be sold to people you never sold Coffee to before, and a sure REPEATER.

Two dozen tins to a case. Nothing better.  
See if it won't go well with you!

## THE ROBERT GREIG COMPANY, Limited Toronto



### Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

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

is based first of all on *quality*. We want the first article received to be an incentive to work for more—and we know that we must give good value to accomplish this result—which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel—because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of "The Fairbank Plan" premium list and find out all about it

**The N. K. Fairbank Company**  
Montreal, Canada

**WILLIAM GALBRAITH & SON**

Wholesale Grocers

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

**"CANADA'S PRIDE" CANNED GOODS**

THE BEST IN THE WORLD

**"HOME SWEET HOME" CEYLON TEA**

TRY IT

**Wholesale Grocers and Jobbers**

When estimating your requirements  
get our prices on following lines:

**Raw and Refined**

**Sugars**

**Molasses**

**Walnuts**

**Almonds**

**Filberts**

**Raisins**

**Currants**

**Shelled Nuts**

Either for import orders or from spot consignments

**D. RATTRAY & SONS Limited**

**QUEBEC**

**Montreal**

**OTTAWA**

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

**SYMINGTON'S**  
EDINBURGH  
**COFFEE ESSENCE**

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL  
WHOLESALERS

THOS. SYMINGTON & CO.

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

EDINBURGH



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PACKERS OF  
GUA

**SNOWD**

449 St. Paul

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

### Special Prices on Raisins for Harvest Time

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

## Wagstaffe Goods

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

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

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

**BALFOUR, SMYE & CO.**

Wholesale Grocers, - - HAMILTON

**BEE  
JELLY  
POWDER**



The greatest Hot-Weather Seller of the day.  
Six delicious flavors to a box.  
Retail 25 cents with good profit.

BOX ASSORTED FLAVORS, OR TO YOUR ORDER.

**SEND FOR SAMPLES  
AND PRICES . . .**

PACKERS OF THE BEE PRODUCTS, ALL OF  
GUARANTEED EXCELLENCE.

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

### Look Here, Mr. Grocer!

Do you think the C. P. R. would order

"ROYAL CROWN"

## Witch-Hazel

TOILET SOAP

for use in their magnificent hotels—  
on their trains and steamships—if it  
wasn't mighty good soap?

It's bound to please your customers,  
and the profits will please you.

Write for prices.

The ROYAL CROWN Limited,  
Winnipeg, Man.

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

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

# RED FEATHER

*The Sign of Good Quality.*

When you want a guarantee of purity—the very acme of superiority—Buy **Red Feather** goods. Nothing finer can be had.

**SPICES,**  
**SUGAR ICINGS,**  
**JELLY POWDERS,**  
**FRUIT EXTRACTS,**  
**CANNED GOODS,**  
  
*and*  
**B. B. C. Sugar for the Bar, Berries,**  
**and Cereals.**

**W. H. GILLARD & CO.**

*Wholesale Grocers*

**HAMILTON**

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

**THE**  
**CANADA SUGAR REFINING CO.**

LIMITED

**Montreal**

## Manufacturers!

Do you want your goods

Sold in British Columbia?

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

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

# VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

# V

THE

Hello

FAI

FARM

Dealers are req



LAMONT, CORLIS

THE CANADIAN GROCER

# VINEGAR

THE DAVIDSON & HAY, LIMITED  
Wholesale Grocers, TORONTO

## Hello, Mr. Trade !

What about Canned Goods?

### FARMER BRAND

### CANNED FRUITS AND VEGETABLES

has meant a bigger and better business to every grocer who has stocked it.

We simply appealed to the commercial sense of grocers when we started business. We didn't pretend to be the only Canning Company on earth, but we did do something original and results have more than vindicated our undertakings. Our methods beat the DUTCH for cleanliness and the excellency of our products is universally acknowledged. The Housewives of Canada are demanding Farmer Brand.

### Can You Supply the Demand ?

Our motto, "While price may change, quality ALWAYS remains the best."

it DOES pay to stock the best.

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

Dealers are requested to write for special free deal.



**NESTLÉ'S  
MILK CHOCOLATE**  
"RICHEST IN CREAM"

*SURPRISINGLY SUSTAINING*

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

### Some Reasons Why!!!



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

Prepared by cleanly and scientific methods.

From strictly first class and fresh nuts.

No adulteration.

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

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

Write or Phone us or our Agents.

### Canadian Cocoanut Co.

Montreal, Canada



**NO "CLOUDY" SURFACES**

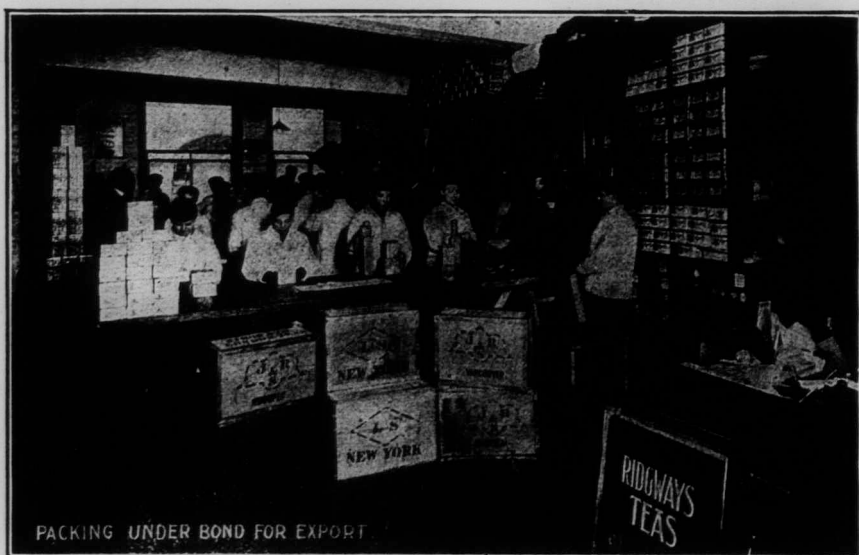
come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

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

Write for samples and prices. <sup>72</sup>

**MAJESTIC POLISHES, Limited**  
575 Yonge Street, Toronto, Canada

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



**Ridgway's Celebrated Teas**

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

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

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

To **John Robertson & Son, Ltd.**  
41 Common St., MONTREAL  
SOLE AGENTS FOR CANADA

The Genuine  
**HOLBROOK'S**  
WORCESTERSHIRE  
**SAUCE**

Acknowledged  
Sauce of

the Premier  
the World



**Holbrooks Limited**

Canadian Branch:  
26 FRONT ST., E. TORONTO  
Canadian Manager, - H. GILBERT NOBBS

# Balmoral

*New Season's*  
**STRAWBERRY  
JAM**

*Now Ready*  
**QUALITY DELIGHTFULLY FINE**

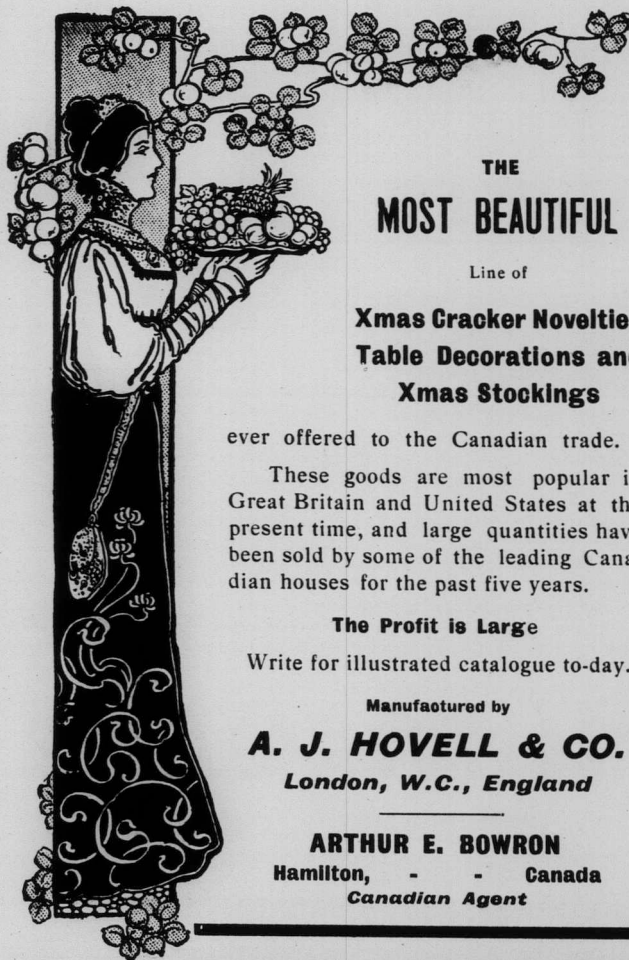
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**Make Your Contracts  
Now for All Kinds**

000

*Prices from*  
**J. W. WINDSOR  
MONTREAL**

**Sole Agent for Canada**



THE  
**MOST BEAUTIFUL**

Line of

**Xmas Cracker Novelties  
Table Decorations and  
Xmas Stockings**

ever offered to the Canadian trade.

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

**The Profit is Large**

Write for illustrated catalogue to-day.

Manufactured by

**A. J. HOVELL & CO.**

*London, W.C., England*

**ARTHUR E. BOWRON**

*Hamilton, - - Canada  
Canadian Agent*

It won't take long for us to satisfy you that our

## Pure Apple Juice

is the most perfect, clearest, cleanest and most satisfying drink for young and old—Our method of manufacture has no equal in Canada to secure absolute purity—

Drop us a line for sample or send trial order—

**The Belleville Fruit & Vinegar Co.**

LIMITED

**BELLEVILLE, ONT.**



We wish to impress upon Total Abstainers and Temperance Dealers the fact that

# KOPS ALE, STOUT AND WINES

are

## STRICTLY NON-ALCOHOLIC

notwithstanding their names.

They are the most palatable and healthful temperance beverages put on this market—Highly recommended by the medical faculty of Great Britain, and used there for over thirty years.

*All first-class grocers should stock these goods—*



## KYLE & HOOPER

Wholesale Agents for Ontario - 27 Front Street East, TORONTO.

Every pound of

# Crystal Granulated Sugar

is guaranteed to be unsurpassed by any sugar in the world for **PRESERVING PURPOSES.**

Insist on getting **CRYSTAL** granulated

MANUFACTURED BY

## The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

BLAC

96-104



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The

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T. A

We have just received a large shipment of

## FORMOSA OOLONGS

and have also to arrive shortly

## BLACK and GREEN CEYLON and INDIANS

For the wholesale trade only

### S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171



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

## ESSEX PORK <sup>A</sup> <sub>ND</sub> BEANS

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

most rigid care and inspection in preparing food products.

## The Essex Canning and Preserving Co.

28 WELLINGTON STREET EAST . . . TORONTO, CAN.

LIMITED

Factory at Essex, Ontario.

## ARE YOU one of our EASTERN TOWNSHIPS SHARP BUYERS?

If so GET OUR PRICES. Think of the freight you "DON'T" have to pay.

SEND US YOUR ORDER, and we'll guarantee satisfaction.

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que.

**Our New Table Syrup**  
named **"GOLDENETTE"**

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

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

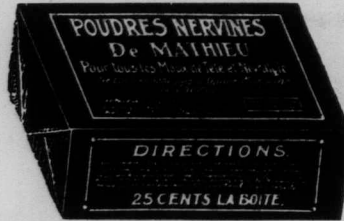
A delicious wholesome golden syrup, extracted from the highest grade Sugar Cane, unequalled in flavor or quality.

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

*Free samples given with five case orders*

**Imperial Syrup Company**

88 Grey Nun Street,  
**Montreal**



**Sell  
The Best**

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

Don't offer any substitute, but sell

**Mathieu's Nervine  
Powders**

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

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



**J. L. MATHIEU CO.,**

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

The Canadian grocer has only **one** reply to inquiries as to why he prefers

**Rowat's  
Pickles**

He finds that in every **pickle requisite** they are the best value on the Canadian market, and give more general satisfaction to the consumer than any other imported pickle.

*Let it be*

**Rowat's**  
*when next you order*

**A STEADY  
SUMMER SELLER**

Go after the hot weather business.  
Thousands and thousands of  
bottles of

**"MONTSERRAT"  
LIME FRUIT JUICE**

are being sold this summer.

Why aren't you making some of this profit?

Order **MONTSERRAT** now, and let your customers know you have it.

Your wholesaler will supply you.

**National Drug & Chemical Co. of  
Canada, Limited, - Montreal**  
CANADIAN AGENTS

**MATHEWSON'S**  
**RED**  
**VICEROY SALMON**

Price \$1.75 dozen

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

**The Choicest Red Salmon Procurable**

We solicit a trial of this most excellent brand

**Mathewson's Sons**

WHOLESALE GROCERS

**MONTREAL**



**Pure Food is Essential  
to Good Health**

**Wagstaffe's**  
**New Season's Goods**

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

**Wagstaffe Limited**

PURE FRUIT PRESERVERS

HAMILTON, CANADA

Agents:

DINGLE & STEWART, Winnipeg, Man.  
L. T. MEWBURN & CO., Ltd., Calgary, Alta.  
STANDARD BROKERAGE CO., Ltd., Vancouver, B.C.

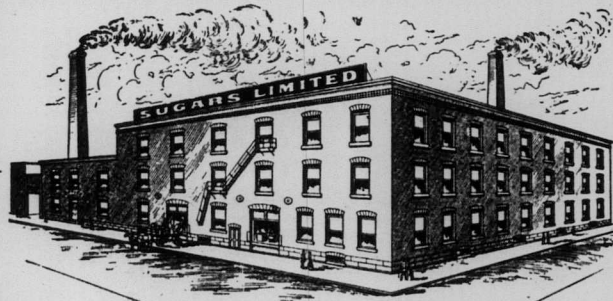
**RIVERDALE BRAND**

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

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

**The Lakeside Canning Co.**

WELLINGTON . . . ONTARIO



**Diamond Brand**  
**Maple Syrup**

**Twin Block**  
**Pure Maple Sugar**

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

**Sugars, Limited Montreal**

ANNOUNCEMENT  
**THE J. K. ARMSBY CO.'S**  
**NEW CIPHER CODE**  
**1907 EDITION**

The J. K. Armsby Co.'s **New Cipher Code** will be **ready for delivery about August 1st.** It will be completely revised and adapted for use by Grocers, Commission Merchants, Exporters, Importers, Canners, Dried Fruit Packers and kindred trades.

**New Style:** The new edition will be bound in an adjustable cover of leather, permitting the insertion of revised pages each year and obviating new editions in the future.

**Notice:** All editions of the J. K. Armsby Co.'s Cipher Code prior to this year **will be retired** from use and superseded by the **New 1907 Edition** on **September 1st.** This becomes necessary on account of the reclassification of contents in the new code. Orders should be placed in advance to insure delivery prior to the retirement of the old edition.

Price \$5.00 per copy, prepaid, and \$1.00 per year for revisions. Orders must be accompanied by remittance in New York, Chicago, or San Francisco Exchange; Express or P.O. Money Order.

**THE J. K. ARMSBY CO.**  
Armsby Building, SAN FRANCISCO, CALIFORNIA

Re

Eighth Annual  
Are Behin

Less than forty in Hamilton last the annual conv division of the Re ciation of Canada socation nor the judged by numbers were for the mos tional intelligence sive men.

A delegate blew sion from Simcoe under the collar. nouncement rega had been very in Hamilton he had times before he ha even knew where being held. Then find it was being He was G. Willia dealer, and can e very much to the gery aggressiven a pretty good bra at Simcoe, but h a long while whe the Retail Merch selves into a Boi they had decided another year, and morning before a membership fees good standing. E the convention wa much ice," and l tion accordingly. seemed to be "Tl mine." But wher of the discussion the delegates he that the associati

At the opening time, grocer, and ilton branch, tool duced Mayor Stev hearty way, welc Hamilton. The n Capt. R. A. Robe Board of Trade, v on the business welcome. Presid tawa, then took ings and the cor business.

Before leaving t tentine suggested cussion before the early closing of night. It would tion by a farthin, boring till midni very poor prep ment of the Sabb why the retail n were not present young men as ch to get away from orday afternoons other lines were g selves, the grocer in on a hard da hours. Mr. Ballei earnest about it.

# Retail Merchants in Convention

**Eighth Annual Gathering—Met in Hamilton, But Only a Few Delegates Attended—Sixty Per Cent. of the Members Are Behind With Their Fees and in Consequence a Poor Financial Statement was Presented—Those present Were Enthusiastic—Strong Appeal for Support of Organization.**

Less than forty delegates assembled in Hamilton last Wednesday to attend the annual convention of the Ontario division of the Retail Merchants' Association of Canada. But neither the association nor the convention is to be judged by numbers. The men assembled were for the most part men of exceptional intelligence and energy, progressive men.

A delegate blew into the closing session from Simcoe and he was pretty hot under the collar. He thought the announcement regarding the convention had been very inadequate. Arrived in Hamilton he had had to ask a dozen times before he had found any one who even knew where the convention was being held. Then it surprised him to find it was being run with open doors. He was G. Williams, a boot and shoe dealer, and can express himself fluently, very much to the point and with gingery aggressiveness. He said they had a pretty good branch of the association at Simcoe, but had been considering for a long while whether to continue with the Retail Merchants' or resolve themselves into a Board of Trade. Finally they had decided to try the Merchants another year, and he had gone out the morning before and collected twenty membership fees to put the branch in good standing. His first impression of the convention was that it did not "cut much ice," and he judged the association accordingly. His mental resolve seemed to be "The Board of Trade for mine." But when he had heard enough of the discussion to get the measure of the delegates he seemed to be satisfied that the association might do after all.

At the opening session, Adam Ballentine, grocer, and president of the Hamilton branch, took the chair, and introduced Mayor Stewart, who, in his plain, hearty way, welcomed the delegates to Hamilton. The mayor was followed by Capt. R. A. Roberston, president of the Board of Trade, who very neatly tacked on the business to the administrative welcome. President H. C. Ellis, Ottawa, then took charge of the proceedings and the convention dipped into business.

Before leaving the platform, Mr. Ballentine suggested as a subject for discussion before the convention closed, the early closing of stores on Saturday night. It would not curtail consumption by a farthing, he asserted, and laboring till midnight and after was a very poor preparation for the enjoyment of the Sabbath. It was the reason why the retail merchants of Hamilton were not present. They could not get young men as clerks so as to be able to get away from their businesses. Saturday afternoons when young men in other lines were going off to enjoy themselves, the grocery clerks were starting in on a hard day's work of 10 to 12 hours. Mr. Ballentine was very much in earnest about it.

A. L. Geen, Belleville, a druggist, president of the Dominion Board, spoke briefly, and Elisha Winters, of Boston, organizer for the Retail Merchants' Association of the United States, talked awhile on lines similar to the address to the grocers on the day before.

### An American Leader.

John A. Green, secretary of the National Association of Retail Grocers of the United States, arrived unexpectedly and was very heartily greeted. Mr. Green is the most prominent personality in retail organization in America. He had been expected for the grocers' meeting on Tuesday, but had been unable to get away. His address was listened to with rapt interest, and it is not too much to say it was inspiring. He is a quiet man of retiring disposition and would not go upon the platform, but spoke from the floor of the hall. He is a very effective and fluent speaker. His splendid address appeared in last week's issue of The Canadian



H. C. ELLIS, Ottawa, Re-elected President

Grocer. At its conclusion Mr. Mather, of Stirling, expressed very heartily his appreciation, and moved a vote of thanks to Mr. Green, which was carried with much enthusiasm, and it was ordered that the address be furnished The Canadian Grocer for publication.

### Finances in Bad Shape.

After luncheon, Treasurer M. Moyer presented his financial statement. It was very far from encouraging. The total receipts for the year amounted to \$4,583, and there was a balance of \$783, but the salary of neither the secretary nor the treasurer had been paid. Mr. Moyer presented very strongly many reasons why merchants should be members of the association and why they got by organization many times the value of the small annual fee. The statement was referred to a committee to be reported upon the following morning. Out of 5,233 members, Mr. Moyer said, only 2,068, less than 40 per cent., had paid their fees, leaving 3,165 unpaid. The association has now in Ontario 142 branches.

Mr. Watters, of Ottawa, complimented Mr. Moyer upon having presented the first business-like financial report the association had ever had.

Secretary Trowern did not have a report prepared, and President Ellis suggested that hereafter it would be well to have it in writing.

### Resolutions.

The secretary then presented a lengthy list of resolutions for consideration.

"That whereas we have prepared by-laws licensing and regulating pedlars and transient traders and put them into operation in a great many cities and towns throughout the province, and we have found that the act upon which they are based requires amending, that we authorize the legislative committee to prepare the necessary amendments, and that we endeavor to secure the passage of the same at the next session of the Provincial Legislature."

This resolution involved considerable discussion, the result of which was simply to demonstrate the unworkable and tangled nature of the present act. The present act had been amended along lines suggested by the association, and the opinion prevailed that what was now wanted was not more amendments, but a new act. Various delegates reported that their respective municipal solicitors had been befuddled by it. The law provides different treatment for pedlars and transient traders, and sometimes the distinction was not understood. The motion was carried.

"That whereas, there is a clause in the municipal act empowering city councils to put the early-closing bylaw into operation without the consent of the merchants we ask that this clause be repealed."

This resolution came from Ottawa and had resulted from one stage of that city's complicated struggle with the early-closing movement. Now peace reigned and President Ellis, who is from Ottawa, opposed it and it was finally withdrawn. It, however, furnished occasion for an interesting discussion of the early-closing movement. Chairman Ellis stated that the clerks in Ottawa had taken the matter up and circulated a petition on the basis of a six o'clock closing for everyone. The merchants got up a counter petition for seven o'clock. The clerks had won out with the council, it being near election time. Then the struggle turned upon the right of a merchant to withdraw his name from a petition he had signed, and the bylaw was quashed. In the meantime, however, even those opposed to early-closing had enjoyed the practice of it and they were willing to continue closing at six ordinarily and nine on Sat-

urday. This had been confirmed by bylaw and was working out splendidly, the president stated. The question of whether or not a person who signed a petition had the right to later withdraw his name had been appealed and an authoritative decision was being sought in the courts.

**Saturday Night Closing.**

Adam Ballentine is deeply interested in securing an early Saturday night closing for Hamilton. Business was not, now, he said, in the shape it was a few years ago. Classifications were not so well marked. All grocers sold fruit, many sold fish and meat. It was impossible to define any class of business and an attempt to do so would make the law ineffective. He hoped for a law that would require all places of business, with the exception, perhaps, of druggists, to close at a reasonable hour, especially on Saturday night. It would be a great reform. He thought it would be well to have the whole question carefully considered by a committee.

No action was taken.

"Whereas, railway companies very frequently charge much greater weight on freight bills than the articles really weigh and that we desire this board to take the matter up and lay the same, through our Dominion Board, before the railway commissioners."

Several delegates reported experience corroborative of the stated fact of the resolution. It was carried.

The following resolutions were passed rapidly and practically without discussion:

**New Tariff Fault.**

That, whereas, under the new tariff regulations, a duty of 15 per cent. is charged on British packings and wrappings, and 20 per cent. on foreign; and, whereas, these wrappings and packages in most cases are almost valueless when they come here and they cost four or five times there what they are worth here; therefore, we ask this convention to instruct our Dominion Board to have some action taken in the matter.

That we request the Dominion Board to look into the registered mail laws and see that we get the same protection from the Dominion Government as we do from express companies in case of loss.

That, whereas, demurrage is charged to the coal dealers on all railway cars that are not emptied within 48 hours, therefore, we think that it is only right that railroads should be compelled to pay the same rate when they hold and detain cars laden with coal for dealers; and we desire that this board request the Dominion Board to call the attention to the Dominion Railway Commission to this matter.

That, whereas, a change is being made in the publication and sale of school books, by the Ontario Government, we, therefore, request them to have the retail price so fixed that price-cutters and departmental stores cannot use them for advertising purposes.

That, whereas, a bill was introduced in the Ontario Legislature by Mr. Gamey to amend the Assessment Act whereby all retail merchants in the Province of Ontario will be assessed on the value of the stock owned by them instead of on the business assessment as at present; and, whereas, it is proposed to exempt all stock that is not paid for and thereby go back to the old system, it will, therefore, in our opinion, be unfair to those who own their stock and benefit those whose stock is purchased on credit; and, whereas, the Provincial Board opposed this bill, it was laid over for further consideration.

**Department for Business.**

That, whereas, no provision has been made by the Dominion Government to keep a record of information to tabulate facts relative to the retail trade of the Dominion, and as the laboring and agricultural classes have well equipped departments and have large sums spent upon them each year, we



E. D. SMITH, M.P., Winona

consider it advisable that our association take such steps as to have provision made under the Department of Trade and Commerce so that the retail interests of Canada can be looked after as well as the above named classes.

Mr. Mather, of Sterling, was not clear as to the usefulness of the proposition and Mr. Trowern made it clear.

That, whereas, considerable trouble has been experienced by some retail merchants in employing assistance, we, therefore, request the Provincial Board to prepare and submit to the branches a form for employes to sign that would safeguard the interests of both employer and employes.

That, whereas, the Dominion Government propose introducing legislation to regulate the sale of patent and proprietary medicines; and, whereas, we believe that a well-considered measure would be of benefit to the general pub-

lic and to the trade, we are also of the opinion that any attempt to place a special tax on any preparation to pay the expense of carrying out such legislation, would be the beginning of perhaps special taxation on other lines of the retail trade; and, we, therefore, ask the Provincial Board to use every effort to oppose this unfair proposal.

That, whereas, if the present Gold and Silver Marking Act should become law it will very injuriously affect the retail jewelry trade of Canada; and, whereas, through the efforts of the Retail Merchants' Association of Canada an extension of its operation was secured for eight months from July 13, 1907, we consider it absolutely necessary that every retail jeweler in Canada should assist the association in preparing proper legislation and securing the same at the next session of the Dominion House.

**Against Co-operative Trading.**

The following resolution was made the occasion by Treasurer Moyer of an appeal for association support. He asserted that the proposed law would demoralize the retail trade and that it was simply a plan to furnish work for promoters. Such co-operative undertakings would flourish as long as people continued to pay their money in, just as the defunct York Loan had. The resolution was passed as follows:

That, whereas, a bill was introduced at Ottawa at the last session and will likely be brought forward again at the coming session by the Hon. Mr. Monk, asking the Government to endorse co-operative societies and to give them special privileges to the detriment of retail trade; and, whereas, this measure was successfully opposed by our Dominion Board, that this meeting endorse their action and give them every possible assistance if any further attempts are made to have its provisions made law.

The evening was given over to a band concert, which was a rather novel plan of entertainment.

**A Musical Evening.**

The band concert proved a musical entertainment of extraordinary merit. It was tendered the delegates by eleven of the wholesale firms, Balfour, Smye & Co., Lucas, Steele & Bristol, James Turner & Co., MacPherson, Glassco & Co., W. H. Gillard & Co., the W. E. Sanford Mfg. Co., Copley, Noyes & Randall, John Lennox & Co., Wood Vallance & Co., Buntin, Gillies & Co., and Tucketts. These firms, in a very nicely printed invitation and programme combined, requested the pleasure of the delegates' presence in the Alexandra pavilion. This is a new roller rink and one of the finest in Canada. It would comfortably accommodate a couple of thousand people. The acoustic properties of the hall are faultless. The brilliant electric lighting was augmented for decoration purposes by vari-colored Chinese lanterns and potted plants decked the gallery railing. A large motto, specially made, read, "Success to you in the great work of lifting your trade to a higher moral plane." The pro-

gramme was fu the 91st High Gertrude Star ward Pearce. baton of H. A. was as follows

National Hyn band; overture grand selection the band; song Gertrude Star raine, Lorel," tasia, "Anglo suite, "Gipsy C "Angus MacDo Stares; song, by George Al Adair." by th choir; Down S by the band; c by the band.

Fred. Smye, was charged r arrangements, bu family prevent part he would the duties wer Beckett with c The retailers c to get to the c not attend the was a large a ladies. The c preciated and c last, evoked a

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On Thursday sion, the rem dealt with. M moved a pure. lows:

That the ti Federal Govern force a rigoru lic against in and drugs, and or untruthful statements of hibit the mar such articles a facture or sale porting to be a consumer to tl pure and whole ticles of food c Government be standards of q diments, vinega ned or preserv other foods an proprietary or ewise enforce and Drugs Act, be placed bef ment and the with by a com and the Inland The impressic ation turned l of standards.

**Unfair G**

H. C. Becket in regard to that the Gover not acting fair: sugar syrup, n ferred by man: syrup. His fir of maple flavor bear the word ity with the word printed pasted across had submitted partment of I

gramme was furnished by the band of the 91st Highlanders, assisted by Miss Gertrude Stares, Geo. Allan and Edward Pearce. The band was under the baton of H. A. Stares. The programme was as follows:

National Hymn, "O Canada," by the band; overture, "Oberon," by the band; grand selection, "Gems of Gounod," by the band; song, "Good-bye," by Miss Gertrude Stares; song, "Lorraine, Lorraine, Lorel," by George Allan; fantasia, "Anglo American," by the band; suite, "Gipsy Girl," by the band; "Angus MacDonald," by Miss Gertrude Stares; song, "When Thou Art Near," by George Allan; part song, "Robin Adair," by the Ninety-First Kiltie choir; Down South, "Descriptive Piece," by the band; overture, "William Tell," by the band.

Fred. Smye, of Balfour, Smye & Co., was charged primarily with the arrangements, but serious illness in his family prevented his taking the active part he would like to have done, and the duties were shouldered by H. C. Beckett with characteristic heartiness. The retailers of Hamilton found time to get to the concert, even if they could not attend the convention, and there was a large audience, including many ladies. The concert was greatly appreciated and every number, save the last, evoked a demand for an encore.

#### The Closing Session.

On Thursday morning, the closing session, the remaining resolutions were dealt with. Mr. Watters, of Ottawa, moved a pure food resolution as follows:

That the time has arrived for the Federal Government to enact and enforce a rigorous law to protect the public against impure and harmful foods and drugs, and to deal with misleading or untruthful designating names or statements of composition and to prohibit the manufacture or sale of any such articles and to prohibit the manufacture or sale of any compounds purporting to be and designed to lead the consumer to the belief that they are pure and wholesome representative articles of food or medicine and that the Government be petitioned to establish standards of quality for all spices, condiments, vinegars, baking powders, canned or preserved meats, vegetables or other foods and medicines sold under proprietary or trade names, and to otherwise enforce the intention of the Food and Drugs Act, and that this resolution be placed before the Federal Government and the whole question be dealt with by a committee of our association and the Inland Revenue Department.

The impression prevailed that the situation turned largely upon the question of standards.

#### Unfair Government Methods.

H. C. Beckett was present and spoke in regard to maple products, holding that the Government authorities were not acting fairly in the matter. A pure sugar syrup, maple flavored, was preferred by many people to the maple syrup. His firm had got in a shipment of maple flavored, but the labels did not bear the word "compound" in conformity with the act. They had had the word printed on separate slips and pasted across the original labels and had submitted this labeling to the Department of Inland Revenue. The offi-

cial there had approved this label. Later, officials took samples of the syrup from customers of Gillard & Co., and because of the technical infringement of the law in the labeling taxed the retailers the cost of the analyses, about \$9 each, notwithstanding the fact that the department had approved the label. Gillard & Co. were asked to pay, but refused, and with a view to testing the matter, asked the department to sue for the amount. That the department did not do, but collected the fines from the retailers who paid rather than appear in court. Mr. Beckett thought it was not fair for the department to allow a big firm, that was prepared to fight, go, and collect from retailers sums for which they were not legally liable.

Mr. Beckett stated that last year the Wholesale Grocers' Association of the United States had engaged an expert for pure food work and the information gathered was at the disposal of the Retail Merchants' Association for the asking.

The motion was carried unanimously.

#### To Keep the Home Trade.

The following resolution, intended primarily to combat mail-order business, occasioned considerable talk:

"That our branches should make united efforts to secure all the possible trade in their respective localities and see if some means can be adopted to secure much of the business now going to mail order and other houses."

Mr. Taylor, of Hanover, the mover of the resolution, explained that people in the country often wanted something they felt was not worth going to town for and sent to the mail order house. He thought that if all the merchants in a town combined in their advertising they could collectively retain a good deal of trade that has now got away from them.

Ald. Farrar, Hamilton, said the department store campaign was largely educative. Those houses made large reductions at certain seasons of the year which gave the impression through the country that they were always low in price. But their expenses were very heavy, and he was convinced that the retail merchant who took his discounts could beat the mail order houses by good values, kind treatment, and up-to-date goods.

Secretary Trowern said they were not opposed to the catalogue house as such, but they were opposed to fraud and misrepresentation, and when the law enabled the public to deal with fraud and misrepresentation as they were dealt with in England, the mail order unfair competition would be stopped. In England if a firm made false statements on display cards about the price or quality of goods shown in the windows, anyone could call a policeman, hand him his complaint card and have the merchant appear next morning in the police court there to prove his statements correct.

Mr. Moyer spoke very strongly in favor of educating the farmer along the lines of supporting local merchants. Years ago he had undertaken work of educating farmers in regard to butter. Out of his efforts had grown the present farmers' institutes. The institute meet-

ings were open to merchants and addresses along the lines suggested would, he believed, be productive of excellent results.

Upon motion of Messrs. Trowern and Moyer, the following resolution was passed as a substitute:

That the local branches be instructed to make an educational crusade amongst the farming community, dealing with this important matter.

#### Partnership Registration.

L. O. Pearson, of St. Thomas, submitted a resolution from his local branch objecting to the compulsory registration of partnerships. It was occasioned because a man looking for an easy way of getting money had laid information against a number of St. Thomas firms who, ignorant of the law, had not registered.

Ald. Farrar, of Hamilton, said merchants, of all people, should respect the law. If a man didn't know it and got into the police court, he should wake up.

The motion was withdrawn.

At this juncture E. D. Smith, M.P., Winona, the pure jam maker, was introduced, and Mr. Trowern told the delegates Mr. Smith had rendered very material assistance to the association at Ottawa. Mr. Smith said, "I will do all I can to advance legitimate and honest trade. He had invited the delegates to take a trolley trip to his farms and factories, and as he went out was heartily cheered.

#### Fee Remains at \$2.

The rest of the session before the election of officers was given over to a discussion of the report of the committee on finance. The committee recommended that the annual fee be raised from \$2 to \$5. Of that amount \$2 was to be remitted to the head office for general expenses and the balance was to pay for collection and go to make up the local funds. The impression prevailed that a \$5 fee would kill the association and that the locals did not need as much as \$3 a member. It was agreed, however, that the general fund needed \$2 per member per year. It was finally decided to make the fee \$2, that same to go to the central association and each branch to remain free to levy what sum seemed fit for local expenses. This also throws the onus of collecting the fees and organization work upon the local branches. It also enables any single merchant in a small place to become a member by remitting \$2 to the central office.

#### The Officers.

When it came to the election of officers, H. C. Ellis was unanimously elected president for another year. Adam Ballentine and B. W. Zieman were nominated but withdrew in favor of the young man from Ottawa. Mr. Ellis modestly wanted to retire and give other members a chance for preferment, but when the convention would not have it so he promised to do his best, which, in view of his first year's record, was more than satisfactory.

The other officers elected were: Vice-



presidents, B. W. Zieman, Adam Ballentine; treasurer, M. Moyer; secretary, A. M. Trowern; auditor, F. C. Higgins. Mr. Higgins was re-elected as second vice-president but positively declined.

**Trip in the Fruit District.**

The invitation of the Galt delegates to hold the next convention there was accepted and June 16, 17 and 18 fixed as the dates.

In the afternoon the delegates and their wives, as the guests of E. D. Smith, M.P., went in a private trolley car the 25 miles to Beamsville through the greatest fruit district in the Dominion, where land is held at the modest figure of \$1,100 an acre. The company visited the factory of the Beamsville Preserving Co., which is one of the largest and finest in Canada. Canning of strawberries was in full swing and the grocers were immensely interested. The factory was as clean and sweet as a model kitchen. But what wonder! for everything—floor, tables, trays and kettles—are all thoroughly scoured every night. The visitors saw the entire process, from the washing of the fresh fruit in perfect condition to the final cooling of the tins in pure running water. They then visited the fine large warehouse; saw the handsome new office building under construction, and the large boarding-house for the hands just completed.

On the return journey the company stopped off at Mr. Smith's jam factory near his home at Winona. There the capacity for pure product is seven tons of jam a day and only pure goods are put up. Mr. Smith has met with splendid success in this department of his business. His northwest customers wanted to take the whole of this season's output, but he couldn't leave his trade in the east in the lurch. Each visitor took away a jar of jam as a sample. Before leaving a hearty vote of thanks was passed to Mr. Smith.

**VALENCIA RAISINS.**

Emilio Monfort, representing Julian Monfort & Co., Gata, Spain, and Liverpool, England, is at present in Canada in his firm's interest. He was in Toronto this week making the acquaintance of the trade here through C. L. Marshall, manager of the brokerage department of the MacLaren Imperial Cheese Co., Canadian representatives of Monfort & Co. Mr. Monfort stated to a representative of The Canadian Grocer that the crop of valencia raisins this year, while a little late, perhaps, today, would be up to the average in quantity and very good in quality. The opening price was about 2s. above that of last year. Before returning home Mr. Monfort will appoint a representative in New York.

S. H. Ewing & Sons, Montreal, have some low price gunpowders on which they will be pleased to submit prices and samples.

Stewart Burton has left for Regina, where he will assume the managership of Cameron & Heap, Kenora, who are establishing a new wholesale house in that city.

**GROCERY NEWS FROM ATLANTIC TO PACIFIC**

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

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

**BELLEVILLE.**

If there is one class of people in this beautiful City of the Bay who are happy, pleased and contented it is the grocer class, both retail and wholesale. and they have good reason to be contented, according to the statements made to your correspondent by a number of the leading members. They say that it is many years since trade was so good, and the same thing can be applied to all branches of merchandise. The reason for this is certainly seen, and is owing to the increased influx of new citizens into the city. The greatest difficulty at present is the lack of living accommodation. It is no exaggeration to say that in the whole city there are not half a dozen empty houses and the rest of these are being renovated to meet the requirements of the parties who have rented them. New dwellings are being erected in various parts of the city, and at the present rate of increase Belleville's population is likely to be doubled in a few years.

Naturally the grocers, who will always be the first visited, are taking the advantage, and who can blame them for the satisfied but tired look they are wearing?

But the housing problem is really a serious question and one that is not to be lightly overlooked. Even the Board of Trade at its last meeting brought up for discussion, "What can be done to provide suitable homes for the many workmen coming into the city?" There were various theories advanced, but, of course, nothing further could be done.

It was, however, agreed that it was the duty of the monied men to get busy and invest some of their wealth in building homes suitable for workmen, as they could feel assured that Belleville was on the verge of a boom unprecedented in its history. Some of the men whom the board hoped to reach, instead of building new dwellings, bought up several properties, and by adding a few improvements, increased their rent in some cases 50 per cent. This may be regarded as sharp business, but it is not considered so by the community in general.

The coming in of the big cement works of the Lehigh Portland Cement Company is making things lively here, as many of the men employed in the erection of the plant, which will be when completed, the largest and most up-to-date of its kind in Canada, reside in this city, and many of them are newcomers, and nearly all of a very fine class of people. The works are situated about three miles east of the city, and the company recently purchased a large steamer in Montreal, which conveys the workmen and material to and from this

city. At present there are about 300 men of all branches of trade employed, so this will give a slight idea of how the city is building up, and will also provide a reason why the grocer, who helps feed all these people and their families, is happy.

An important change has recently taken place, of interest to the grocery trade, especially in this district. Washburn Palmer, who for over forty years has conducted the leading grocery store in the village of Campton, three miles north of this city, the nearby neighbor to Corbyville, where the big fire recently destroyed the famous Corby distillery, has sold out his business to Mr. Story, his next door neighbor, who was also a grocer. The latter is an enterprising young man and has been a storekeeper there for some years. He will combine both stores into the one which he conducts at present. This is perhaps one of the oldest villages in Ontario and at present there are living there descendants of the first families, named Canniff, after whom the place was named. Everyone predicts success for Mr. Story.

Harry Maylor, city traveler for the Wm. Patterson Biscuit and Confectionery Company, has just purchased a handsome residence in the centre of the city. He says he is tired of paying rent. Harry is a member of the Board of Education, and don't be surprised if he is an alderman soon.

T. R. Temilliger, the ranger for this district of the William Patterson Company, who broke his ankle so severely some time ago, is once more able to be around, much to the pleasure of his many friends. In addition to his duties in the interests of his firm, he also finds time to help push along the Belleville fair, which promises to give Toronto a hard run this year.

The local canning factories began operations in this district the first week in July in real earnest. Peas are coming in fast and they promise to be a good crop, despite the poor outlook earlier in the season. They seemed to come on with a rush. This district was without a drop of rain from May 26th until June 30th—over one month—there was good reason for anxiety. From newspaper reports, almost every other part of the country was blessed with copious showers. The canners are looking forward to a good supply of peas, beans and strawberries, while corn does not look so well. Tomatoes also promise well.

The two wholesale grocery firms, Kenny, Walmsley & Co., and John Sloan & Co., report business very satisfactory.

**CALC**

The retail clerks have come to the weekly half holiday to them, and have signed petition which to the city council the necessary bylaw. Several of the men cited and fined under bylaw this week for 6 o'clock.

The trade are eastern tomato and as orders for canningables are now being rise in British Columbia naturally turned the chants towards the interest. The demand in a ranching and field is comprised in the of course, very great.

Lots of sunshine warm rain has placed crops ahead of late the cold, late spring from 24 to 36 inches growth is luxuriant in plentifully and only is a shortage, however eggs, and the demand supply during the Farmers do not give to egg and poultry is plenty of room made in this line.

The commercial meet in convention

Good prizes are fair week for the Calgary manufacturer grocers of the city eclipse all the other

The export trade from here is assured portions and several been filled during the

**4 KING**

Strawberries—strawberry large! What a joy so welcome, but alas! A great many dealers and make more business carry a stock of produce unlawful. Government failure; a lot of market inspectors who come year. Just about inspection. American imperial quart, over a pint.

When a small business the owner gives chase stop thief! and other run him down. But and means to receive deliberately giving measure, changing making X vinegar stencil, getting market and other products goods so that the stamps or coupon thief!

In the long run the the right thing will

**CALGARY.**

The retail clerks of this city, and more particularly the grocery clerks, have come to the conclusion that a weekly half holiday should be coming to them, and have prepared a largely signed petition which they will present to the city council asking them to pass the necessary bylaw.

Several of the merchants were prosecuted and fined under the early-closing bylaw this week for keeping open after 6 o'clock.

The trade are anxiously watching eastern tomato and fruit crop reports, as orders for canned fruits and vegetables are now being made up and the rise in British Columbia prices has naturally turned the attention of the merchants towards the east with renewed interest. The demand for these goods in a ranching and farming country such as is comprised in the Calgary district is, of course, very great.

Lots of sunshine and a sufficiency of warm rain has placed the hay and grain crops ahead of last year in spite of the cold, late spring. Fall wheat is from 24 to 36 inches high and the grass growth is luxuriant. Butter is coming in plentifully and of good quality. There is a shortage, however, in the supply of eggs, and the demand has exceeded the supply during the whole season. Farmers do not give enough attention to egg and poultry raising and there is plenty of room for big money to be made in this line.

The commercial travelers of America meet in convention here next year.

Good prizes are being offered during fair week for windows dressed with Calgary manufactured goods, and the grocers of the city are promising to eclipse all the other trades.

The export trade of flour to Japan from here is assuming very large proportions and several large orders have been filled during the past week.

**4 KINGSTON.**

Strawberries—strawberries—nice and large! What a joyful sound! No fruit so welcome, but alas, what small boxes! A great many dealers loosen them up and make more boxes. Some dealers carry a stock of pint boxes which are unlawful. Government inspection is a failure; a lot of money thrown away on inspectors who come around once a year. Just about as simple as seal inspection. American boxes hold a full imperial quart, our boxes hold a little over a pint.

When a small boy steals an orange the owner gives chase, yelling stop thief! stop thief! and others join in the race to run him down. But merchants use ways and means to receive and rob people by deliberately giving short weight and measure, changing figures on packages, making X vinegar XXX by the use of a stencil, getting manufacturers of soap and other products to make light weight goods so that they can give trading stamps or coupons. Stop thief! stop thief!

In the long run the merchant who does the right thing will win out. He gains

the confidence of the people. That's the secret. The dishonest merchant loses the confidence of the people. That's why he goes to the stone wall. Sometimes inside of it, like some bank managers. Let us all try and do better, for our little systems have their day. They have their day, then cease to be.

In counting up the cash one night, the same as thousands of other merchants do, I noticed a face on one of the bills looking at me and I wondered where I had seen a similar one. Why, yes, that looks like the pickle man, Mr. McDonald, who is great on powdered horse radish. Heinz's, of course. The face was on the right-hand side of the Merchants' Bank five dollar bill, and under it was written H. Montagu Allan, who, when a small boy, used to make little boats with paper sails to carry freight across the pond.

He's now a man of noble gait,  
Of steamships he is very fond,  
He loads them up with precious freight,  
And sails them in a larger pond.

Who owns that beautiful mansion up near Mt. Royal, fit for a king to live in? Look at the lovely garden, trees, shrubs, everything to make the journey from the go-cart to the hearse a pleasant one. Beautiful, beautiful, beyond pencil or pen description. Who lives in it? Why Allan. How did he make his money? On whisky? Not much. He made it on water, salt and fresh.

By the way, what about Kops ale and stout? That don't make you drunk and crazy, and can be sold without a license by any grocer. Will it help the temperance cause or weaken it? Question for debate. File it.

The usual bunch of grocers met on the market square and talked of things in general, and then they talked of hair. Fair-haired Jim took off his hat and so did several others and all heads were as smooth as plymouth rock eggs. The Englishman said he had tried every thing, even Hair's 'air renewer. The bald-headed druggist standing near the group said he had a good English preparation, a sovereign remedy, worth a guinea a dozen and guaranteed to cure thirteen cases out of a dozen. The Irish grocer said, "Ye had better try it on yer own crown first." This was a capital joke and the meeting broke up with three cheers for the Queue or Chinese pig tail.

William McCullough, the faithful employe of Gilbert's grocery, has severed his connection with that store. He may go west, where he will have more room to expand. It does a young man a lot of good to get away from the home circle and run up against the rough edge of western society.

No movement whatever has been made in Kingston yet regarding the half holiday during July or August. Even regular holidays, such as Dominion Day, are only half observed. Two anxious for the dollar, I guess. Our population, according to last directory, has increased 600 during the year and for a popula-

tion of 22,500, we have about 125 grocery stores.

Joseph Lemmon, Montreal St., is selling off his stock and will either close up or sell out to his son. He is cutting on all his stock, which means a lot of trouble for the grocers in the neighborhood. Seems to me there are better ways of selling stock so as not to injure brother grocers. But everyone don't think alike. Joseph did a large business with farmers and was well thought of. He bought out several bankrupt stocks through the country and disposed of them. He likes variety and change.

**LONDON.**

The Retail Grocers' Association have won the first round in the little game with the coterie of grocers forming the Niagara Falls excursion syndicate. Last year the latter waited until the association announced the date of their excursion, then they came out with the announcement of the same date for their own picnic, the result being the holding of two excursions to the same place on the same day, but by different railroads. This year the association proved the better waiters, succeeding in tiring out the other fellows, who finally announced Wednesday, the 24th inst., as the date of their event at the Falls. This was what the association wanted, and they promptly followed by announcing Wednesday, the 17th, just one week earlier than the opposition's. Meanwhile, a committee of the association had visited Toronto and made all arrangements for their visit there, and at a meeting of the executive reports presented from all quarters were found to be most satisfactory, and the prospects are that the affair will prove the biggest ever held. Committees were appointed to look after every detail of the excursion, and no pains are being spared to ensure the convenience and enjoyment of those who patronize it. Invitations from Christie, Brown & Co., the Red Rose Tea Co., Cowan & Co., and the Sunlight Soap Co. were read, each company offering to do all in its power to entertain the grocers and their friends when they go to Toronto. It was announced that tickets for the attractions at Scarborough Beach would be given away free on the train on the morning of the excursion. The management of the beach privileges has given the grocers a thousand tickets to sell, but the executive decided to pay for the tickets out of the picnic funds and to give them away as stated. The C.P.R. train conveying the excursionists will leave London at 7 a.m. and Toronto at 8 p.m., but excursionists may return on any regular train the day following. The fare is \$2.35 for adults and \$1.30 for children. All the grocery stores will be closed on the 17th and open on the 24th as usual, so it is easy to see which of the two is the genuine grocers' excursion. It is likely that the syndicate will go out of the excursion business after this year.

W. T. Merrick, of Toronto, Ontario representative of Rose & Laflamme, commission merchants, Montreal, is in the city to-day calling on the trade. Mr.

Merrick's special line is Malaga fruits. He reports the crop normal and ahead of last year. During his trip through Western Ontario Mr. Merrick found business particularly good. He also notes a demand for a better quality of foreign fruits than in the past.

Berries and early vegetables are now coming in quite freely, which fact, if it does not bring good profits to the grocer, certainly keeps him busy.

**INGERSOLL.**

Out of the rain and frosts of a backward summer have come one of the finest crops of strawberries that this section has ever known. Large, juicy berries, all of them thoroughly ripened, are now being placed on the market in plentiful quantities. The prices have been about the same as ordinarily for early berries. First quality berries are selling at three boxes for a quarter, but occasionally four boxes are to be had at the same price. The way in which the berries have been brought to the market during the past few days has upset the calculations of all who predicted a short crop. The rains of a week ago did much to develop the fruit, for, as a rule, it is larger than a year ago, and the bright sunshine which followed has ripened them perfectly. It is the general opinion that with a continuance of the favorable weather the crop will be one of the largest in this section in years and that there will be a material reduction from present prices.

With the coming of the strawberries many pleasant functions are held. Strawberry festivals in both town and country are now the order of the day. To the housewife they also usher in a period of activity, and the grocer's thoughts turn to advertising sugar and glass jars for the preserving season.

In catering to a whimsical and exacting public the retailer is confronted with many perplexing problems. Some times it is a very easy matter for a grocer to win a new customer, and at other times it is just as easy for him to lose a customer. Probably in no other branch of the retail trade is so much tact and uniform courtesy essential as in the grocery business. The busy grocer is constantly called upon to fill rush orders and it is in this regard that serious complaints often arise which eventually result in the loss of a permanent customer. Sometimes the fault is entirely with an exacting customer, and again it is due to indifference or partiality on the part of the grocer. Here is one way in which the difficulty is frequently precipitated. The customer, very frequently the bread-winner of the home, walks into a grocery store while on his way to dinner or tea, and, as his time is limited, he wishes as prompt a service as possible. He may be followed into the store by some lady who has remained out late in making her society calls and is anxious to get her purchase and proceed homeward, or it may be someone from the country drives up to the door and they can't "possibly wait" for their order. Here is the dilemma that the grocer or his clerks are placed in. The man

who entered the store first has never been given a chance to make known his wants and the grocer or his clerk will often turn to him and say, "You are not in a hurry, Mr. —, will be with you in a moment." This is where the harm is done. The man's time is just as important, probably more so than that of the customers who have "pushed him to one side," and he cannot swallow the treatment he has received without a grimace. True, there are times when the person who feels that he has a grievance may not be as important a customer as the one who has received the preference, but the old rule, "first come, first served" should not be deviated from if general satisfaction is to be given. The person who once receives this kind of treatment is very apt to think that very little importance is attached to his or her trade, and they will leave the store with the resolve to patronize some other dealer. This is a common experience, as many merchants could testify, and it is a safe prediction that the merchant who treats all his customers with equal consideration is the one that makes permanent customers of them.

It is a matter for regret that enthusiasm seems to be wanting among the members of the Ingersoll branch of the Retail Merchants' Association. When the association was first organized many important matters were taken hold of in a businesslike manner at each regular meeting, which, as a rule, was well attended. Last week a meeting of the association was called for the transaction of important business, and strange to say, no one turned out. The warm weather of the summer months should not be allowed to put a damper on the work of the association. There are many important matters to be dealt with at this season of the year as at any other time, and furthermore, if the aims of the association are to be realized consistent and united action is necessary. The retail interests in a flourishing town like Ingersoll are too important to be overlooked or neglected in any way. The merchants should bestir themselves and make it a point to give the same attention to the meetings of the association as they do to their respective businesses during the day or to their lodge meetings. When they have done this all will share the fruits of successful work.

The merchant who advertises systematically and conscientiously is the one who is usually to the front with the largest volume of trade nowadays. No one will dispute that advertising is the greatest business-getting lever at the present time and the shrewd merchant never loses an opportunity to advertise. It may be over the telephone, with an attractive window, a conspicuous display card, or in the newspaper, but any of these ways will bring business and the merchant who does not rely on any one of them but adopts them all is invariably described as a "hustler" and business is sure to drift his way. To illustrate the force of this contention it would not be out of place to mention an instance that was brought to the notice of your correspondent a few days ago. For some

time past potatoes have been fairly scarce and at one time the price jumped to \$1.50 per bag. One of Ingersoll's leading stores was fortunate in getting in a large quantity of potatoes at prices which enabled them to sell them at \$1 per bag. They asserted their enterprise by so stating in the papers, by a large card on samples of the potatoes at the store door and by another large card on their delivery wagon. The last mentioned card was somewhat of a departure from the many methods of advertising, but it was nevertheless effective. As the wagon visited all parts of the town the potato advertisement was brought forcibly to the notice of many who might not have been down town to see the advertisement at the store or who may have overlooked the "ad" in the papers, and as a consequence considerable new business was gathered in this simple way to the mutual satisfaction of buyer and seller.

The merchant who is sincere and enthusiastic in his business should make it a point to keep the public acquainted with his stock, and especially the fluctuations in prices. There are many legitimate methods by which he can bring new customers to his store for a trial order at least, and it may be that they will remain with him.

The egg situation here remains practically unchanged. The present prices, sixteen and seventeen cents per dozen, are almost unprecedented for this season of the year, and the consumer is naturally wondering what will be the outcome. In other years at this time the price of eggs has been from a shilling to fifteen cents, but there has been no drop in the price this season for the past two months. The market supply is usually limited owing to the fact that the eggs are gathered up by the traveling buyers. Unless the price soon takes a drop it is safe to say that there will not be the usual amount packed for home consumption this fall.

The Board of Trade will endeavor to bring to the town a large steel plant, which, from what little information has been obtained, it is thought would give employment to about one hundred hands. The probable industry was brought to the notice of the Board of Trade by a communication from Charles L. Bailey, of Toronto, representative of the Jessup Steel Co., and who would like to see his home town expand industrially. The matter was freely discussed by the Board of Trade at a special meeting and the industrial committee will make immediate efforts to secure further information.

**REGINA.**

The early establishment of a spice mill in Regina is the proposal of a number of citizens of this place, and at a meeting held the other night it was decided to go ahead with the erection of buildings and installation of a plant to cost several thousand dollars.

The meeting was held in the offices of Honeyman, Haultain & Co., agents for the Canada Spice Company, and was well attended by representative citizens. After the proposition had been carefully

discussed and had reported, a formal resolution committing those present to the establishment of a factory for coffee and to manufacturing scones, baking powder incidental to such a

The trend of the meeting was that time than the present itself for the establishment of an industry. Already wholesale grocery firms before many months will be at least two for plans have been sites secured. There is a good market right at the start.

The proposition is shall employ at least proposed to install machinery, all of which electric power, with for each plant. The ply for incorporation the Province of Saskatchewan, and will capital

Regina has been had of trouble securing private wholesale warehouses system has been outlined to provide accommodation for come. Immediately no Canadian Pacific Rail blocks have been set a sale district, and then the firms are erecting Two rows of tracks are doing down the centre serve a warehouse owned Wilkinson, and which the comprehensive was outlined, and through the lane. It as the wholesale distribution scheme will be extended several blocks.

The city council has with the C.P.R. and the construction of a through the eastern side ing accommodation for houses already in use expected, will be erected

The much vexed question track accommodation Laird Company's warehouse, on Dewdney last been settled by Railway Commission, tlement is not along desired by the city. cific was asked to lay fused on the ground th given permission to cr The Canadian Northern build the spur, as would gain possession They built the track, end of Dewdney street

But now the Railway up all the plans by nument of any former instructing the Canadian to build a spur along serving the Laird Company and crossing Dewdney

As the point upon w the C.P.R. disagreed of Dewdney street, the way company is not pl oration, although the is satisfied, because th accommodation.

discussed and had received general support, a formal resolution was passed committing those present to the establishment of a factory to roast and grind coffee and to manufacture spices, essences, baking powders and other lines incidental to such a business.

The trend of the discussion at the meeting was that no more opportune time than the present will ever present itself for the establishment here of such an industry. Already there are two wholesale grocery firms in the city and before many months are passed there will be at least two more established, for plans have been prepared and the sites secured. There will thus be provided a good market for the product right at the start.

The proposition is that the factory shall employ at least 20 hands and it is proposed to install the most modern machinery, all of which will be run by electric power, with separate motors for each plant. The company will apply for incorporation under the laws of the Province of Saskatchewan immediately, and will capitalize at \$50,000.

Regina has been having a great deal of trouble securing proper spur tracks to wholesale warehouses, but at last a system has been outlined which will provide accommodation for some years to come. Immediately north of the present Canadian Pacific Railway yards several blocks have been set aside as the wholesale district, and there the majority of the firms are erecting their warehouses. Two rows of tracks are being run, one doing down the centre of the block to serve a warehouse owned by Thomas Wilkinson, and which was erected before the comprehensive warehouse scheme was outlined, and the other going through the lane. It is proposed that as the wholesale district grows, this scheme will be extended back through several blocks.

The city council has also contracted with the C.P.R. and J. M. Young for the construction of a warehouse spur through the eastern annex, thus providing accommodation for a couple of warehouses already in use, and more, it is expected, will be erected shortly.

The much vexed question of providing track accommodation for the H. W. Laird Company's wholesale grocery warehouse, on Dewdney street, has at last been settled by an order of the Railway Commission, although the settlement is not along the lines of that desired by the city. The Canadian Pacific was asked to lay the spur, but refused on the ground that they were not given permission to cross Dewdney St. The Canadian Northern, then, offered to build the spur, as by so doing they would gain possession of Smith street. They built the track, placing a blind end at Dewdney street.

But now the Railway Commission has upset all the plans by ordering the annulment of any former arrangement, and instructing the Canadian Pacific people to build a spur along Smith street, serving the Laird Company's warehouse and crossing Dewdney street.

As the point upon which the city and the C.P.R. disagreed was the crossing of Dewdney street, the order of the railway company is not pleasing to the corporation, although the Laird Company is satisfied, because they get track accommodation.

A new block was started in Regina the other day for R. H. Williams, proprietor of the Glasgow House. Mr. Williams, it is understood, intends moving a portion of his business to the new structure, and it is likely that the grocery trade will be brought around to new quarters.

George Mickleborough is going out of dry goods and men's furnishings and in future will handle only groceries. He has leased the front portion of his building to a banking house, and will carry on the grocery business from his Scarth street store.

F. C. Carrothers, one of the proprietors of the Star grocery and meat market, has been elected secretary of the Retail Butchers' Association, recently formed in this city.

Wholesale and retail business men in the city are pleased at recent reductions made by the city council in the price of electric current for lighting purposes.

For years the matter of lighting city stores has been one which gave a great deal of trouble, because, although admitted to be the best illuminant, the electric light was too expensive. This week, however, the city council made further sweeping reductions in the prices to be charged, and now in place of twenty cents per thousand kilowatt hours, which was the amount charged two years ago, the merchant pays only eight cents—making a considerable reduction in the monthly expense account of the store.

#### HAMILTON.

The great retail merchants' convention did not create any great excitement in this city, in fact, the local merchants should feel heartily ashamed of the welcome they gave. Hamilton people are always complaining about excursions and conventions going to other places. Well, when they have the opportunity to give the outsider the glad hand they simply ignore the chance presented.

Now, as to this convention. There were invitations sent out to over 400 merchants, who were right at home and were not asked to spend five cents to help entertain these very worthy delegates from the best towns in Ontario. Seven or eight grocers made up the Hamilton audience for the three days' session of the convention.

The president of the Board of Trade, who keeps a book store, made a brilliant address of welcome and then subsided. That settled his part of it, although he is a member of the Retail Merchants' Association, he made no effort to entertain his confreres. As president of the Board of Trade, a very powerful body in Hamilton affairs, he should have tried to make the delegates feel comparatively comfortable. These delegates are almost all connected with fraternal societies, and when a vote is taken for a convention town they are not likely to forget the frost they got in Hamilton, not for some time at least.

We have one of the prettiest little cities in the world, and it seems a pity that the citizens are not a little more congenial, particularly the merchants, to whom all these things should appeal,

both from a monetary and as a hospitable point of view.

Those who visited the convention speak in the highest terms of the manner in which it was conducted, as well as the business transacted, and right here I would like to put in a good word for the Hamilton newspapers. They certainly deserve the thanks of the association for the many kindnesses shown. The meetings were well reported and written up, and they are to be congratulated on the spirit shown.

Mr. Armstrong, of The Grocer, also labored hard under difficult circumstances to make the convention reports very clear to the readers of the paper, and as it was so fully set up in last week's Grocer, I will refrain from making any further comments.

The grocers' picnic is the main topic in grocery circles here. It looks now as if the whole city would close up shop and make it a general holiday. The chairman is the main post and everybody is helping him out.

Grocery wagon burned. That seems funny. Hamilton street cars are often on fire, but when Peebles, Hobson & Co.'s big van burned up on the street people rubbed their eyes. It must have been a pretty hot box.

Strawberries are coming in very plentifully, but the price keeps around \$2 a crate, so that canning them this year will prove expensive.

H. G. Beckett, of the Wholesale Grocers' Guild, rather surprised the Hamilton grocers. They did not know what a gifted orator we have in our midst. He certainly deserves credit for his masterly address and it is to be hoped the trade may hear him oftener.

Adam Ballentine, the president of the local Retail Merchants' Association, did nobly in trying to uphold the local welcome, but received little support from the other members.

#### GUELPH.

Does it pay a grocer to handle fresh fish?

Now a profitable business in fresh fish can be done and not carry a stock all week, as most fish dealers do. By taking orders beforehand and then ordering on Wednesday your fish for Friday, a nice fish trade of from 500 to 1,000 pounds a week can be handled once a week without extra help.

When the clerk goes out for his orders it doesn't take any more time to ask for a fish order, or during the week each clerk as he waits on his customers in the store can ask each one if they would like a fresh fish for Friday. The driver also can keep at it wherever he goes. Get as many standing orders as possible for Friday. We tried it last year and worked up one of the nicest fish trades in Guelph. Then one clerk can come to work at say 5 o'clock on a Friday morning with his old clothes on and put up all the orders and have them ready by seven o'clock, the driver coming with his rig at seven, and the rush is over before your ordinary trade begins. The clerk coming at 5, going home and getting breakfast and clean-

## THE CANADIAN GROCER

ing up, is on the job again at 8 o'clock. Then just as soon as the fish boxes are empty, nail your covers on and send them back to the station and your fish trade is done for the week. And you don't need to worry about the smell of fish around the store, nor be bothered with people wanting a fish at all times of the day or week and perhaps have to weigh it on the scales you weigh your tea on. A nice little business can be done in fish this way with very little expense.

Whitefish, trout and herring are all that is necessary but once in awhile a halibut or two and other sea-fish can be added, for a change. We did not lose a fish last year and we had orders from all over the city by the best people, and generally got in a few grocery orders along with the fish. The hotel trade in fish is not very satisfactory. They want them at a low price and want too much attention for the price they are willing to pay. The fish trade is not a Catholic trade altogether, as some seem to think, as more Protestant people eat fish once a week than Catholics, as it is a case of choice and a change with them. You don't require any extra ice either, as it can be arranged so that your refrigerator can go a little short Thursday by taking lots in Wednesday and Friday and using Thursday's ice for the fish. One icing is all that is required.

There are a lot of grocers who won't sell fish, but they are not a hard thing to handle during the fresh fish season. The frozen fish are certainly not so nice to handle but you don't need to carry as much in the winter as you do in summer—just enough for one day. That is the benefit of getting the orders first. Then again people come looking for fish just when you are out. They will generally take canned fish and very often give a grocery order also. Every little helps and a good clerk can easily make his own and the driver's wages for the week in one day, which means at the least, \$18 per week, and you can generally figure on from 2 to 4c a pound on your fish.

This has been a good week among the grocers in Guelph. The strawberries and pineapples helped the sale of sugar and jars. Strawberries on Saturday brought from 13½c. to 15c. for choice and no large quantities. But to-day the market was glutted and good berries were sold as low as 8c a box.

Jas. Gow, the Ontario Street grocer, had a valuable horse poisoned last week. He had driven up to Penfold Bros.' hardware store, led his horse into the yard and tied it up, but by some means it got loose and walked over to a box of paris green, some of which it ate, with fatal results.

R. J. E. McCrea and Mrs. J. A. McCrea have arrived safely in Ireland, after a pleasant voyage.

Potatoes took another drop here to-day, \$1 per bag being the price.

Walter Grindley, traveler for the R. & J. H. Simpson Company, wholesale grocers, left on Monday for Kilsyth, Scotland, on a visit to his mother and relations in the old land. He will be absent a month or six weeks.

S. E. Wiggins and wife spent Sunday and the holiday in Toronto.

Gregory Foltz has taken possession and is going to run the grocery business

on the Elora Road until recently kept by his grandmother, Mrs. McNulty. There is a good opening there, and Greg. ought to do well.

The clerks are all getting in shape to start the Thursday half-holidays, this week being the first. The excursion to Hamilton promises to be a success if the weather is at all favorable. The strawberry season is about over and the grocers have reason to feel satisfied this year, as the prices were about right and no necessity for doing business for nothing. Good berries being bought at 9c. to 10c. and selling two for 25c. is more pleasant than buying at 8c. and selling at three for 21c., as is sometimes the case.

J. C. Hadden, grocer, formerly Lillie & Hadden, is out this week with a nice new painted waggon.

### ST. CATHARINES.

The grocery element in St. Catharines appear to be satisfied with the way business is going as they are kept busy from the time of opening until closing, 8 o'clock a.m. and 6 o'clock p.m. Though they claim profits are small in some instances, the contrary is the case in other goods. They take the best possible way of letting the people know that they are alive and ready to serve customers. They are great advertisers and any fresh article received or some new kind of production the people soon know. So many new varieties of breakfast foods are now introduced that the general populace—who like variety—grasp at the newest, which sometimes proves the best relish, and as for displays, each merchant has his peculiar idea. One grocer will have a pyramid of canned goods, another a block of breakfast foods, and again another will have his fountain with early lettuce, radishes and other early vegetables in display. Then again, the live chap has the first grown potatoes at home to let the people know that the Canadian gardener is early with the Irish national dish. Ald. Landis Bradt was the first with the early potato. They only cost two dollars a bushel, and the old chaps, of which there is so much wasted in peeling, were worth one dollar per bushel.

The grocers have come to the conclusion that there is no reason why they should be at loggerheads about a half-holiday. June was a precarious month, but now that July has come, the stores will be closed each Wednesday afternoon, during July and August. In fact all of the stores, grocery, dry goods, hardware and tailoring establishments, will take the Wednesday afternoons of July and August to amuse and invigorate themselves.

The annual grocers' picnic falls on Wednesday, July 17th, at Victoria park, Niagara Falls, Ont., when a jolly good time is expected, as usual. Special rates for these occasions are given by the electric railway corporation and the majority of the populace go to enjoy themselves.

A number of the gardeners and fruit growers take a gloomy view of the prospects for revenue. Strawberries command from \$2 to \$2.25 per crate of

24 small baskets; cherries are inferior and scarce, though Thomas Beattie, of this city, says he has abundance, and of first-class quality. He shipped his to Toronto, where he expects good returns. He is one of the favored few.

The canners are somewhat alarmed about the tomato crop. The weather at planting was cold and the plants made slow progress; the weather now, though hot in day time, is chilly at night, so they are afraid the frosts will come early enough to destroy the tomatoes for canning. Peas have been in abundance for canning, but their season will soon be over and then there will be a lull for a short time.

The hay crop, in which the farmers are in the midst of gathering, will be short, except in isolated cases, such as the township of Gainsborough, where it will be more than an average one. New hay was sold on the market last Saturday at \$13 to \$15 per ton, reminding me that the prospect looks as though it might reach the figure next spring of what it was in 1857—from \$40 to \$60 per ton. Fall wheat, what little is sown, looks promising. The spring grain is very backward and looks as if the crop will be light.

Here are a few samples of prices ruling at Saturday's market: Old potatoes, \$1 per bushel; new potatoes, \$2 per bushel; lettuce, 2 bunches for 5c.; strawberries, per crate, \$2 to \$2.25; eggs, 22c. per doz.; butter, 23c. per lb.; shoats, five-weeks-old pigs, \$5 to \$6 per pair; beef, \$9 to \$10 per 100 lbs.; lamb, \$6 to \$8 per 100 lbs.; veal, \$8 to \$8.50 per 100 lbs.; beets, 30c. for dozen bunches; onions, 30c. per dozen bunches; cabbage, \$1 per dozen heads; green peas, \$1 per bushel; straw, \$10 per load.

A new industry was recently established in the main building of the Roman—or hollow block—establishment. It came from the State of Michigan, and the proprietors did not ask for a bonus. It began operations so quietly that but few people in St. Catharines know of its existence. They manufacture springs for beds, chairs, automobiles, etc., and though few employes are engaged at present, the manufactory is humming and the work turned out appears to be excellent. The other section of the building is used for the manufacture of hollow-block, and a number of houses are in course of erection coming from these works.

The Board of Trade is becoming very much alive to the fact that frequently it is working against its own best interests by allowing a full report of meetings to be published in the local newspapers. Henceforth it will not divulge more than is politic, this being the gist of a resolution passed at the last gathering. The newspapers not infrequently are unconsciously guilty of frustrating the best efforts of the board to develop the city, for by making public the details of the advantages which St. Catharines is prepared to offer to manufacturers and others who will settle in the city, other municipalities are given the best of opportunities to underbid these inducements and extend others more inviting on the surface, but less substantially profitable underneath.

Two pleasing on July 1st, with Peterboro Range St. Catharines. Trooping of the 19th Regiments, flag at Shipman at its junction with other functions at Queenston and C Daughters of the Veterans' park 1 handsome flag to tion. The pole park were the Catharines by the St. England.

On July 18th the Veterans' Association on Queenston Hill grades of the Toronto Association.

### PEI

A serious state in the shipping city and Stoney son complains that inconvenienced at money through the Grand Trunk Navigation Co.

Last Friday received an order provisions from Boschink. He was at once as they house to eat. T and left on the n The steamer Maj according to a l Mason a couple was not permitted from the Lakefield on account of the something" having sent off without

In the afternoon Lake went up the and they claimed goods at Lakefield Boschink. On July was received by the goods had no nothing was known unless they were field. If so, the Mason may lose tomer, who has long.

This is a serious Mr. Mason, but if city. If the G.T. icy Navigation give a better service there is any intention or the Lakefield Peterboro merchants done a fair business Retail Merchants investigate.

A movement is of the grocers to on the Civic holidays stores do not closing the summer, with general approval of the grocers hold of this kind, and the other business posed is to ask the merchants to co-operate big day on which clerk in the city time. There are 1

Two pleasing ceremonies took place on July 1st, when the 57th Regiment, Peterboro Rangers, were on a visit to St. Catharines. The other was the trooping of the colors by the 57th and 19th Regiments, and the raising of the flag at Shipman park, on St. Paul St., at its junction with Ontario street. The other function was at the junction of Queenston and Church streets, when the Daughters of the Empire presented the Veterans' park to the city, and a very handsome flag to the Veterans' Association. The pole and flag at Shipman's park were the donations to St. Catharines by the Sons and Daughters of England.

On July 18th the members of the Veterans' Association will join in pastimes on Queenston Heights with their comrades of the Toronto (1866) Veterans' Association.

**PETERBORO.**

A serious state of affairs has developed in the shipping facilities between this city and Stoney Lake points, E. F. Mason complains that he has been greatly inconvenienced and has lost business and money through the carelessness of either the Grand Trunk or the Trent Valley Navigation Co.

Last Friday morning Mr. Mason received an order for fruit and general provisions from an old customer at Boschink. He was asked to send it up at once as they had nothing in the house to eat. The order was made up and left on the noon train for Lakefield. The steamer Majestic met the train and, according to a letter received by Mr. Mason a couple of days later, the boat was not permitted to take the goods from the Lakefield station to Boschink on account of the "shipping bills or something" having been lost. The boat went off without the goods.

In the afternoon the steamer Stoney Lake went up the lakes from Lakefield, and they claimed that there were no goods at Lakefield for the party at Boschink. On July 8th a second letter was received by Mr. Mason stating that the goods had not yet arrived and that nothing was known of their whereabouts unless they were still sitting in Lakefield. If so, the fruit is spoiled and Mr. Mason may lose the trade of his customer, who has been with him for so long.

This is a serious matter, not only for Mr. Mason, but for every grocer in the city. If the G.T.R., or the Trent Valley Navigation Co. do not intend to give a better service than this, or if there is any intention to favor the Lakefield or the lake stores against the Peterboro merchants, who have always done a fair business in this way, the Retail Merchants' Association should investigate.

A movement is on foot among some of the grocers to have a grocers' picnic on the Civic holiday. Since the grocery stores do not close on half holidays during the summer, this idea should meet with general approval. In many cities the grocers hold very successful outings of this kind, and they are joined by all the other business men. The idea proposed is to ask the dry goods and other merchants to co-operate and have one big day on which every merchant and clerk in the city would have a jolly time. There are many very pretty spots

around Peterboro where such an event could be pulled off very successfully.

At the council meeting on Monday night the trustees of the Nicholls estate offered to donate to the city for public library purposes a very handsome building on Simcoe street. The building has a 48-foot frontage and depth of 109 feet, and three storeys high. It is in the very heart of the city and will require very little remodelling to make it a most creditable asset to the city. For years a public library has been needed, and it is very gratifying indeed to the citizens generally to know that they did not have to appeal to Mr. Carnegie, as so many towns and cities have done. The late Mrs. Nicholls left a very large estate in trust for the benefit of the city, and already a hospital, a Y.M.C.A. building, and several beautiful parks have been donated, as well as many very handsome gifts to churches, Sunday schools and other religious causes, and also to charitable institutions. The city council accepted the offer and will start at once to fit and furnish the building for a public library.

**NEWFOUNDLAND NOTES.**

J. Edens, the Duckworth Street merchant, received a large shipment of new goods by S.S. Annapolis, consisting of New York turkeys, Gonda cheese, Edam cheese, and other delicacies, which he is advertising at special prices. Messrs. Job Bros. & Co. have just received per S.S. Bernicia 5,000 tons best quality salt for the fisheries. This firm is also advertising the sale of No. 1 canned salmon, which is put up under their special brand.

T. T. Cartwright, of the E. W. Gillett Co., Toronto, and J. A. Dolan, secretary-treasurer of Lynch Bros. & Dolan Co., Sydney, Nova Scotia, are doing the west coast in the yacht Pauline. From letters received, both are getting good business. Lynch Bros. & Dolan Co. manufacture ninety varieties of biscuits.

T. & M. Winter have just received a large shipment of "Five Roses" flour for which they are agents in this colony.

C. D. Chetwynd is representing Harvey & Co. on the west coast of Newfoundland, superintending the shipping of fish to the Mediterranean.

Capt. Spencer, of Fortune, is buying fish for N. & M. Smith, of Halifax, on the west coast, making his headquarters at Rose Blanche.

R. & T. Moulton have merged their two businesses into one at Rose Blanche which is managed by Bert Moulton, nephew of the two principals. This firm does a large business.

R. Moulton, M.H.A., of Burgeo, is now in St. John's looking after his many interests.

A. G. Morton, of Burgeo, has just returned home after a business and pleasure trip to England, France, Spain and Italy. He looks well after his trip, which he enjoyed very much, except being carried to Quebec on the C.P.R. steamer, when they promised to land him at North Sydney.

Herring are reported very plentiful along the west coast. The price of dry codfish is very high for so early in the season.

Quite a number of Portuguese vessels are fishing on the Grand Banks. Last year there were two or three, and they had good loads, which no doubt accounts for the large increase this year.

James Keating, of Channel, is shipping a lot of fresh salmon this year to Boston.

(Additional correspondence on page 50.)

**OFF TO BUFFALO.**

**Toronto Retail Grocers Will Take Excursion on July 17.**

The Retail Grocers' Association of Toronto will hold their annual outing holiday on Wednesday next, July 17. This year the destination is Buffalo via Niagara Falls, and the party will leave Toronto at 7.30, 9, and 11 a.m., taking the boat to Niagara Falls, and the Michigan Central thence to the Bison City. Last year the crowd was 1,000 strong, but this time no such limitations are placed on the attendance.

It is not expected that the 7.30 boat will be filled to overflowing 11 o'clock is a more popular hour, and it is a fairly safe prophecy to say that the 11 o'clock boat will be the one most universally patronized. There will be great doings on board. Guessing contests will be hotly contested and prizes given for the successful competitors. There will be seven clear hours in Buffalo and there will be a good time for everybody in the shape of tally-ho drives and "seeing the sights." Buffalo can't show Toronto such a great deal in the way of amusing itself, but it's fine for a change, and the committee have fixed things up so that no one will have any complaints to make when the day is over and everybody comes back tired but happy.

The president of the Retail Grocers' Association is R. B. Snow. F. Thorn, vice-president; Davy Bell, secretary; D. McLean, treasurer. The committee is as follows: J. F. Bond, D. Panter, R. VanLoon, Thomas Clark, F. W. Johnson.

**NEW WHOLESALE GROCERY FIRM**

Bergeron, Whissell & Company is the name of a new wholesale grocery firm with headquarters at 335a Craig street, Montreal. The new firm is the outcome of the withdrawal from business of N. Quintal & Fils, and is composed of A. Bergeron, W. C. Whissell and J. O. Dandur, all gentlemen of high standing and many years employment in the Quintal Fils firm, and well and favorably known by the customers of the old firm and the business community generally.

**OPENING VANCOUVER BRANCH.**

The Stimpson Computing Scale Co. have opened another branch in the west, this time at 351 Homer street, Vancouver, where a full stock of Stimpson scales will be carried. Dealers are learning now to appreciate the great savings effected by the use of accurate computing scales, and one result has been to increase very greatly the sales of the Stimpson Computing Scale Co.

**THE CANADIAN GROCER**

Established 1886

The  
**MACLEAN PUBLISHING CO.**  
Limited.

**JOHN BAYNE MACLEAN** - President

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**GET ORGANIZED.**

The retail grocer will never come into his own in Canada except through organization. The trade must stand together if it is to rise in its own and the public's estimation. There are grocers' associations scattered throughout the country, and these local organizations are invaluable, but their influence is as nothing to what it would be if they were all welded together in one strong national association.

The Retail Merchants' Association has done splendid work in influencing legislation in the interest of the retailer, but it has not met the necessities of the grocery trade's case. John A. Green, secretary of the National Association of Retail Grocers of the United States, delivered a splendid address before the Hamilton convention last week. Every grocer should read that address. It appeared in full in last week's issue.

Mr. Green said: "Nine times out of ten we are our own worst competitor." This is a condition of affairs which organization and co-operation would tend to remedy.

"We're only just beginning to feel our oats," declared Mr. Green. "Just beginning to know we have some standing.

"Through co-operation much better things are in store for the retailer, providing he retains his manhood and preserves his self-respect."

"Loyalty to God means loyalty to association; loyalty to home means loyalty to association."

Mr. Green himself is a large retail grocer in Cleveland, but his heart is in this work for the grocers of America. The Canadian trade has not an organization leader yet. In the meantime, let the local associations go on increasing.

**GROCERS' DAY OFF.**

In Ontario the coming Wednesday will be the grocers' day off. The London grocers go to Toronto, where they will renew their youth amidst the excitement and hilarity of Scarborough park. The Toronto grocers go to Buffalo, where they will quietly look things over. But the big event is the annual migration of the population from Hamilton and Brantford to Niagara Falls park. This movement of the multitude is superintended by the grocers. The Hamilton members chartered ninety cars, half Grand Trunk and half T.H. & B. They expect 6,000 people. From Brantford at least 2,000 are looked for. This multitude the grocers will feed and they expect to have more than 12 baskets over. The Hamilton association has secured two bands, the 91st Highlanders, and a new organization, known as Rubens'. They have provided a fine list of games, three clowns, step dancing, and a baby show, for which the judges are the mayors of Hamilton, Brantford and Niagara Falls. Wednesday will be a big day of fun in the grocery trade. Here's an appeal for good weather.

**PROFITS IN PORK.**

The value of the shares of the Wm. Davies Co., Toronto, was raised in connection with a suit in the courts at Toronto last week and some interesting evidence was adduced. A statement showing the dividends paid by the company for 14 years was submitted as follows:

1893	65 per cent.
1894	34 per cent.
1895	44 per cent.
1896	45 per cent.
1897	100 per cent.
1898	120 per cent.
1899	82 per cent.
1900	60 per cent.
1901	27½ per cent.
1902	27½ per cent.
1903	15 per cent.
1904	30 per cent.
1905	41 per cent.
1906	25 per cent.

This looks as if pork packing in Canada had been profitable of late. The

company are the largest exporters of Canadian bacon to Great Britain, but they have in addition a very large business in their retail stores in Ontario. They have thirty-two retail meat and provision stores in Toronto alone, and the statement has been credited to the president of the company that in one year when the export business made a loss a dividend was paid out of the profits of the retail stores alone. The question suggested is, do the large profits indicated in the table, an average of over 50 per cent. for 14 years, come from the export or retail business.

**NO TAPIOCA.**

Tapioca has disappeared from the Canadian market. It seems strange that this can be said of such a standard household article, and, of course, there are a few pounds scattered among the retailers, but a wholesale house wanting to buy it to-day simply can't, and probably won't be able to get it until a month hence, when new arrivals may be expected.

In this connection it is interesting that imitation tapioca has appeared on the English market. The Produce Markets Review says of it:

"There is being offered in London a substitute for seed and medium pearl tapioca. We have examined the samples against genuine medium pearl and seed pearl tapioca, and though the difference in manufacture is apparent, the imitation is highly successful. To the best of our belief, the commodity in question is imported from Germany, and as the product doubtless consists principally of vegetable flours (probably from potatoes), the trade will recognize how serious their position would be with the authorities should these commodities find their way into grocers' shops under the designation of sago and tapioca."

The endeavor to imitate tapioca is a result of the advance in the price of the real commodity in recent years. Tapioca is one of the most speculative articles of commerce. The price got so low that it did not pay for the growing and production fell off. Tapioca costs now about three times what it did a few years ago.

With hay at \$15 a ton and oats hovering around 60 cents a bushel, the man who can afford to keep a horse is rapidly coming to be looked upon as a bloated aristocrat.

**QUEBEC**

POINTERS—  
Canned Salmon—  
Prune Market—  
Canned Fruits—  
Mc

While the month to expectations, to writing is picking a way, offsets the month. The demand continues as just now are fairly of canned lob prices. Canned s request, with pric dines, while also scarce. The demand of canned fish is advanced ¼c over while Marbot nuts SUGAR.—There mand at present Tuesday 10c.

Granulated, bbls .....  
" 4-bbls .....  
" bags .....  
Paris lump, boxes, 100 lbs ..  
" " 50 lbs ..  
" " 25 lbs ..  
Extra ground, bbls .....  
" 50-lb. boxes ..  
" 25-lb. boxes ..  
Powdered, bbls .....  
" 50-lb. boxes ..  
Phoenix .....  
Bright coffee .....  
No. 3 yellow .....  
No. 2 " .....  
No. 1 " bbls .....  
No. 1 " bags .....

SYRUPS AND M  
mand for syrups  
Molasses, as pre  
tines brisk. The  
much better than  
and this accounts  
proved demand ex  
Canada up to the  
retailers report a  
tion.

Barbadoes, in puncheons ..  
" " fan  
" " ext  
" in barrels .....  
" in half-barrels ..  
New Orleans .....  
Antigua .....  
Porto Rico .....  
Cora syrups, bbls .....  
" 4-bbls .....  
" 2-bbls .....  
" 34 lb pails .....  
" 25 lb pails .....

Cases, 2 lb tins, 2 doz per ca  
5-lb. " 1 doz  
" 10-lb. " 1 doz  
" 20-lb. " 1 doz

TEAS.—Cable ad  
pan teas 1c per po  
Japan teas are no  
15c. All other tea  
prices. With the ex  
market, all others  
Japans—Fine .....  
Medium .....  
Good common .....  
Common .....  
Ceylon—Broken Orange Pel  
Pekoes .....  
Pekoe Souchongs .....  
India—Pekoe Souchongs ..  
Ceylon greens—Young Hyson  
Gunpowders .....  
China greens—Fingsey gun

COFFEE.—The  
now, with demand  
Jamaica .....  
Java .....  
Mocha .....  
Rio, No. 7 .....  
Santos .....  
Marselisbo .....  
Roasted and ground 20 per ce

# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

Canned Salmon—Market excited.  
Prune Market—Favors buyers.  
Canned Fruits—Going higher.

Montreal, July 11, 1907.

While the month of June was not up to expectations, trade up to the present writing is picking up again, and this, in a way, offsets the poor returns of last month. The demand for articles of luxury continues as before. Collections just now are fair. The continued scarcity of canned lobsters tends to raise prices. Canned salmon is in excellent request, with prices firm. Imported sardines, while also to the fore, are very scarce. The demand for all other lines of canned fish is only fair. Brazil nuts advanced  $\frac{1}{2}$ c over last week's figures, while Marbot nuts went  $\frac{1}{2}$ c lower.

SUGAR.—There is a very good demand at present. Prices declined on Tuesday 10c.

Granulated, bbls	\$4 40
" " bags	4 55
Paris lump, boxes, 100 lbs	4 35
" " " 50 lbs	5 25
" " " 25 lbs	5 35
Extra ground, bbls	5 55
" " " 50-lb. boxes	4 80
" " " 25-lb. boxes	5 09
Powdered, bbls	4 60
" " " 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES.—The demand for syrups is again picking up. Molasses, as previously stated, continues brisk. The quality of the crop is much better than the preceding season and this accounts largely for the improved demand experienced throughout Canada up to the present time. Further, retailers report a much larger consumption.

Barbadoes, in puncheons	0 29	0 31
" " fancy	0 30	0 33
" " extra fancy	0 35	
" " in barrels	0 31	0 33
" " in half-barrels	0 34	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 1-bbls	0 13	
" " 1-bbls	0 03	
" " 1/2 lb pails	1 60	
" " 25 lb pails	1 15	
Cases, 2 lb tins, 2 doz per case	2 25	
" " 5-lb. 1 doz.	2 55	
" " 10-lb. 1/2 doz.	2 50	
" " 20-lb. 1/4 doz.	2 45	

TEAS.—Cable advices quote new Japan teas 1c per pound higher. Very few Japan teas are now to be had under 10c. All other teas are strong at same prices. With the exception of the Japan market, all others are quiet.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	0 18	
Common	0 16	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 13	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—The trade is quiet just now, with demand only fair.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Ro. No. 7	0 08	0 08
Santos	0 08	0 11
Marschibo	0 11	0 13
Roasted and ground 20 per cent. additional.		

FOREIGN DRIED FRUITS.—A good demand for California raisins and currants has been experienced throughout the week. Prunes are doing well with prices actually below primary markets. This is due to the fact that there are still fair stocks, owing to the warm weather conditions, and many holders are somewhat anxious. The prune situation just now favors the buyer. Stocks of figs are considerably reduced. There is, in fact, very little doing, with all other lines neglected. Nominal prices prevail.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers,		0 10
Dates—		
Hallowees, per lb.	0 04	
Sairs, per lb.	0 03	0 03
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "	0 18	
Pears, "	0 16	
Malaga Raisins—		
London layers	2 25	
" " " " " " " "	3 00	
" " " " " " " "	1 60	
" " " " " " " "	1 37	
" " " " " " " "	4 50	
" " " " " " " "	5 50	
" " " " " " " "	1 50	
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 13	
Choice seeded, 1-lb. pkgs	0 11	0 11
Loose muscatels 3 crown	0 09	0 09
" " " 4 crown	0 10	
Prunes—		per lb.
30-40s	0 09	
40-50s	0 08	
50-60s	0 07	
60-70s	0 07	
70-80s	0 06	
80-90s	0 05	
90-100s	0 05	
Oregon prunes (Italian style), 40-50s	0 08	
" " " 50-60s	0 07	
Oregon prunes (French style), 60-70s	0 07	
" " " 80-100s	0 07	
" " " 100-120s	0 05	0 06
Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases	0 08	
" " cleaned	0 08	
" " in 1-lb cartons	0 06	
Finest Vostizzas "	0 03	0 06
Amalias "	0 08	0 08
" " 1 lb. packages	0 08	0 08
Sultana Raisins—		
Sultana raisins, per lb.	0 13	0 15
" " " 1-lb cartons	0 15	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 06	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" " pulled figs, in boxes, per lb.	0 15	0 20
" " stuffed figs " " box	0 25	0 30

EVAPORATED APPLES.—There is still a fair demand with stocks low.

Evaporated ap, les. box 50 lbs	0 09
--------------------------------	------

SPICES.—Market is featureless, with no change in prices.

Peppers, black	0 16	0 20
" " white	0 25	0 30
Ginger, whole	0 18	0 20
" " Cochin	0 17	0 20
Cloves, whole	0 20	0 20
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55
BEANS.—There is only a fair demand with prices holding well.		
Choice prime beans	1 50	1 65
Soup pea, whole, bag 2 bushel	2 25	2 55

RICE AND TAPIOCA.—Rice mills advanced prices 10 cents per hundred pounds for contracts from July 1 to Dec. 31. This advance went into effect last week. This is sure to affect retail

prices later. The mills state in their circulars to the trade that prices now ruling are lower than the value on the foreign market, and that they may be obliged to further advance prices within a few weeks. The demand is fair, with staple prices.

The demand for tapioca is fair, but stocks are extremely light and there will be none to be had in large quantities before end of September, when the prices may be a little lower than those now ruling. At present nominal prices prevail. Cables this week from Singapore quote firm prices for July-August shipments, but a shade less would be accepted for July-September, this meaning arrival here of course only about the end of the year.

B rice, in 10 bag lots	3 10	
B rice, less than 10 bags	3 20	
O rice, in 10 bag lots	3 00	
O O rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 09	0 10

MAPLE PRODUCTS.—The market just now is featureless, with price stationary.

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

## CANNED GOODS

MONTREAL.—There is a good demand for tomatoes, corn and peas, with demand only fair on all other lines. Prices are very firm. In canned fruits there is quite a feeling for all lines. Stocks are very low, with prices steady.

TORONTO.—Canned vegetables are going into consumption as rapidly now as a month ago, and while no one is fearing a shortage, a very small carry-over is looked for. Prospects for the coming crop cannot yet be definitely estimated, but there are reports of shortage in the plants. Peas, it is reported by the Canadian Cannery, will be a short crop. Of corn, nothing is yet known. Stocks of canned fruits have got into very small compass and crops will not be very heavy this year. Peaches are added to the list of scarce articles.

## ONTARIO MARKETS.

### POINTERS—

Sugar—10c. lower.  
Beans—Firmer.  
Tapioca—All done.  
Canned Goods—Going fast.

Toronto, July 11, 1907.

The grocery trade is satisfied with the volume of business moving. Things are as active as in June, or more so. The volume of trade in June was not as large as a year ago, but the profits, it is alleged, were larger, and that is the chief end of business.

Sugar gyrated most unexpectedly on Tuesday and some of the wholesale trade had reason to resent it. Canned goods are still in active request, and peaches have been added to the list of scarce fruits, while tomatoes continue to



**THE MARKETS**

move freely. Pearl tapioca has become a negative quantity. There is said to be not a pound obtainable in Canada. The prune situation is stronger than ever. Currant prices are firm. Good crops of raisins, currants and figs are promised. Teas continue very firm. Collections are satisfactory.

**TEA** — Since the opening of the market in Calcutta for new season Indian teas, prices of lowest grades have advanced, on strong demand, from a farthing to  $\frac{1}{2}$ d. per lb., and the market, both in Calcutta and Ceylon is well sustained for all descriptions. There is nothing new in the situation in Japan since the reported advance of about  $\frac{1}{2}$ d. a lb. on medium grades, and practically no business is being done with Canada, values not being attractive in teas intended for the counter at 25c. The history of Japan in the past few years tends to show that Canadian grocers could make larger profits and supply better values to their customers if they would cultivate a trade in Japans at 30c. or 35c. instead of adhering tenaciously to 25c. as the retail price, when good teas cannot be sold profitably at that money.

**COFFEE** — No important advices are forthcoming regarding the new crop of Santos and Rio coffee, and the market is very quiet. Willett and Gray say:

“The final out-turn of the 1906-1907 Rio and Santos crops together shows 19,654,000 bags, which is equal to an increase over the last crop there of 9,427,000 bags. The increase in the world's visible supplies, however, is just about 6,800,000 bags, the largest ever experienced in a single year. But the figures show that during the past year the world consumed about 13,000,000 bags Rio and Santos coffee, and this in a year when the tendency has been so bearish that all merchants in the interior of the United States and Europe have restricted their purchases to a minimum.

“While the surplus stock of coffee resulting from the 1906-1907 crops is about 7,000,000 bags, the Government of Sao Paulo is taking care of 8,000,000 bags, and of the balance of the surplus, as compared with this time last year, 2,000,000 bags still remain in Brazil (at the seaports). The quantity available to the trade in consuming countries is about 3,000,000 bags less than this time last year.”

**SUGAR** — Last Friday the Federal refinery, New York, reduced the price of refined sugar 10c. This was quite unexpected, but on Tuesday the other refiners followed suit and the Canadian refiners fell into line. On Wednesday, however, the New York refiners put the price up again, and the trade here are wondering what the next move will be on this side. If prices do not rise again immediately to the old price it will be, the trade think, because the refiners fear competition of Scotch beet. Several Toronto wholesalers turned buyers just before the drop, which shows it

was not expected. Retail buying is not yet heavy.

The feature of the raw market is the weakness in European beet. This is rather mystifying because thus far this season the price of beet has kept much above the Cuban parity, and now the Cuban campaign is over. At the opening of last week beet was quoted at 9s. 9d., equal to 3.87½ New York, for 96 degrees test. Monday of this week it had receded to 9s. 4½d., equal to 2.61 New York basis, 96 degrees. A decline to 9s. 3d. would be regarded as extreme. The course of the market during the next few days will be watched with interest.

**MOLASSES AND SYRUPS**—Trade is very quiet and prices are unchanged.

Syrup—		
Dark	.....	0 33 0 35
Medium	.....	0 33 0 35
Bright	.....	0 38
Corn syrup, bbl, per lb.	.....	0 6
“ bbls	.....	0 03
“ kegs	.....	0 03½
“ 3 gal. pails, each	.....	1 60
“ 2 gal.	.....	1 15
“ 2 lb. tins (in 2 doz. case) per case	.....	2 25
“ 5 lb. (in 1 “	.....	2 55
“ 10 lb. (in ½ “	.....	3 50
“ 20 lb. (in ¼ “	.....	3 45

<b>Molasses—</b>			
New Orleans, medium	bbls.	.....	0 30 0 35
Barbadoes, extra fancy	.....	0 30 0 35	0 40 0 50
Porto Rico	.....	0 45 0 60	0 45 0 60
West Indian	.....	0 30 0 35	0 30 0 35
<b>Maple syrup—</b>			
Imperial qts.	.....	0 87½	0 95
1-gal. cans	.....	0 95	

**DRIED FRUITS** — Currants are strong, both for spot and future deliveries. There is a good crop of Valencia raisins; that is to say, it will be about normal, which means considerably in excess of last year. Low prices are not expected at the early part of the season, because the new crop will come upon a very bare market with high prices established for old fruit.

The change in the Canadian duty on figs is in favor of the finest grades against the commonest, so that fine quality figs this year will show better value than anything that could be offered under the previous tariff.

The prune situation is stronger than ever.

<b>Fruer, Santa Clara—</b>			
100-120s	Per lb	Per lb	
90-100s, 50-lb boxes	0 05½ 0 05½	80-70s, 50-lb boxes	0 07½ 0 07½
80-90s	0 06 0 06½	50-60s	0 08
70-80s	0 07	40-50s 25-lb	0 09 0 10

<b>Candied and Drained Peels—</b>					
Lemon	.....	0 11 0 11½	Citron	.....	0 21 0 22
Orange	.....	0 11 0 12			
Peaches	.....	0 18 0 20			
<b>Figs—</b>					
Elmes, per lb.	.....	0 08 0 15			
Tapnets	.....	0 03 0 03½			
Bag Figs	.....	0 04 0 05			

<b>Currants—</b>					
Fine Filiatras	.....	0 07½ 0 08	Vostizzas	.....	0 09½ 0 10
Patras	.....	0 08½ 0 09			
Uncleaned, ½c. less.					
<b>Raisins—</b>					
Sultana	.....	0 12½ 1b			
“ Fancy	.....	0 13 1b			
“ Extra fancy	.....	0 14 1b			
Valencias, selected	.....	0 09 0 09½			
Seeded, 1-lb packets, fancy	.....	0 11 0 11½			
“ 16 oz. packets, choice	.....	0 10½ 0 11			
“ 12 oz. “	.....	0 09 0 09			

<b>Dates—</b>		<b>Fards choicest</b>	.....	0 09
Hallowees	.....	“ choice	.....	0 08½
Sairs	.....	“ choice	.....	0 08½
Domestic evaporated apples	.....		.....	0 09 0 09½

**NUTS'** — Spot business is at low ebb, and interest centres in futures. Recent advices from Europe have not been of special interest. Prices here are steady.

Almonds, Tarragona, per lb.	.....	0 15
“ Formigetta	.....	0 13½ 0 15
“ shelled Valencia	.....	0 32 0 35
Walnuts, Grenoble	.....	0 12½ 0 13½
“ Bordeaux	.....	0 10½ 0 11
“ shelled	.....	0 27 0 28
Filberts, per lb.	.....	0 11
Pecans, per lb.	.....	0 17
Brazils, per lb.	.....	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	.....	0 08½
A 1's, banners and suns	.....	0 09½
Japanese Jumbo's	.....	0 09½
Virginia	.....	0 11

**SPICES** — Firm prices continue throughout the list.

Peppers, blk	.....	Per lb.	0 16 0 20
“ white	.....	0 25 0 30	0 25 0 30
Ginger	.....	0 18 0 35	0 18 0 35
Cardamom	.....	0 45 0 25	0 45 0 25
Nutmeg	.....	0 25 0 30	0 25 0 30
Cloves, whole	.....	0 25 0 35	0 25 0 35
Cream of tartar	.....	0 22 0 28	0 22 0 28
Allspice	.....	0 17 0 20	0 17 0 20
“ whole	.....	0 17 0 20	0 17 0 20
Mace	.....	0 85	0 85
Mixed pickling spices, whole	.....	0 15 0 20	0 15 0 20
Cinnamon, whole	.....	0 17 0 20	0 17 0 20
“ ground	.....	0 20 0 22	0 20 0 22

**RICE AND TAPIOCA** — The present situation is remarkable in that tapioca is absolutely cleaned up in this market and wholesalers report there is not a pound to be had in Canada, and will not be until new shipments arrive, a month or more hence. The price, however, seems to have about reached the limit.

<b>Rice, stand. B.—</b>			
Rangoon	.....	0 03½ 0 03½	0 03½ 0 03½
Patna	.....	0 05 0 05½	0 05 0 05½
Japan	.....	0 05½ 0 06½	0 05½ 0 06½
Java	.....	0 06 0 07	0 06 0 07
Sago	.....	0 01½ 0 05	0 01½ 0 05
Seed tapioca	.....	0 07½	0 07½
Carolina rice	.....	0 10	0 10
Tapioca, medium pearl	.....	0 07½	0 07½
“ double goat	.....	0 07½	0 07½

**BEANS** — The market is very firm and advancing. The recent frost in the growing districts damaged the crops considerably and dealers there are buying back from outside points. And a review of the crop situation will be found on page 54 of this issue.

Beans, hand picked, per bush	.....	1 50 1 60
“ prime No. 1	.....	1 50 1 55
“ Lima, per lb.	.....	0 16½ 0 07

**HIDES AND WOOL** — Prices are unchanged.

<b>Hides, inspected, cows and steers, No. 1</b>		.....	0 09½
<b>No. 2</b>		.....	0 08½
Country hides, flat, per lb., cured	.....	0 07½	0 08
Calf skins, No. 1, city	.....	0 11 0 12	0 11 0 12
“ No. 1, country	.....	1 70 1 80	1 70 1 80
Sheep skins	.....	0 25 0 35	0 25 0 35
Lamb skins	.....	3 25 3 50	3 25 3 50
Horse hides, No. 1	.....	0 05½ 0 06	0 05½ 0 06
Rendered tallow, per lb.	.....	0 24 0 25	0 24 0 25
Pulled wool, super, per lb.	.....	0 27	0 27
“ extra	.....	0 28 0 30	0 28 0 30
Horse hair, per lb.	.....	0 13 0 14	0 13 0 14
Wool, un washed	.....	0 23 0 24	0 23 0 24
“ washed	.....	0 23 0 24	0 23 0 24
“ rejections	.....	0 18	0 18

J. C. Heinbecker, Berlin, has opened a general grocery and provision store in the premises lately occupied by V. George, King Street East.

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

Wall Paper  
 Man

Urged  
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Wall Papers

Wall Paper Situation Very Encouraging — Canadian Manufacturers Making Big Efforts for 1908.

Urged to greater efforts by the success of last year's designs, the wall paper manufacturers have developed patterns for the 1908 trade which promise exceptionally well. The beginning of June will see many travelers on the road with the new lines. It is almost impossible to enter into a discussion on the new offerings at this date, but another month will unfold the whole range. In anticipation of a greater business even than the present season's, Canadian manufacturers are putting themselves in readiness to meet the utmost demands.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns, and some good designs rather out of the usual will be shown.

A few years ago mostly all wall papers were imported into Canada. Now, Canadian manufacturers are able to supply goods which in many cases far outdistance imported lines at the same price.

"What a fine, tall fellow your eldest son has grown!"  
 "Yes, worse luck."  
 "How's that? I should have thought you would be proud of him. He's only fourteen, isn't he?"  
 "Yes, but I do object to having his trousers cut down to fit me!"



**Busy Days**

It keeps us busy just now looking after orders for

**Summer Outing Goods**

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

**Old Homestead Canned Goods**

We handle exclusively this Brand.

**S. J. CARTER & CO.**  
 58 McGill Street, Montreal

VALUES  
 IN  
**STAUNTON'S  
 WALL PAPERS**  
 For 1908  
 All goods 6 yards to double roll

Our Salesmen are offering  
**THE BEST VALUES**

Highest Quality of Materials, Widest Range of Catchy Designs, Color Treatments that Attract Attention, Compel Interest, Admiration and the Desire of Possession

These **ESSENTIALS** to **SUCCESSFUL WALL PAPERS**

are everywhere in evidence in the 51st line of new samples made by

**STAUNTONS LIMITED**  
 Makers of Superior Wall Papers  
 Toronto

**WE CONTEND THAT**

**The Busy Man's Magazine**

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

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

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

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

**WRITE US TO-DAY**

**The Busy Man's Magazine**  
**TORONTO**

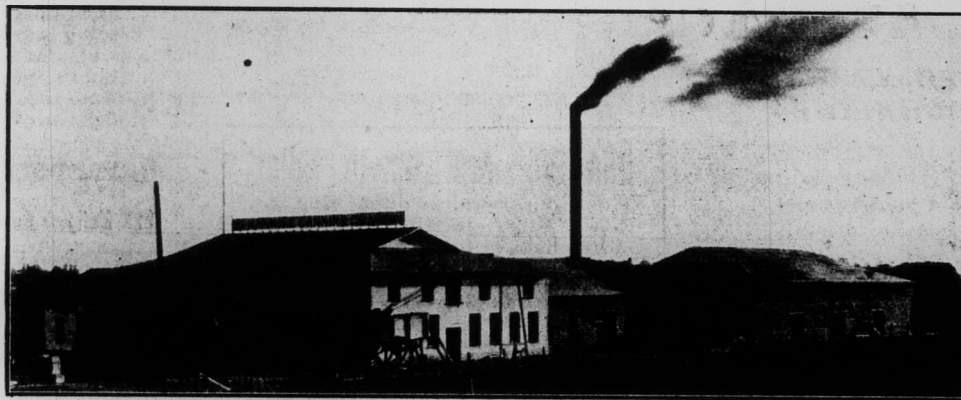
**We are Agents for the following  
Firms:**

Ph. Richard	Cognac	Brandy
Mitchell Bros.	Glasgow	Scotch Whisky
Mitchell & Co.	Belfast	Irish Whisky
Pollen & Zoon	Amsterdam	Gins and Liquors
J. P. Wiser & Sons	Prescott	Canadian Whisky
Piper-Heidsieck	Reims	Champagne
Union Champenoise	Reims	Champagne
Diez Hermanos	Jerez de la Frontera	Sherry
Blandy Bros., M.	Madeira	Madeira
Real Companhia Vinicola	Portugal	Port Wine
Vigneau et Cambours	Bordeaux	Clarets and Sauternes
G. Oliva et Cie.	Tarragone	Mass Wine
Garrett et Cie.	Malaga	Malaga Wine
Motta et Verez	Portugal	Port Wine
F. Dolin et Cie	Chambery	Vermouth
Morin, Père et Fils	Beaune	Burgundie
Fli Ferrero Ricardo	Turin	Vermouth
Fred Miller Brewing Co.	Milwaukee	Lager Beer
Daukes & Co.	London	Ale and Stout
Source la Capitale	Vichy	Vichy Water
Source la Sanitas	Vichy	Vichy Water
Hiawatha Water Co.	Janesville, Wis.	Table Water
Société Anonyme "Le Soleil"	Malines	Canned Goods
B. Gabriel	Paris	Mushrooms
Clément Obrieux	Périgeux	Potted Geese Liver
Blanc et Fils	Valence	Macaroni and Vermicelli
R. Legall	Nantes	Sardines
H. E. Boulle et Cie.	Marseilles	Olive Oil
Sir Thos. Lipton	London	Ceylon Tea
Mialane et Cie.	Roquefort	Cheese
J. Tourasse	Marseilles	Soaps
Sarazin et Javilliers	Dijon	Bacchus Wines
French Pasteurized Fluid Beef Co.	Montreal	Vita

**EVERY FIRM ON THIS LIST HAS A WORLD-WIDE REPUTATION. ASK  
US OUR PRICES FOR ANY OF THE ABOVE GOODS**

**Laporte, Martin & Co.  
Limited**

**Wholesale Grocers - - Montreal**



## “Canada’s Pride” Canned Goods

We feel proud that our efforts to produce a superior quality of canned goods have been appreciated, which decided us to still further improve our facilities, which we are doing by the addition of two large buildings in which we are installing the very latest machinery for handling Peas in the most improved way, and with our expert help we shall be able to give to our customers a much improved article in peas.

Our buildings, which are open to visitors at all times, are large and well ventilated, having cement floors throughout with perfect drainage; greatest cleanliness being exercised is a guarantee against disease germs of all kinds.

Our system of grading and naming our peas assures consumers that they are getting just what they pay for, as the size of the peas contained in each can is designated on the label.

Give “Canada’s Pride” Peas a trial and be convinced that our system is a success.

When placing your orders for this season don’t forget that all lines bearing the name “Canada’s Pride” are the very best possible to produce and that we feel proud of the reputation already gained, and that we shall in every way protect our reputation and brand.

# Napanee Canning Co., Limited

W. A. CARSON, Manager

Representatives: W. Galbraith & Son, Sole Agents Montreal and District; Kyle & Hooper, Brokers, Toronto;  
Ashley & Lightcap, Winnipeg, Man.

THE CANADIAN GROCER

Do You Want to Buy

**A BOILER, ENGINE  
OR MACHINERY?**

If you are a subscriber of  
CANADIAN GROCER, you can  
insert a notice free in

**CANADIAN MACHINERY**

TORONTO MONTREAL



A Good Investment  
**PEANUT ROASTERS  
and CORN POPPERS.**  
Great Variety, \$8.50 to \$350.00  
**EASY TERMS.**  
Catalog Free.

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

**Bed Bug and Roach Killer**

The South African Bed Bug or  
Roach Killer (Registered) is the  
most effective thing on the market.

Non-poisonous, but sure in results. Thousands  
of testimonials. Retails at 25c. Is being  
largely advertised and grocers will  
do well to have it in stock.

For sale by leading wholesalers

**A. NATHAN,** 149 ONTARIO STREET WEST  
MONTREAL



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

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

Last fall we bought tons and tons of the finest  
Rose Tomatoes. These have been washed, scalded,  
peeled and seeded, then have gone through the process  
of making them into Ozo Brand Tomato Catsup.  
Nothing of the delicious flavor of the ripe tomato has  
been taken away, and our chef's blending of the  
spices and condiments has given it an appetizing piqu-  
ancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an  
exceptionally pretty label, it makes one of the most  
attractive packages ever put on the market. We  
guarantee its purity, and the absolute cleanliness of  
our factory and methods makes its wholesomeness  
beyond dispute.

Packed in cases of two doz., \$1.00 per doz.  
f.o.b. Montreal.

THE OZO CO., LIMITED,  
MONTREAL

**Expert Bookkeeping**

Investigation and auditing of all  
classes of accounts undertaken.  
Trading, profit and loss accounts  
and balance sheets prepared. Sets  
of books opened and office systems  
devised in an up-to-date manner.  
Collection of accounts a specialty.

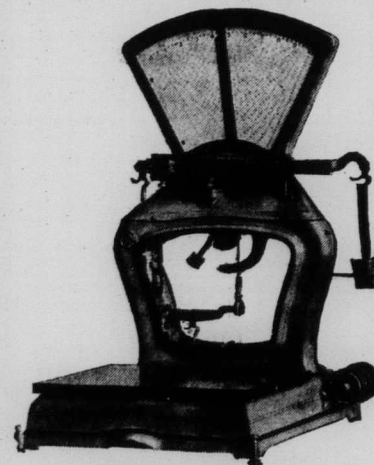
**Davenport, Pickup & Co.**

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

**Square your accounts**



**Scale No. 70**

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

It has absolutely no  
springs and is built on  
the principle of our No.  
70 scale—the scale that  
made the Stimpson  
scales famous.

**STIMPSON COMPUTING  
SCALE CO.**

34 ARTHUR STREET  
WINNIPEG, MAN.

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# HERE'S A PROPOSITION

That Will Interest You

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

## *Gold Standard* Baking Powder

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

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

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

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

### *The Codville-Georgeson Co., Ltd.,*

WINNIPEG, - MAN.

## **Battle Creek Toasted Corn Flakes**

The Flavor that grows in Favor

**CARMAN-ESCOTT CO.**

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

# SALT

Write us for quotations and we can save you money

## **Mason & Hickey**

108 Princess Street, WINNIPEG, Man.



The Finest  
Family Polish  
on the Market.

## **BLACK JACK**

AT YOUR JOBBERS'

*It pays to have proper connections in*

## **The West**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

*Satisfaction Guaranteed*

## **R. B. WISEMAN & CO.**

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality

of our

**Mild Cured Hams**

**Boneless Breakfast Bacon**

**Skinned Smoked Backs**

meets the most exacting requirements of your customers.

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

**Breakfast  
Bacon**

**Buy The Best**



MADE BY

**FEARMAN**  
HAMILTON

The Strongest Argument in favor of our Corona Hams and Bacon is the continued increase in their sales.

**CORONA  
HAMS**

AND

**BREAKFAST  
BACON**

*We have no Retail  
Stores*

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

**A SURETY OF SUCCESS**

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

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

because of the recognized purity and wholesomeness of our provisions.

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

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The cheese market. There see  
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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

The cheese market is about on an even keel. There seems to be an easier tendency to prices, but large buyers look for the market to retain about its present position, fluctuating within narrow limits for some weeks to come. Last year's record level of prices seems in a fair way to being maintained on the average. Thus far less cheese has been made this year than last. Receipts at Montreal from May 1 to July 6, amounted to 578,411 boxes, and for the same period last year 652,937 boxes. But 1907 is about a fortnight behind, and last week's figures show a pace that will soon put the seasons abreast. Receipts last week were 112,843 boxes, against 106,863 the same week of last year.

Exports, however, are considerably under those of a year ago. Last week the exports from Montreal totalled 89,842 boxes, against 89,538 boxes the week before and 108,681 boxes the corresponding week a year ago. Total shipments

from Montreal May 1 were 520,356 boxes, against 649,615 last year.

Butter is comparatively much farther behind in regard to production than cheese, and it is generally accepted that the raw product is more than ever being diverted cheeseward. The receipts of butter at Montreal last week totalled 24,208 packages, against 29,324 a year ago, and the total from May 1 was 132,509 packages, compared with 204,632 packages last year. The difference in exports is much greater still. The exports from Montreal last week totalled 4,465 packages, against 18,222 the same week in 1906. But the exports the week before last were only 1,779 packages. The total exports from May 1 were only 8,037 packages, as compared with 98,124 packages last year. The butter market in Canada is firm; supplies of dairy are decreasing and the hot weather has driven the creameries to making solids. Demand also continues active.

## THE PROVISION SITUATION

The provision market is again on the up-turn. The Old Country market advanced 1s 6d towards the end of last week. That represents about 15c in live hogs. The price of live hogs is still nominally \$6.40 as last week, but in reality it is \$6.45 and \$6.50. Deliveries last week were not over 23,000 and this week are even less. The Old Country now shows the Canadian packer. Quotations for best are about 60s and present cost is 59s 3d to 59s 6d. The improved weather conditions are largely responsible for the better tone of the market, aided by an outlook for somewhat smaller Danish deliveries. While Danish deliveries have kept up, 35,000 to 40,000 weekly, the harvest is approaching and fodder is scarce and high. The latter condition has occasioned some disposition on the part of the Danes to hold their hogs till they get the new crop. While the shortage of grain may decrease their deliveries temporarily, the Danes like the hog business, and they promise an even larger production next year, sufficient, they say, to give deliveries of 50,000 weekly. The consumptive capacity of the Old Country is not increasing at that rate and the increase, if it comes, means simply the displacement to about that extent of some other bacon, Canadian, Irish or American.

Canadian export is now running about normal, say 3,600 boxes weekly.

Domestic trade is very brisk and stocks are in hand to an extent that seems to justify the packers in looking for better prices before the summer is past. The decline of prices in Chicago has made it difficult for Canadian houses to hold their trade in the Northwest, but there is still considerable business in that direction.

The Journal of Commerce on Monday, reviewing the American market, said:

"The past week has not witnessed anything of importance in the way of change or activity in hog products. Receipts of hogs early in the week were heavy, especially at points outside of Chicago. The packers supported the market for products, after running in the shorts, as there was no one else to hold it, under accumulating stocks, which showed a pretty good increase for the month. Later in the week receipts turned lighter and then prices of options sagged off, and trading became extremely dull, as packers seemed to withdraw their support as soon as the market would hold itself. Cash trade has been duller even than futures, and prices have weakened more than on options, as there has been increased pressure to sell, with less demand than the previous week. The home trade seem to take little stock in higher prices and seem more inclined to anticipate lower, while the packers own the stocks and have got to hold prices up for their own protection, promising a dull, dragging market for the balance of the summer."

Stocks of lard in Chicago increased during June from 93,060 to 144,138 tierces.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—The demand for lard is quiet, especially for compound. Hams just now, while not neglected, are only in fair demand. For bacon the demand is improving. The market at the present time is only in a medium state, with prices holding their own.

Lard, pure, tierces	0 12 0 12
" " 56-lb. tubs	0 12 0 12
" " 20-lb. pails, wood	0 12 0 12
" " cases, 10-lb. tins, 60 lbs. in case	0 13 0 13
" " 5-lb. " "	0 13 0 14
" " 3-lb. " "	0 14 0 14
Lard, compound, tierces, per lb.	0 10 0 10
" " tubs	0 10 0 11
" " 20-lb. pails, wood	2 10 2 28
" " 20-lb. pails, tin	2 0 2 18
" " cases, 10-lb. tins, 60 lbs. in case	0 10 0 11
" " 5-lb. " "	0 10 0 11
" " 3-lb. " "	0 10 0 11
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	22 00
American short cut clear	24 50
American fat back	21 25 24 00
Breakfast bacon, per lb.	0 15 0 16
Hams	0 14 0 16
Extra plate beef, per bbl.	15 50 16 50

BUTTER—Prices of butter remain the same as week previous. Those paid at the boards varied from 20½c. to 20¾c., the latter price being paid for fancy export stocks. So far the demand from England has been very light and the quantity exported is much less than in former seasons. Not much change is looked for in the market at present.

New creamery, choice, boxes	0 2 1 0 21
" " pound prints	0 2 1 0 22
Dairy, tubs	0 13 0 20

CHEESE—The cheese market remains practically unchanged. The prices at the various boards last Saturday were about the same as previous week. The quotations from England this week are slightly in advance of those ruling seven days earlier. The general feeling among the trade is that higher prices need not be looked for for some time owing to the large quantities of this product on the market and also the lack of confidence the English buyer has in taking over large stocks.

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

EGGS—The market just now is easier owing to the continued free supply and on account of the quality during the last few weeks of extremely hot weather not being up to the average. Demand continues good.

Wholesale lots	0 16 1 16
Small lots	0 17 0 17

HONEY—It is rather early as yet to state what this year's crop will be. This will be known in the course of two or three weeks. There is considerable old stock on hand and this being the case, the prices of new stuff are expected to be lower than the previous season, unless there is any scarcity. The demand at present is normal.

White clover comb honey	0 13 0 14
" " extracted tins	0 09 0 10
Buckwheat	0 07 0 08

### TORONTO.

PROVISIONS—Demand for smoked meats is very active. Packers are taking an advance in prices shortly. Lard is easier, due to increased demand. Beef prices continue firm.

Long clear bacon, per lb.	0 11 0 11
Smoked breakfast bacon, per lb.	0 15 0 15
Roll bacon, per lb.	0 11 0 11
Small hams, per lb.	0 15 0 15
Medium hams, per lb.	0 15 0 15
Large hams, per lb.	0 14 0 14
Shoulder hams, per lb.	0 10 0 11
Becks, plain, per lb.	0 16 0 17
" " pea meal	0 16 0 17
Heavy mess pork, per bbl.	19 50 20 00
Short cut, per bbl.	22 00 22 50
Lard, tierces, per lb.	0 11 0 11
" " tubs	0 12 0 12
" " pails	0 12 0 12
" " compounds, per lb.	0 09 0 10
Plate beef, per 200-lb. bbl.	12 50 13 00



Ref. hind quarters	9 00	10 00
" front quarters	5 00	6 50
" choice carcasses	7 50	8 50
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12	0 15
Hogs, street lots	9 00	9 50
Veal	0 08	0 09

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

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

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

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

**ORDER NOW**  
**Butter**  
**Tubs**  
**Boxes and Paper**  
 Best Goods, Prompt Shipment  
 Prices Right

**WALTER WOODS & CO.**  
 Hamilton and Winnipeg

**BUTTER**—There is a rather slight tone with slightly advanced prices this week. Dairy supplies are increasing since the milk is going more to the creameries, and the creameries are making solids rather than prints. The quality of butter this season has been markedly better than in previous years. The delay in the arrival of hot weather has made what is classed as "bakers" scarce, but it is expected there will be enough of it from this on.

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

**CHEESE**—Prices here continue about on an even keel. Old cheese is practically off the market.

Old cheese	0 15
New "	0 12
	0 12

**EGGS**—The market is weaker. Dealers look for fairly steady prices here, but buying prices outside have to recede on account of the increasing shrink. Consumptive demand in the city continues large, but the recent warm weather has already had a noticeable effect. Northern Ontario is taking large quantities.

Eggs	0 17	0 18
<b>HONEY</b> —Prices are nominal.		
Honey, strained, 50 lb tins	0 11	
" " 10 lb tins	0 12	
" " 5 lb tins	0 12	
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 08
" in comb, per doz	0 05	1 50

**POULTRY**—Business is light. Receipts are in small compass.

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

**SELECT AGENCIES.**  
 The firm of Laporte, Martin & Co., Montreal, is the sole agent of many of the most reliable liquor firms of the two continents. Its large volume of business enables it to transact large deals and to secure for its numerous clients the very lowest figures in all lines such as: wines, liquors, brandies, etc., and to supply always the best class of goods for the price quoted.

Gauthier & Roy, general store, St. Jovite, have dissolved.  
 Victor E. Roberts, B.C. and western representative of Edwardsburg Starch Co., was in Toronto this week on his way to headquarters.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**Yearly Contract Rates.**

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

**BUSINESS CHANCES.**

**FOR SALE**—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about \$3,000. Address Box 145, CANADIAN GROCER

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

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

**\$11,000** GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

**\$5,000** HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

**FIRST-CLASS** Residential Grocery doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

**FOR SALE.**

**FOR SALE**—Grocery, crockery and seeds business (dwelling and store also) in a good village east of Toronto; first class farming section; established 22 years; stock, \$2,500; annual turnover, \$25,000; this is a rare chance to secure a good paying business; satisfactory reason for selling. Address Box 152, CANADIAN GROCER. [28]

**A SNAP**—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

**FOR SALE** at a bargain—coffee roaster, fan and cooler. Apply Geo. Marshall & Co., London, Ont.

**FOR SALE TO CLOSE ESTATE.**

**THE** old and well established grocery and fruit business of the late S. J. Johnson, of Amherstburg, Ont.; brick block and one of the best business stands in Western Ontario. Apply to W. J. Smith or F. M. Falls, executors of the estate, Amherstburg, Ont. [28]

**SITUATIONS VACANT.**

**BRIGHT**, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

**SITUATIONS WANTED.**

**WANTED**—A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.



**WILSON'S FLY PADS**

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

ARCHDALE WILSON, - HAMILTON

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**Summer Time Picnic Time**  
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When picnic parties are the rage Clark's Canned Meats are in demand everywhere.

**CLARK'S**  
LUNCH TONGUE, LUNCH VEAL LOAF,  
LUNCH HAM LOAF, LUNCH BEEF LOAF,  
. . . OX TONGUE . . .

are food necessities at every picnic, and the grocer is the man who supplies the demand.

The opportunity now lies before you.  
Secure my comprehensive price list.

**WM. CLARK, MONTREAL.**

# O'Mara's Bacon

Quotations cheerfully given by the following

**Selling Agents:**

- |                     |         |                 |
|---------------------|---------|-----------------|
| J. C. ADAMS         | - - - - | TORONTO         |
| F. M. HANNUM        | - - - - | OTTAWA          |
| McDOUGALL & LEMON   | - - - - | OWEN SOUND      |
| A. E. SILVERWOOD    | - - - - | LONDON          |
| H. W. HOFFMAN       | - - - - | MONTREAL        |
| D. RATTRAY & SONS   | - - - - | QUEBEC          |
| W. S. CLAWSON & CO. | - - - - | ST. JOHN, N.B.  |
| NICHOLSON & BAIN    | - - - - | WINNIPEG        |
| " "                 | - - - - | CALGARY         |
| " "                 | - - - - | EDMONTON        |
| C. E. JARVIS & CO.  | - - - - | VANCOUVER, B.C. |

**O'MARA'S PORK AND PORK PRODUCTS ARE THE BEST**

**JOSEPH O'MARA**

Manufacturer and Exporter of BACON, HAMS, LARD, Etc. **Palmerston, Ont.**

## The Manitoba Canning Co.

Grande Pointe, Ma<sup>LTD.</sup>

Our 1907 Pack of

# Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

**NICHOLSON & BAIN**

Winnipeg, Calgary and Edmonton

A LONG STORY IN  
FEW WORDS

Reliable



Preferable



Saleable



Profitable

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

CEREALS AND CONFECTIONERY

Grain markets were largely in the hands of the bulls, with wheat as a leader last week, but towards the close, better weather conditions in the States caused a slight reaction. This continued Monday and the Chicago wheat market lost about 2c. On Tuesday, however, the tide turned again chiefly on account of unfavorable weather reports from Europe, where the outlook is very unpromising. Then it was thought, too, that the better conditions in America had been more than discounted by the recession.

An English grain expert says that the indications for the European crop point to a total not exceeding 200,000,000 quarters (a quarter represents eight American bushels), and for the non-European crop 190,000,000 quarters. Ideal weather conditions from now to harvest may add 5,000,000 to 10,000,000 quarters to the total, but on the other hand unfavorable conditions could easily reduce the total by fully as much.

Flour is still in very light demand, but prices are firm and too high for export, though there is a good deal of foreign enquiry.

Confectionery.

Pretty nearly every progressive grocery store in Canada carries fine lines of confectionery and the experience of all of them is that it pays. This should be sufficient encouragement for those who are not making a specialty in this line to do so. Like everything else that is to be specialized, it must be well displayed, both in the window and in the shop. An up-to-date silent salesman is almost a necessity. This and some judicious salesmanship and a bright

grocer could sell confectionery in a candy factory.

MONTREAL.

FLOUR.—The conditions of the market are healthy. If prices of wheat continue as at present, flour is sure to be advanced. Just now demand is steady, with nominal prices prevailing.

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

ROLLED OATS.—Prices continue very firm, with cheaper not to be looked for before new crop arrivals. Demand is only fair. Considering the warm weather, the market is firm.

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

FEED.—The market for heavy feed, including mouillie and lower grade flours, continues strong, while for bran the demand is lighter and prices have receded \$1 to \$2 per ton. Millers are now selling Manitoba bran at \$19, Montreal, bags included.

Ontario bran.....	18 00	19 00
Ontario shorts.....	23 00	24 00
Manitoba shorts.....	13 10	14 00
" bran.....	19 00	
" mouillie, milled.....	23 00	24 00
" straight grained.....	28 00	30 00
Feed flour.....	1 35	1 45

TORONTO.

FLOUR—Demand continues very high, but the millers think buying for consumption must soon begin. Prices are

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Keep in Mind

when you need

Paper Bags, Cotton Twines, Parchment Butter Paper

or any kind of

Wrapping Paper or Butter Plates

We are the Paper Men who give you quick service, best goods, right prices.

Douglas & Ratcliff, Limited

30 West Market St.

TORONTO

NAP. G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St.,

QUEBEC.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL

BOLTON, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

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

steady. There is but practically no

Manitoba.....	60 per cent. patents.....
85 " ".....	Strong bakers.....
Wint.....	Straight roller.....
Patents.....	Blended.....

CEREALS—Mill mand at unchanged ducts are in better at this season, due the high price of

Rolled wheat in barrels, 10  
Rolled oats, in wood, per bu  
" " in bags, per bu  
Oatmeal, standard and gran  
" " " in bu

STOCKS

The statistics of rant the belief that ket will continue

The total amount bond in London, 1907, was 72,050,8; it was, 74,634,386; year it was, 82,0; showing a contin stocks in the wor this in the face; market.

TEA CONSUMPTION

To the Editor of

I see a most e your issue of the Lewis of George and Yokohama. I good, but when he sumption of tea ir ited States is rapi he doesn't know w This gentleman c statistics of impc years in both of rushing into print

EP

Special Ag in Nova Scotia, E. B

THE NUTRI

It has t

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McLAUCHLA





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

**THE WALTER M. LOWNEY CO. of Canada, Limited**

165 William St., - - - MONTREAL, CAN.

**Western Canada Flour Mills Co., LIMITED**

**PURITY FLOUR**

Mills at  
WINNIPEG  
GODERICH  
BRANDON



Offices:

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

It pays you to pay for quality.

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

**PURITY**

**IMPORTANT NOTICE**

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

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

and other well known products of

**SUTCLIFFE & BINGHAM  
MANCHESTER, ENGLAND**

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

**Maclure and Langley**

152-154 Pearl Street, TORONTO

Note our new Montreal address

38-40 William Street, MONTREAL

**Particular People  
Like Our Flour**

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

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

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

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

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



(Produced in England)

There  
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**CHOC  
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**William H.**

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CANADA:  
No better  
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It means  
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J. A. Taylor  
Montreal

R. S. I

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Produced in Switzerland)

There is no experiment to you  
in selling the real genuine

SWISS MILK  
**CHOCOLATE**  
**CAILLER'S**

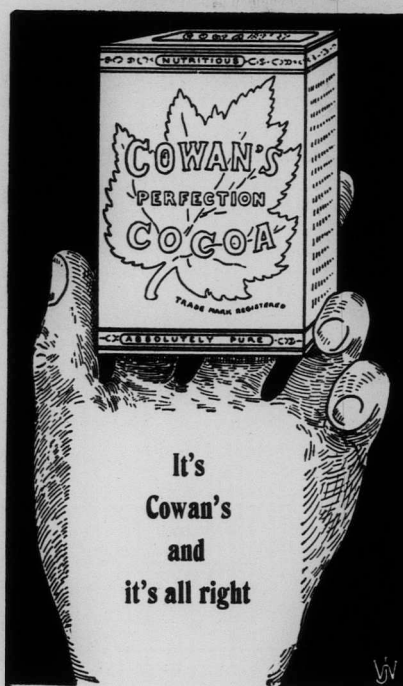
has the sale in Europe, United States  
and is getting it in Canada—Don't  
let your customers go to the other  
store for it. Place a trial order  
with your jobber or write.

General Agent for Canada

**William H. Dunn, - MONTREAL**

394-396 St. Paul Street

## The Maple Leaf



It's  
Cowan's  
and  
it's all right

stamped on a pack  
age of Cocoa or Cho-  
colate is the buyer's  
Surety of Purity and  
Quality.

## Cowan's Cocoa and Chocolate

are the best  
by any test on the  
Canadian market.  
When you stock  
Cowan's you stock  
a trade builder of as-  
sured reputation.

**The COWAN CO., Limited**  
**TORONTO**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

It means a lot for your profit and  
your customers' satisfaction if

## Mott's

"Diamond" and "Elite"  
brands of

## Chocolate

are used.

You can buy them from any jobber  
in Canada, or

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

SELLING AGENTS:

A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jes. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver

## It will Pay

you to stock and push  
the sale of the famous

## Frame-Food

PREPARATIONS

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

Extraordinarily advantageous  
Terms for Pioneer Traders.

Write for Particulars

at once

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

**CORRESPONDENCE**

**CHATHAM.**

Joseph Barassin, of Harry A. Andrew's grocery staff, was able to be down to the store recently, and hopes to resume his duties this week.

The executors of the estate of the late S. J. Johnson, of Amherstburg, are offering his grocery and fruit business for sale. The business is an old established one.

The Hawkin Milling Co., Limited, of Wallaceburg, recently held a shareholders' meeting, at which a permanent organization was effected. Wallaceburg merchants are largely interested. Mayor Stonehouse, J. W. Husband, A. J. Hawken, Miss F. L. Hawken, and W. M. Drader were elected directors and bylaws were passed. A directors' meeting will be held this week, when officers will be elected. A site has been selected, and building operations will be rapidly proceeded with.

Another transient trader case was up in the police court last week. The offender, Benjamin Brodie, dealt in house furnishings, carpets, linoleums, rugs, silverware, and a long list of kindred household articles, which he sold on the instalment plan, the goods being manufactured out of the city. Brodie didn't take out any license—hence the prosecution. The crown held that the defendant was a transient trader or peddler and, in default of paying a license, was

liable under the civic bylaw. The defence contended that the license—\$100 per year—was prohibitory, and the bylaw therefore an unjust one.

Magistrate Houston reserved judgment for a week, asking counsel for both parties to send in written argument. He stated that the case rested on the point as to whether or not the cost of the license was prohibitory.

Incidentally, Peter Mitgis, the Greek peanut vendor, recently asked the city council for an exclusive license. Some time ago Peter requested the council to advance the license from \$15 to \$100 for push cart vendors. He now complains that he is being held up by fellow countrymen who threaten to take out licenses also. He claims that he has bought off several of these already, and that they persist in coming. Another case of King Ethelred and the Danes, presumably. The council could do nothing for Mr. Mitgis, however.

Tuesday night or Wednesday morning, July 2nd or 3rd, a heavy frost visited this section. The exact extent of the damage done cannot be definitely stated. The crops which chiefly suffered were corn, beans, tomatoes, tobacco and potatoes. The bean crop was the chief sufferer.

So far as can be learned the frost was pretty well confined to Kent. Essex appears not to have been affected to any great extent. Vegetable and fruit growers along River Detroit and Lake

St. Clair know of no damage, nor do correspondence in the southern part of Essex mention it.

Through Dover and Chatham township, north and west of Chatham city, the frost was particularly heavy. Along the Dover water front and directly along the river, reports indicate that no great damage was done—in fact, the proximity of water seems to have exerted a favorable influence. For some distance south of Chatham, through Raleigh and adjoining townships there was also considerable damage. South of the Ridge the frost was not so severe, and little damage has been reported. Tomatoes have suffered much. Wm. Anderson, a farmer near Botany, lost 5,000 tomato plants, and he was not the only sufferer. Tobacco seems also to have been considerably nipped throughout the county.

Five per cent. of the corn is reported killed outright, and 25 per cent. has been injured. Oats and barley are said to have suffered little, and wheat appears to have been unhurt. Farmers will, it is declared, get 100 per cent. more wheat than they expected six weeks ago.

J. F. Eby, president of the Eby, Blain Co., Toronto, has returned from a two weeks' fishing trip to Trent Bridge. A 14-lb. lunge, with an 8-lb. rod, and an hour's good playing is a sample of the sport enjoyed.



**Pride  
of  
Canada**

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

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

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

**IT PAYS.**

**The Maple Tree  
Producers' Association**

**WATERLOO, - QUE.**



**Capstan Brand  
Pure Tomato  
Catsup**

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

We guarantee it to give perfect satisfaction.

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



**Don't Grope Around in the  
Dark**

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement, Department of the Canadian Grocer

**One Cent Per Word**

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.



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**MA**

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**LEA AND PERRINS,**

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

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

**SAUCE**

BY ROYAL WARRANT.




## A Good Storekeeper



studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good"

brands and imitations of standard articles.

## MAGIC BAKING POWDER

*is the kind that pleases the people.*



Merchants should recommend food-products that are produced in **clean** factories.



# FRUITS, VEGETABLES AND FISH

Lemons Firmer and May Go Higher—Melons a Hard Proposition for the Fruitman This Year—Last Car of Florida Pines.

Lemons have taken a turn upward, but the market is unlikely to be seriously affected yet awhile, unless the thermometer suddenly rises several degrees. At present the feeling is very firm, and dealers are preparing for a rising market and advising their customers to that effect.

Melons are not in very plentiful supply. This is not because there is any shortage in the crop, but because the price at which they must be sold in this market to net the dealer his profit is so high as to be almost prohibitive. Melons are a hard proposition for the fruit dealer this year. The duty, which formerly was about 25 per cent. on the value of the consignment, has now been raised to 3 cents on every melon that crosses the border. This makes the fruit a luxury by the time it is laid down here, for the duty is the same, no matter whether it is a large water melon or a small-sized cantaloupe. This change in the tariff was made ostensibly in the interest of the Canadian grower, who claimed that his rights were being infringed upon, and his market stolen under his nose. As a matter of fact, there is quite a break between the end of the American crop and beginning of the Canadian, and the Canadian grower is not affected much one way or the other.

What will probably be the last full car of Florida pines arrived this week. The pineapple crop has not been satisfactory, either from Florida or Cuba. The general sizes have been small, and partly as a result of this, the demand has been curtailed in comparison with other years.

Dealers are experiencing great difficulty in getting a sufficient quantity of good tomatoes to meet the demand, which continues unchanged. It looks as though stocks are getting cleaned up.

## MONTREAL.

GREEN FRUITS—Market at present writing is firm, with very small offerings, owing to the scarcity of choice fruits. Next week, however, is expected to bring forward more liberal shipments. The demand for all fruits is better than ever. Cocoanuts advanced.

New dates, per lb	0 04 1/2	0 07
Bananas, fine stalk	2 00	2 00
" jumbos	2 25	2 50
Cocoanuts, per bag	4 00	4 00
Pineapples, crate	3 50	4 75
Apples, bbl	8 50	8 50
Lemons	3 75	4 50
New lemons	3 00	5 50
California oranges	3 60	5 00
Jamaica oranges, per bbl	4 75	5 50
Sorrento oranges	3 50	3 50
Messina oranges	4 25	4 25
Strawberries, quart	0 09	0 10
New figs, per lb	0 08 1/2	0 12
Florida grape fruit, box	7 50	7 50
Limes, crates	1 00	1 00
California cherries, 10 lb. box	2 75	3 00
" grape fruit, half box	5 00	5 00
" peaches, box	2 25	2 50
" apricots, box	2 25	2 50
" plums, box	2 50	3 00

VEGETABLES—Local goods are now on the market and are meeting with

marked favor with demands general. No changes in price took place over figures ruling last week.

Paraley, per doz. bunches	0 35	0 40
Sage, per doz	0 80	0 80
Savory, per doz	0 50	0 50
New cabbage, crate	6 00	6 00
Florida tomatoes, crate	1 25	1 50
Turnips, bag	0 75	0 75
Green beans, basket	2 00	4 00
Water cress, large bunches, per doz	0 25	0 40
Lettuce, per doz	0 25	0 40
Boston lettuce, per doz	0 10	0 15
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 10	0 15
Spinach, per box	1 00	1 25
Cucumbers, per doz	3 25	3 50
" basket	1 25	1 50
Parsnips, bag	1 20	1 25
Potatoes, whites, per bag	0 03 1/2	4 00
New potatoes, lb	3 75	4 00
" bbl	0 02 1/2	0 03
Jersey sweet potatoes, basket	0 60	0 60
Egyptian onions, lb	1 75	2 00
New beets doz. bunches	0 40	0 60
Mushrooms, lb	0 85	0 15
New carrots, doz. bunches	0 15	0 25
Carrots, bag	0 15	0 25
Horseradish, lb	0 15	0 25
Rhubarb, doz. bunches	0 15	0 25

FRESH AND FROZEN FISH—Salmon is now plentiful and price is lowest of the season. These fish are in excellent condition, coming direct from the gulf each day. Mackerel are scarce, in fact, none are being taken now, as the fish have moved off the coast. Haddock and cod are in full supply, but brook trout are practically out of the market, as the continued warm weather, throughout the past week, has curtailed the fishing. Halibut is firm with prices nominal.

Demand for haddies has fallen off, owing to the warm weather. Stocks are in fine condition in lines of boneless and prepared fish.

Demand for salted and pickled fish is good. Quite a feeling has been experienced for Labrador salmon and sea trout in barrels and half barrels. All other kinds are now neglected. A few changes in price took place as follows:

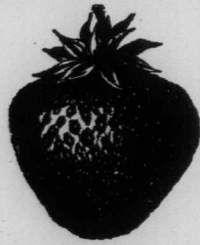
Fresh and Frozen Fish.		
Haddock, express, per lb	0 04	0 04
Halibut, express, per lb	0 08	0 08
Mackerel, express, per lb	0 10	0 10
Dore, "	0 12	0 12
Smelts, "	0 08	0 08
Steak cod, lb	0 05	0 05
Brook trout, lb	0 22	0 22
Market cod, lb	0 04	0 04
Fike, lb	0 06	0 06
Lake trout, lb	0 10	0 10
Grass pike, lb	0 08	0 08
White fish, lb	0 10	0 10
Gaspé salmon, lb	0 11	0 11
Flounders, lb	0 10	0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Kipper herring, half boxes	1 00	1 00
Smoked herring, per small box	0 11	0 11
Yarmouth bloaters, box	1 10	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	5 50	5 50
Boneless cod, 20 lb. boxes	0 05 1/2	0 05 1/2
Boneless fish, 20-lb. boxes, bricks	0 05 1/2	0 05 1/2
Boneless fish, 25-lb., boxes, per lb	0 04 1/2	0 04 1/2
Shredded cod, 2 doz., per case	1 80	1 80
Oysters—		
Standards, bulk, per imp. gal	1 50	1 50
Standards, Imp. qt. tins, sealed	0 40	0 40
Pickled fish—		
No. 1 Labrador herring, per bbl	5 00	5 00
" per half bbl	2 75	2 75
No. 1 N.S. herring, half bbls	2 50	2 50
No. 1 sea trout, 10 lb. kegs	5 75	5 75
No. 1 sea trout, 20 lb. bbls	10 50	10 50
Labrador salmon, in bbls	14 00	14 00

## TORONTO.

FRUIT—This is the weather for fruit, and Ontario is beginning to respond to the call. The local berries are now arriving in full supply and most of the

## Weekly Price List

Issued at Toronto every Saturday  
FRUIT NEWS



Canadian Berries are now arriving in quantities. Do not look for very low prices.

### BANANAS

Can recommend you to order 5 or 10 bunches, shipped green—loose.

### LEMONS

Continued warm weather will have a tendency to raise prices.

### FRUITS

From California, direct cars. Fresh daily. Send us your orders; will bill at lowest prices.

McWILLIAM

Mc. AND E.  
EVERIST

25-27 Church St., TORONTO

## The Summit of Excellence St. Magnus Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints  
Glass Stoppers  
Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FRED<sup>K</sup>. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

stock is of fine quality and are coming in, a good crop of. With continued lemons are expected. They are some of the best.

Oranges—  
Late Valencia (C...)  
" "  
176's, 210's, 211  
Late Valencia (C...)  
" "  
" "  
Bloods 80's, 1.0's  
Orals, 80's 10's, 1  
Sorrentos 20's 3  
Lemons, Verdillia, 30  
" " 2 s 300,  
" Messina s an  
Pineapples, 30's, per c  
35's, "  
" 42's, .....

## VEGETABLES

taken the rise in price. Anticipating a steady rise but less than thought that I. All Ontario vegetable prices, consequently, are bright. It is a good thing for the good tomatoes. Potatoes, De'awares, Ontario... New potatoes, per bushel... Onions, green per bushel... Egyptian, 11... Cabbage, new Canada... Beets, new, per doz... Carrots, Canadian, p... Carrots, new, im, ort... Lettuce, Canadian le... Spinach, fancy, per t... Radishes, Roseland... Cucumbers, hot house... Beans, green, per bushel... Green peas (Canada)... Tomatoes, Texas, 4-b... Parsley, per doz... Asparagus, per doz... Rhubarb, per doz...

FISH—The market is unchanged and they are plentiful. Having some deficiency in quantity.

Perch, large, per lb... Blue pick-rel, per lb... White fish, Georgian... Whitefish, winter cut... Haddock, fresh caught... Herring, per 100 count... " medium, per... Sea salmon, per lb... Trout, fresh, per lb... Ciscoes, per basket... Finner haddock, per lb... Labrador herring, per lb... Cod, fresh caught, per lb...

SEBAS GANDIA,

RAISINS, Agents wanted The best correspond

300 Bags I

Prices at AND F... 91 Place d'Youville

stock is of fine quality. Some cherries are coming in, and indications point to a good crop of this fruit from Ontario. With continued hot weather, Verdilli lemons are expected to jump forward. They are somewhat firmer this week

Oranges—

Late Valencias (California), extra fancy, 96's	4 25	4 75
" " " " " 1 6's	4 75	5 00
" " " " " 150's	5 00	5 50
176's, 210's, 216's	4 00	4 25
Late Valencias (California), fancy, 96's	4 00	4 25
" " " " " 126's	4 00	4 50
" " " " " fancy, 150, 176, 200, 216	5 00	5 00
" " " " " 250's	4 25	4 25
" " " " " 283's, 300's	4 00	4 00
Bloods, 80's, 1.0's, 150's 1/2-boxes	2 75	3 00
Ovals, 80's 10's, 150's 1/2-boxes	2 25	2 50
Sorrentos 20's 300's	3 50	3 75
Lemons, Verdillis, 300's	5 00	5 50
" " 2's 300, 360	4 25	4 75
" Messin.s and Sorrentos, 3.0's	4 25	5 00
Pineapples, 30's, per case	4 00	5 00
" " 32's	4 00	4 50
" " 42's	3 00	3 75
Bananas, Jamaica firsts, per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, Canadian per qt.	0 08	0 11
Cherries, Canadian	1 25	2 00
Cantaloupes (California), per crate	8 00	8 00
Limes, per crate	1 00	1 00
Watermelons, Florida, each	0 40	0 45
Gooseberries (Canadian), per basket	1 00	1 25
" " " " " per crate of 48 'o 51	7 00	7 50

VEGETABLES—Potatoes have not taken the rise that the dealers were anticipating. Stocks still continue to arrive but less plentifully, and it is thought that Delewares are about all in. All Ontario vegetables are in better supply, consequent upon the warm weather, and the outlook on all sides is exceedingly bright. It is difficult now to obtain good tomatoes in any quantity.

Potatoes, De'awarts, per bag	1 05	1 15
" " Ontario	0 95	1 05
New potatoes, per bin	3 50	3 50
Onions, green per doz	0 15	0 15
" " Egyptian, 110-lb. bag	4 10	4 50
Cabbage, new Canadian, per case	2 50	2 75
Beets, new, per doz. bunches	0 60	0 60
Carrots, Canadian, per doz bunches	0 40	0 50
Carrots, new, im, orted, per box	2 25	2 25
Lettuce, Canadian leaf, per doz. bunches	0 25	0 35
Spinach, fancy, per bush	0 40	0 50
Radishes, Roseland, per doz.	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston	1 10	1 10
" " " " " per hamper	2 50	3 25
Beans, green, per bushel	2 50	2 50
Green peas (Canadian), per basket	0 45	0 60
Potatoes, Texas, 4-basket crates	1 35	1 60
Parsley, per doz.	0 25	0 25
Asparagus, per doz.	0 75	1 00
Khul'arb, per doz.	0 30	0 40

FISH—The demand for fish is quiet and unchanged, and prices remain as they were last week. Fresh fish is none too plentiful this year, and dealers are having some difficulty in obtaining a sufficient quantity of several lines.

Perch, large, per lb	0 06	0 06 1/2
Blue pick-rel, per lb	0 06	0 07
White fi-h, Georgian Bay, per lb	0 10	0 10
Whitefish, winter caught, per lb	0 07 1/2	0 10
Haddock, fresh caught, per lb	0 07	0 07
Herring, per 100 count	1 50	1 50
" " medium, per lb	0 06	0 07
" " jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 17	0 18
Trout, fresh, per lb	0 08 1/2	0 09 1/2
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb—fresh cured	0 18	0 18
Labrador herring, per bbl.	4 75	4 75
Cod, fresh caught, per lb	0 07	0 08 1/2

**SEBASTIAN CODINA**  
 GANDIA, PROVINCE VALENCIA  
 (Spain)  
 EXPORTER OF  
**RAISINS, ONIONS, PEANUTS**  
 Agents wanted in principal Canadian markets.  
 The best correspondence solicited. Samples will be sent free.

**300 Bags French Peanut Kernels**  
 Prices and samples on application.  
**ANDREW WATSON**  
 PRODUCE BROKER  
 91 Place d'Youville, MONTREAL  
 Phone Main 4409

We are the largest receivers of

## California Fruit

**Peaches**  
**Pears**  
**Plums**  
**Bartlett Pears**

Full cars arriving daily.

**FLORIDA PINEAPPLES.**—We have two more cars this week, which will wind up the season.

**LEMONS, LEMONS, LEMONS**  
 Finest Verdillis.

## WHITE & CO., Limited

TORONTO AND HAMILTON

### ROOM ABOVE

"There's always room on top," it is said, and in Lemons on top and alone stand

**TRACUZZI'S "ST. NICHOLAS" and "HOME GUARD"**  
**W. B. STRINGER & CO. - SOLE AGENTS - TORONTO**

### FRUITS AND VEGETABLES

We are in touch with the leading shippers and can supply the best at closest prices.

**J. R. CLOGG & CO.,** 82 St. Antoine St., MONTREAL

### YOU ALWAYS GET THE BEST GOODS

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

## FRESH

**Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.**

Also full lines of Oranges, Lemons and Bananas

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

## HUGH WALKER & SON

Established 1861

Guelph, Ont.

**THE GREAT PACIFIER**

between the retail merchant and his grouchy customers is the adoption of the



**Allison Coupon Books**

It's mighty hard for a man to pick a quarrel with you about his account when he always pays as he goes---and that is exactly what he does when you use the Allison System---he pays you in coupons just as he would in cash.

For sale by the jobbing trade everywhere

Manufactured by

**ALLISON COUPON CO.,**

Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, 1/4, 1/2, 3/4 and 1-lb. tins; talls, 1/2, 3/4 and 1.

Write for our quotations

**W. S. LOGGIE CO., LIMITED**  
**CHATHAM, N.B.**

Packers and Exporters of Canned Lobsters  
—Wholesale only

Halibut, fresh caught .....	0 08	0 09
Shredded cod, per lb. ....	0 08	0 08
Shredded cod, per doz. ....	0 90	0 90
Flounders, per lb. ....	0 45	0 45
Halifax fish cakes, case. ....	2 40	2 40
Live lobsters. ....	0 17	0 18
Mackerel, each. ....	0 16	0 20
Bluefins, small white, per lb. ....	0 16	0 06 1/2

**NO CARRY OVER.**

**Canned Goods Will Be Cleaned Up—An Unusual Situation.**

One of the members of the National Wholesale Grocers' Association, in conversation with several other wholesale grocers in the lobby of the auditorium annex at Chicago, during the course of the convention, said in regard to canned goods:

"For the first time in many years there is no carry-over in peas, beans, asparagus, berries, lobsters and apples, with the chances favoring a complete cleanup of salmon and tomatoes. This is a most unusual situation. Even canned corn is in much better position than jobbers anticipated a few months ago. The retail trade has a better assortment of canned goods than the jobbers, and although there is a temporary scarcity of some articles in first hands, no trouble has been met by retailers in meeting the demands of consumers, who, when an article is scarce and high in price, have a fashion of abandoning its use, or else economizing to an exceptional degree. It is this fact that speculators and the engineers of corners fail to take into consideration, and which fact explains their losses.

"The natural economies of the consuming public, so far as the grocery business is concerned, have not been shown to any appreciable extent as yet. In point of fact, there has been no marked falling off in general demand for the staple articles. We are short of goods, both canned and fresh, and even though prices are high, consumers must have them.

"The past year has demonstrated the fact that this country requires a production of 8,600,000 cases of tomatoes to cover actual requirements; 4,500,000

cases of peas; 3,200,000 cases of salmon, and at least 9,000,000 cases of corn. With the exception of the latter article there is now no carry-over of these staple articles. The stock of fruits being exhausted, and crop indications being unfavorable, it is impossible to pack enough to meet the demand. The outlook is that during the early part of 1908 there will be a greater scarcity of canned goods than now exists. I make the prophecy that next spring we will see a much greater depletion than now exists.

"I believe, however, that even with the unprecedented conditions that now exist in most of the staple commodities, the grocers watch credits, to avoid over stock, to act conservatively and keep out of new ventures and go on feeding \$4,000,000 with good appetites, without embarrassment of any sort."

**BEAN SITUATION IN KENT.**

A few days ago the outlook for the bean crop in Kent was most promising. A harvest of over 1,000,000 bushels was expected from this and adjacent counties. The heavy frost of July 2nd has considerably nipped these expectations. At the present writing it is impossible to speak absolutely regarding the damage. The reports at first received from the territory adjacent to Chatham were brief and explicit enough.

"It's finished the beans," was the word everywhere.

Later reports are more favorable.

So far as can be learned, the situation is about like this. Twenty-five per cent. of the entire bean crop has been destroyed. In a great many fields the beans are entirely killed, and the farmers are pulling them up. In other sections, the crop is injured anywhere from 10 to 50 per cent. Unconfirmed reports have been received to the effect that the crop is badly nipped in the vicinity of Highgate and along the line of the Pere Marquette; but nothing definite has been heard as to this. South of the Ridge, which is a great bean-growing district, reports state that the frost was not so severe. A report from Thamesville and adjacent territory is to the effect that beans in that vicinity will now be only half a crop. There was a large acreage and they looked most promising.

Many farmers are reported to be replanting their beans. Whether or not this move will be successful depends largely on the weather. If there is enough rain in the next few days to bring them up, and if the frost holds off till late in the fall, those who replant may harvest a fair crop. If, however, the dry weather continues another ten days, the late planting will be a failure. Anyway, smaller beans may be looked for from the replanted crops.

In view of the shortening of the crop as a result of the frost, an effort seems to be in progress to corner the bean crop. Local dealers are reported to be buying back from the eastern men, and there is every indication that the report is correct. It has been stated that in all probability beans this year will soar to \$2 per bushel, and this prophecy may not be far wrong.

J. P. Elitier, grocer, of Montreal, assigned, and his assets were sold on June 28th.

**SALT**

Constantly receiving New Stocks.  
All lines.

**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

The  
"Hal  
"Aca  
of  
"Atl  
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Codf

A. H. Br

E  
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Bes  
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Suits

Ship

EDM

# The Best Food for Warm Days

IS  
"Halifax"  
"Acadia"  
OR  
"Atlantic"  
Prepared  
Codfish

*There is nothing more  
healthy and few things  
as delicious.*

Look  
for  
this  
Sign



Sole Packers

## Atlantic Fish Companies, Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal

Stuart, Watson & Co., Winnipeg

Chas. Milne, Vancouver

### EDMONTON WAREHOUSE SPACE TO LET

#### Best Storage in the West One or Two Flats

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

Shipments received for Storage  
or Distribution.

### NICHOLSON & BAIN

DRAWER 42

EDMONTON, - ALBERTA

We are now packing the

### "FAMOUS BRUNSWICK BRAND"

## SARDINES, CLAMS SCALLOPS

AND

## FINNAN HADDIES

We guarantee every tin we pack

Yours respectfully,

### Connors Bros., Limited

Black's Harbour, N. B.

## GROCERY NEWS OF NOVA SCOTIA

**Freight Handlers' Strike for Higher Wages—Fish Prospects Bright—North Sydney Potato Dealers Looking to Maine for Supplies.**

Halifax, July 8.

Business has suffered very severely and merchants have been greatly handicapped as a result of the railway freight handlers' strike last week. Over one hundred cars of freight were in the railway yards waiting to be unloaded, and the sheds are filled with goods.

After the strike had been in progress two days and as there were no signs of an early settlement, the Board of Trade met and passed a resolution, copies of which were forwarded to the railway authorities, urging that the men be granted the increase, pending the decision of the conciliation board, which they suggested, should settle the dispute. Several of the merchants who had goods to ship on urgent orders, sent them across to Dartmouth by water, and shipped from the station on the opposite side of the harbor. One dealer shipped over a hundred barrels of sugar in this way.

### End of the Strike.

The fruit dealers experienced great difficulty in getting possession of their shipments, and early in the week they suffered considerable loss, as orders from outside points for fruit for the holiday could not be sent forward, owing to the strike. The men returned to work on Saturday, having agreed to accept a settlement of the wage question by a board of conciliation.

### The Produce Markets.

**Potatoes**—New American potatoes have arrived on the market. The quality is very good, but the price is high, \$1.50 per bushel.

It is expected that the old potatoes now on the market will take a drop in price.

**BUTTER**—The decline in the price of butter continues, but very slowly. Dairy tubs range from 21c. to 22c., and creamery boxes from 23c. to 24c.

**EGGS**—There is only a light demand for eggs, which are now quoted at 17c. It is reported that eggs can be bought on Prince Edward Island for 14½c.

**BEANS**—Telegrams received here state that the bean crop in Chatham and Ridgetown, Ont., have been damaged by frost, and that all offers have been withdrawn.

**FISH**—Emile Poirier, mayor of St. Pierre, Miq., was a visitor to Halifax last week. He says the French fleet is making good catches this season, and that the outlook in the colony is very bright. Prices rule high, as much as 25 francs, (\$4.75), being obtained for green fish per quintal.

The run of spring mackerel is about over on the Nova Scotia coast, and the shore fishermen have had a prosperous season. One Halifax dealer purchased over one hundred thousand fresh mackerel, and he shipped over half of them to the American market. The venture proved a losing one, as the price in Boston dropped before the fish reached the

market, and it is stated that he lost \$2,500 as a result.

### Buying American Potatoes.

As a result of the scarcity of potatoes, and the almost prohibitive price asked by the dealers in Prince Edward Island, North Sydney merchants last week wired for a large shipment of potatoes from Maine. It is said potatoes in Maine are sold at such a figure that they can be shipped to North Sydney and after paying twenty cents duty, and about eighteen cents per bushel freight, the merchants can sell them at a much lower rate than that asked by the dealers at the wharves at North Sydney. The action of the dealers or farmers in

P. E. Island in placing such prices on potatoes and other farm products has caused dealers in the Sydneys to make enquiries in New Brunswick, Nova Scotia and even Quebec, as well as Maine, as to the possibility of purchasing farm products. The result has been that next year shipments to Cape Breton, from P. E. Island, will fall much short of those made during the past few years.

### Death of Old Retailer.

Philip B. Hire, who formerly conducted a large retail grocery business in Halifax, died in Boston last week, aged 62 years. When in Halifax he was considered to be one of the best men in the business, being thoroughly conversant with all the branches of the trade.

The first commercial traveler's license taken out under the new Liquor License Act, in Halifax, was issued last week to D. O. Roblin, of Toronto, through the firm's representative, H. McCroden.

## A SOUTHAMPTON STORE AND ITS ENERGETIC OWNER

The gentleman who has taken up such a debonair pose behind the counter of the interior shown in the accompanying cut is B. A. Belyea, who owns and personally conducts a flourishing general store business at Southampton. Mr. Belyea has been busy on the same old stand for thirty-seven years, and his

He is possessed in a rare degree of that invaluable faculty of retaining a youthful spirit in the midst of middle-aged cares. He never worries, and as a result, never seems to grow older. There isn't a detail of store management or window dressing upon which he is unable to talk intelligently and instruc-



B. A. Belyea, in His Store at Southampton.

store has naturally become one of the landmarks of the town.

During the summer months Mr. Belyea is to and fro from daylight to dark, looking after customers, superintending every last detail of method and arrangement and generally leaving his clerks little opportunity to discuss the races or wonder how near it is to closing time.

He has been burnt out twice. These misfortunes, following hard on one another, might have had the effect of driving out of business a man less full of optimism and courage. The effect on Mr. Belyea was to make him build a better store each time.

tively, and what he preaches he puts into practise in his own business. His windows are always among the best dressed in town.

Gifted with the sunniest of smiles and the warmest hand-shake that ever gladdened a traveler's heart, it is little wonder that Mr. Belyea is looked upon by all the boys as a personal friend. Whether an order is forthcoming or not, he knows how to make a man leave his store feeling better than when he entered it. If he has a personal enemy, that gentleman, feeling, probably, that it would be the height of indelicacy to set himself up as the one exception to the rule, has so far kept in the background.

**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.**

There may come a time when it will be utter nonsense for a Grocer to stock cigars. But—it is absolutely necessary for a Grocer to pay attention—strict attention—to his cigar trade to-day. Since competition compels you to stock cigars shouldn't you stock the best your customers can afford to buy? You make no mistake when you carry

## PHARAOH and PEBBLE

because they are the best cigars ever sold at the price. That fact would make little difference to you if the smokers of Canada were not aware of it. But they know that fifteen cents would fail to buy a cigar as good as **Pharaoh** and they buy it for ten; while they know and acknowledge my five-cent **Pebble** to be peerless and easily superior to most ten.

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

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

Mr. Grocer! There's profit in a brand of tobacco half as popular as **T. & B.** and of course it does pay to stock Canada's first favorite amongst all pipe tobaccos.

# T. & B.

is something more than the best pipe tobacco to you. It will build up a paying trade just as sure as fate, because the man who pays for groceries just about decides where these groceries shall be bought.

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

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

## FOOD STU

Vanco  
Sockeye salmo  
this famous B.C.  
on the Fraser Ri  
so much of a ru  
ports from Skeer  
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eastern packers.

Leading butcher  
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of fresh meat. Th  
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stocks all came fr

FOOD STUFF NEWS AND MARKETS  
ON THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

Vancouver, B.C., July 4, 1907.  
Sockeye salmon the chief variety of this famous B.C. fish, are now in season on the Fraser River, though there is not so much of a run as in the north. Reports from Skeena River and Rivers Inlet, where the sockeye begins to run much earlier than further south, show that a fair catch is being made, the average being 30 to the boat. The northern canneries are, of course, busy packing the salmon. On the Fraser the canneries have not prepared for a big pack, this being one of the smallest of the off years. It is almost settled that 25 cents per fish will be the price paid this season on the Fraser, though no conferences between canners and fishermen have been held. The run lasts through July and August.

Though there has been no extreme activity in business circles this year, the statement of bank clearings for Vancouver for the six months ending June 30 shows a very healthy growth. The increase over the first six months of last year is more than fifty per cent. The figures for June, while just under the largest monthly record of clearings, show a gain of 52 per cent. over June, 1906. The total for the month of June, just ended, is \$15,578,149; for the six months of the half year the total clearings are \$85,950,808.

There will be two fruit canning establishments in the Okanagan Valley this year, both new concerns, practically, and each erected in a centre where a large supply of material is available, with growing prospects for the coming years. The first is now completed at Peachland, by R. J. Hogg, who last year conducted a small experimental plant at which he put up quite a large quantity of peaches and other Peachland fruit. This year his venture is on a much larger scale and will be on a commercial basis. The other cannery is being erected at Kelowna, another point on the lake and one of the most favorably situated in that it has such a large territory immediately tributary to it. Fraser Bros. and Whitehead are erecting a large two-storey frame building to be used for this purpose. They will first put up tomatoes, of which large quantities are grown at Kelowna and vicinity. The brand will be "Kelowna" and an attractive label has been chosen. It is expected that over 50,000 cases will be put up, including some peaches plums, etc. though the bulk of the pack will be tomatoes. This Kelowna concern is going out after business and expects to compete with the eastern packers.

Leading butchers and wholesale meat dealers announce a reduction in prices of fresh meat. The retail prices of meat were advanced last March because the stocks all came from the range of Al-

berta at that time and owing to the severe winter the stock had to be taken up and stall-fed for the market. Now that the season has advanced, the grass-fed stock from the ranges of the interior of British Columbia are coming on to the market, and at prices which allow a reduction of retail charges.

Fruit from local sources is still a scarce article on the markets of the coast cities. Strawberries are still handled in a limited way. They are quoted up to \$3 and \$3.25 this week. Raspberries have only just begun to come in, the rain of the past two days having held them back. The price has hardly been set yet, though it will open about \$2.50 per crate for 24 lbs.

Preserving cherries are in, but the demand far exceeds possible supply. The price is quoted at 8 cents per pound. Local sweet cherries are getting scarcer, though still selling at 10 cents per pound. Australian apples are off the market, and no fresh stock from California is yet in, though expected soon. Oranges are unchanged from last quotations.

Tomatoes have begun to come in from local sources as well as the Mississippi stock, which has been received for some time. The price of local tomatoes is now \$4 per crate. Local new potatoes are 3½ and 4 cents per pound. Old potatoes are still selling around \$50 per ton. Rhubarb is down to 2 and 2½ cents; cucumbers are selling at \$1.50 per dozen.

Stephen Hustwitt, Red Rose Tea representative at Winnipeg, is in Toronto on a month's holiday.

**SWEET  
CAPORAL**



**CIGARETTES**  
**STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**CLAY  
PIPES**

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

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

Firm Established in 1887

**JOS. COTE**

IMPORTER AND WHOLESALE TOBACCONIST

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

Ask for the famous brands of Cigars

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

**All First-Class Grocers**

Handle

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**



**BUSINESS MEN IN MUNICIPAL LIFE**

No. 22.

Geo. A. Gillespie.

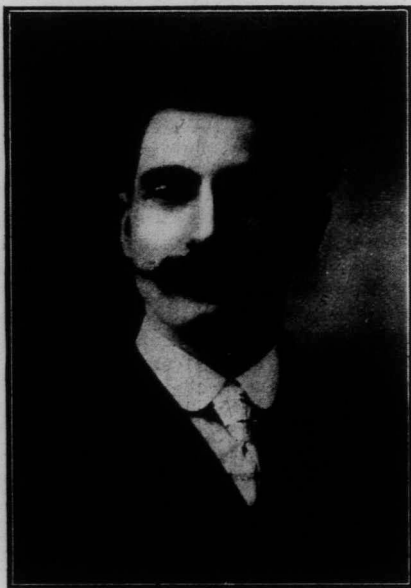
Geo. A. Gillespie is a member of the firm of White & Gillespie, Peterborough, who for the past five years have been doing a very large grocery and provision business. He is one of the brightest and most universally liked business men in the country, and he could have almost any civic position in the city he wished.

Mr. Gillespie is now vice-president of the Board of Trade, having refused the office of president, as this is his third year on the board. He is one of the hardest working directors in the agricultural society; he is a member of the cheese board and is one of the largest buyers on the board, and he is a member of the Eastern Ontario Dairymen's Association.

Besides groceries, White & Gillespie handle cheese factory and creamery supplies. Mr. Gillespie takes charge of this end entirely and covers a very large district. He was for twelve years previous to joining Mr. White, a cheese and butter maker, and he thoroughly understands the needs of the dairymen. As a result he is selling a lot of machinery to the different factories, and this year installed an entire new plant in several cases. He is well-known to nearly every farmer for many miles around, and is the means of adding greatly to the grocery end of the business, which is managed by Mr. White.

Mr. Gillespie is taking a very keen interest in everything that is in the interests of the farmer, especially the dairy farmer. At the present time he is booming cow testing associations and cool curing rooms, the effect of this being that the production of cheese and butter has been materially increased and the quality now is the very best.

Up to the present time Mr. Gillespie may be said to have had a brilliant career. He has touched nothing of which he has not made a success—he has met few men of whom he has failed to make close personal friends. For a young man—he is still five years on the right side of 40—his life has been one of remarkable usefulness to his fellow citizens. The energy and fine intelligence which he has brought to bear upon the work of the various boards and societies with which he is connected is being fully re-



G. A. GILLESPIE, PETERBORO.

cognized by the citizens of Peterborough, and there are not many young men whose futures are as problematical than that of Mr. Gillespie.

If the coming years confirm the promise of the past, Mr. Gillespie is destined to carve his name deep on the roll of Peterborough's citizenship. His place will be among the men who have wrought to have their city better than they found it, and who in the doing have been industrious in her interests, honest in their own, and have left an abiding memory in the hearts of their fellow citizens.

**THE SIMPLE DIET.**

A gathering of great doctors, under the presidency of the Lord Mayor, urged upon a fashionably dressed audience at the Mansion House, London, England, a few days ago, the advisability of a simple diet for the rich and poor. So far as the rich were concerned the 214 different kinds of soup and 530 ways of dressing a chicken were referred to scornfully, while in the case of the poor their unintentionally extravagant choice of improper food was exemplified by showing that they sometimes spent sevenpence for food, the equivalent of which could be bought for fourpence.

Sir James Chrichton-Browne deplored the disuse of oatmeal in England, asserting that a small plate of porridge was equal in proteid value to two thick slices of a four-pound loaf.

The meeting was to a great extent the apotheosis of whole meal bread. A great number of whole wheat preparations were exhibited. Everybody loaded it with praise.

Other foods boomed by the learned speakers comprised lentils, cheap dripping, treacle and herring, the last being described as being splendidly nutritious.

Colonial meat was approved, but white bread received few good words, while eggs, from an economic viewpoint, were declared to be extravagant, costing far more than they were worth.

**A NEW AGENCY.**

Maclure & Langley, the well-known manufacturers agents, of Toronto and Montreal, have been appointed representatives for Canada for Sutcliffe & Bingham, of Manchester, England, manufacturers of the celebrated Kkovah jellies and other uroducts. It is the intention of Maclure & Langley to carry a well assorted stock of these goods in both Toronto and Montreal warehouses, and all orders will receive very best attention. Hitherto Sutcliffe & Bingham have maintained an agency of their own in Canada, but the placing of the goods in the hands of an enterprising Canadian firm like Maclure & Langley has been considered advisable. Maclure & Langley have taken possession of Sutcliffe & Bingham's former warehouse at 30 William street, Montreal, where they will have larger facilities for carrying on their increased business.

**"Cigars Sell More Than Cigars"**

This has been proved time and again. It is especially true in the case of our **known-all-over-Canada brands, the recognized standards of quality in cigars.**

**HOGEN MOGEN and ROYAL SPORT CIGARS**

Do you stock these famous brands? **If you don't you're losing trade.** Just give us a chance to prove our assertion. Write to

**The Sherbrooke Cigar Co., - Sherbrooke, Que.**

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Single entr ber of years, a to-day; but th formation in r and the profit more modern feature of sing accounts are k keeping conten only such doe determine at a business. For and post person ments are ente and payable in gains or losses itemized statem cannot be obtai entry methods.

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The bill boo bills payable.

The journal, which cannot be ing entries, etc.

The ledger, v together and po various accounts

# Business Management

By HOWARD R. WELLINGTON.

The Evolution of  
Bookkeeping  
Methods.

From the earliest times those engaged in "barter" or trade have found it necessary to keep a record of their transactions for reference, especially so in the case of transactions not carried out on a cash basis. The ancients used to cut their entries in stone tablets which served the purpose of books, a crude way, and one which would not suit a few of our modern book-keepers, who are in the habit of making mistakes that require correction.

## Single Entry.

Single entry book-keeping was used largely for a number of years, and is in use by a large number of concerns to-day; but the necessity of obtaining more practical information in reference to the cost of running a business and the profit of trading, has forced the adoption of the more modern double entry methods. The distinguishing feature of single entry book-keeping is that only personal accounts are kept in the ledger. This system of book-keeping contemplates only such a record, or the filing of only such documents, as will enable the proprietor to determine at any time the assets and liabilities of his business. For this purpose the practice is to journalize and post personal accounts only. Cash receipts and payments are entered in the cash book, and bills receivable and payable in the bill book. Since no accounts showing gains or losses are kept in single entry, it follows that an itemized statement of the gains and losses of the business cannot be obtained, hence the development of the double entry methods.

The net gain or net loss of the business can be determined, however, in the following manner: First, ascertain the present worth by finding the difference between the assets and liabilities, and then compare it with the investment. If the present worth is greater than the investment the difference shows a net gain; if less, a net loss.

## Double Entry.

The object of modern double entry book-keeping is to determine, at any time, the true condition of a business.

The underlying principle of double entry is, of course, that every debit must have a corresponding credit entry. The general rule in making entries may be clearly stated as follows: \*Debit whatever costs value or receives value, and credit what produces value or parts with value. If this rule is observed the book-keeper need never go astray in making an entry of any nature. The principal books used in double entry are as follows:

The day book, which comprises records of sales and purchases.

The cash book, which records cash and bank transactions.

The bill book, which records all bills receivable and bills payable.

The journal, which records now-a-days transactions which cannot be conveniently recorded elsewhere, adjusting entries, etc.

The ledger, which contains the final results gathered together and posted from all the other books into the various accounts.

## Sales Records.

Notwithstanding the great advance made in recent years in the science and practice of accounts, it is only to be expected that in some quarters antiquated and clumsy methods will yet be found, which are dear to the merchant's heart. A book-keeper for a retail dry goods store once complained of the overwhelming amount of work he was called upon to perform. This work had largely to do with recording credit sales. The sales tickets were made out in duplicate by the salesman, the original copy of which was handed to the customer, the duplicate sheet being given over to the book-keeper to record. From these sales tickets a day book was written up by copying item by item in detail, and from the day book each item was carefully copied into a sales ledger, this being considered necessary in order to provide each customer with a detailed statement of the purchases made during the month. Naturally the next step would be to copy each item again on the monthly statement which was presented to the customer in detail on the first of each month.

Stop and think a minute! Suppose there are five hundred accounts on the books of this merchant and each customer buys from three to four times a month, each sales item being recorded four times in detail, think of the time wasted in re-copying such items. Perhaps such an illustration is unusual in the actual course of business, but there is no doubt that a great amount of thought and system could be intelligently applied to our records. A system for recording sales to the best advantage, and with the best results, will be illustrated in a subsequent issue

## The Cash Book.

The cash book with a number of columns is the most popular in use to-day. Special columns on the debit side for "bank," "cash sales," "bills receivable discounted," or any other suitable heading may be arranged. On the credit side in addition to the usual column for the bank account, the expense accounts may be sub-divided under any number of headings, such as postage, stationery, expense, freight and duty, etc., the totals of all these columns being posted at the end of the month.

The main feature to bear in mind in dealing with a cash book is that it is simply a ledger account, the items on the debit side being posted to the credit of some other representative account, and the items on the credit side being posted to the debit of the respective accounts named.

The youth was an applicant for a place in a big firm, where his principal duty would be to ward off by evasive answers the nuisances who daily haunt the place.

"Where have you been employed?" queried the manager.

"Here and there," responded the applicant airily.

"Humph! Doing what?"

"Oh! this and that," was the guarded reply.

"You'll do," said the manager admiringly; and the youth now occupies a desk near the inquiry window of the other office and dispenses peculiarly indefinite answers with liberality to all comers.



# THE TELEPHONE

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

## LONG DISTANCE TELEPHONE SERVICE

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

THE BELL TELEPHONE COMPANY OF CANADA

# THE METROPOLITAN

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

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

## SAVINGS DEPARTMENT

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

# British America Assurance Company

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

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Sir Henry M. Pellatt, E. R. Wood.

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

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

# WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE AND MARINE**

HEAD OFFICE—TORONTO, ONT.

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

Income for 1906, over 3,609,000

HON. GEO. A. COX, President,

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## HOTEL DIRECTORY

### WINDSOR HOTEL

HAMILTON, BERMUDE

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

### WINTER RESORT QUEEN'S PARK HOTEL

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

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

### TOWER HOTEL GEORGETOWN DEMERARA BRITISH GUIANA.

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

### THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

### WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets GEORGETOWN, DEMERARA.

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

### HALIFAX HOTEL HALIFAX, N.S.

### HOTEL IMPERIAL Large Sample Rooms

Steam Heated and Gas Lit  
GEO. W. WEBSTER, Prop., Swift Current, Sask.

### VICTORIA LODGE HAMILTON, BERMUDE

Mrs. J. F. SMITH Proprietress.

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

### ACCOUNTANTS AND AUDITORS

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



### QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited  
OWEN SOUND

The Canadian

If you h

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Toronto  
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HEAD

If you have to do a

### Credit Business

why not make it as easy and convenient as possible?

## The Crain Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



## The Rolla L. Crain Co., Limited Ottawa, Canada

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18 Toronto St.

Montreal:  
28 Alliance Building.

Winnipeg:  
11 Nanton Block,

## Money

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

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

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

## Confederation Life ASSOCIATION

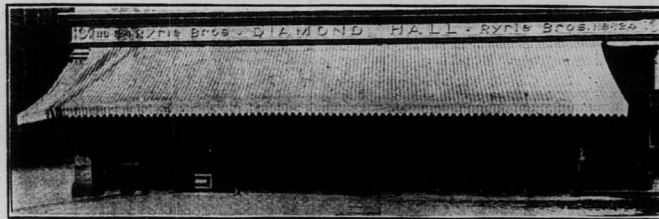
W. H. BEATTY, President.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, • TORONTO, CANADA.

## A Dollar Saved Is a Dollar Made.



This cut shows the **Diamond Hall Awning**, Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

**Durability, Ease of Operation and Reasonable Price.**

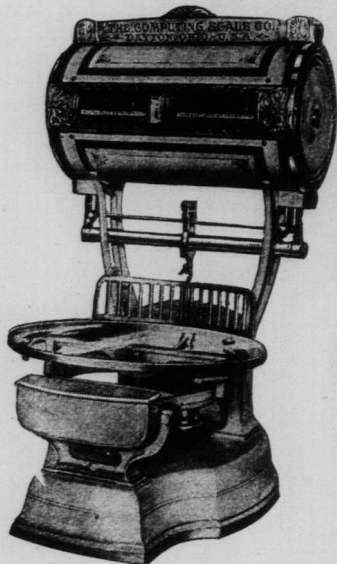
You cannot afford to erect an Awning before consulting us. It will pay you to do so.

## Wm. Bartlett & Son

20 Adelaide St. West, Toronto

## Boston Special

*Absolutely Automatic*



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

**Plain Figures Show Value**

No mistakes or errors are possible. Down weight not possible.

*The Dayton*

Over 210,000 Scales sold. Are you one of the users?

*Pays for itself*

**The Computing Scale Co. of Canada, Limited**  
Toronto, Ont.

## WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

## GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

## FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET ALL THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co.,**  
BERLIN, ONT. Limited

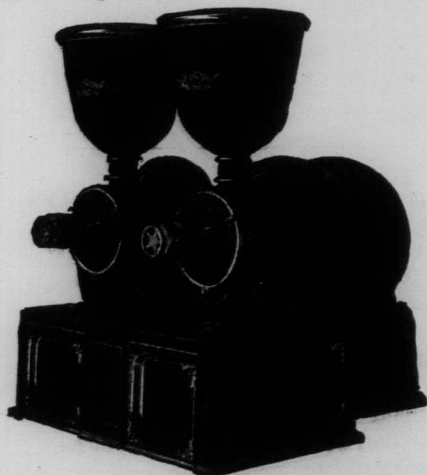
Representatives  
Manitoba: Stuart Watson, Winnipeg; Saskatchewan and  
Alberta:—J. C. Stokes, Regina, Sask.

## COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



**Our Grinders Wear Longest**

**Grinding Capacity**

Granulating 2 lbs. per minute.

**COLES MANUFACTURING CO.**

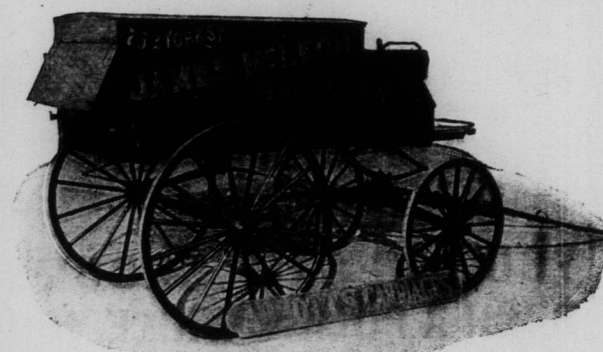
Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

AGENTS:

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.



## Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

**H. G. Abbott & Co. London, Ont.**

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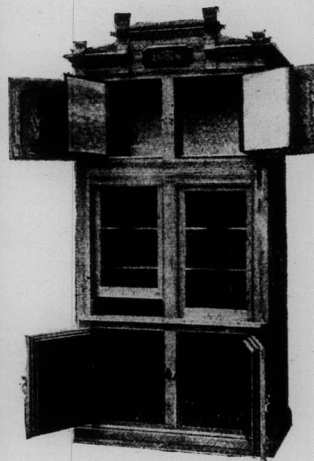
**THE SHREWD GROCER**

knows that there's just one **Best Laundry Soap** on the market, viz.:

**Canadian Castile Soap**

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada



Still the Best on the Market

**Arctic Refrigerator**

Serviceable, Dry, Low Temperature and Easy-Price.

**John Hillock & Co., Ltd.**

Toronto

**\$800 FINE AND A YEAR IN JAIL**

If a man fails in business and it be proved that, for five years before his failure, he has not kept proper books, he is liable to a fine of \$800.00 and one year in jail.

It is almost better to keep your books right than pay a fine and go down for a year, isn't it?

\* \* \* \* \*

Business Systems will enable you to keep your books right—Business Systems mean proper bookkeeping.

Business Systems allow nothing to be for-



gotten, and mean mechanical perfection in book-keeping.

Business Systems being proper bookkeeping, actually prevent failures—show a man where anything is going wrong in his business and enable him to prevent it.

\* \* \* \* \*

We would like to give you details of all this and tell you how we can apply Business

Systems to your business.

It will only cost you one cent for a post card to know more.

863

**BUSINESS SYSTEMS LIMITED**

85 SPADINA AVENUE  
TORONTO - - - CANADA

**Eliminate Loss**

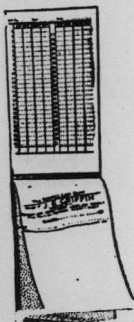
If we didn't know how you could we wouldn't make the suggestion.

Instal our

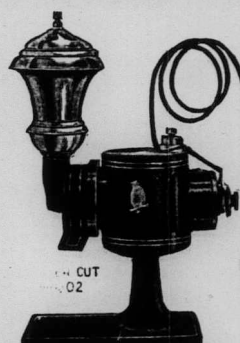
**"Duplex" Counter Check Book**

and if that doesn't make your balance healthier at the end of the year, it will be up to us.

**The Carter-Crume Company, Limited**  
Toronto



**ELECTRIC POWER COFFEE MILLS**



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

**THE A. D. FISHER CO., LIMITED, - TORONTO**

# SURPRISE SOAP

It is well advertised  
It is well known,  
Is an easy seller,  
Your customers want it.

Made by

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

Factory at St. Stephen, N.B.

Branches: Montreal, Winnipeg, Vancouver, West Indies.

Quotation  
 The follo  
 responsible fo  
 Grocer, at our

Cook's Friend—  
 Size 1, in 2 and 4 doz.  
 " 10, in 4 doz. box  
 " 2, in 6 "  
 " 12, in 6 "  
 " 2, in 4 "  
 Pound tins, 2 doz. in  
 12-oz. tins, " "  
 5-lb. " " "

W. H. G.  
 Diamond—  
 1-lb. tins, 2 doz. in c  
 1-lb. tins, 3 "  
 1-lb. tins, 4 "

IMPERIAL I  
 Cases.  
 4-doz. ....  
 3-doz. ....  
 1-doz. ....  
 3-doz. ....  
 1-doz. ....

OCEAN  
 Ocean Baking Powd  
 " " "  
 " " "  
 Borax, 1/2 lb.  
 Cornstarch,  
 Freight paid



ROYAL B  
 Sizes.  
 Royal-Dime .....  
 " 1 lb. ....  
 " 6 oz. ....  
 " 1 lb. ....  
 " 12 oz. ....  
 " 1 lb. ....  
 " 3 lb. ....  
 " 5 lb. ....

Barrels—When pa  
 cent. discount v  
 CLEVELAND'S  
 Sizes.  
 Cleveland's—Dime.  
 " 1 lb. ..  
 " 6 oz. ..  
 " 1 lb. ..  
 " 12 oz. ..  
 " 1 lb. ..  
 " 3 lb. ..  
 " 5 lb. ..

Barrels—When pa  
 cent. discount v  
 T. KING  
 Crown Brand—  
 1 lb. tins, 2 doz. in c  
 1 lb. " 2 " "  
 1 lb. " 4 " "

ST. GEORGE'S  
 Trial size, packed 6  
 4-oz. " 4  
 6-oz. " 3  
 8-oz. " 2  
 12-oz. " 1  
 16-oz. " 1  
 32-oz. " 1  
 Terms net 30 days

Keen's Oxford, per  
 In 10-box lots o  
 Gillett's Mammoth.  
 JAMES' DO  
 6a size .....  
 2a size .....

Wheat OS, 2-lb. pk  
 " " 7-lb. co

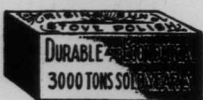




A Guarantee that is Worth Something

**RISING SUN**  
**SUN**  
**STOVE POLISH**  
**IN CAKES**

**SUN**  
**&**  
**PASTE**  
**STOVE POLISH**  
**IN TINS**



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL



There's never any trouble with the milk or cream during hot weather if your customers use

## BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk

and

"PEERLESS BRAND" Evaporated Cream

—Now is the time to prove this to them.

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shalcross, Macaulay & Co., Vancouver and Victoria, B.C.



(Unsweetened)



**Extract**  
 LAPORTE, MAR  
 Vita" Pasteurized Ex  
 Bottles 1-oz., case o  
 " 2 " " "  
 " 4 " " "  
 " 20 " " "  
 " 20 " " "

**Infants'**  
 Robison's patent barle  
 " " groa  
 " " "

**Jams and**  
 BATGER'S WHOLE FRU  
 Agents, Rose & Laff  
 Torc  
 1-lb. glass jar, sc ew toj  
 T. PPTO  
 Compound Fruit Jam  
 12-oz. glass jars, 2 doz. 1  
 2-lb. tins, 2 doz. in case  
 5 and 7-lb. tin palls, 8  
 crate  
 7 and 14-lb. wood palls  
 30-lb. wood palls  
 Compound Fruit Jellie  
 2-oz. glass jars, 2 doz. 1  
 7-lb. tins, 2 doz. in case  
 2 and 14-lb. wood palls,  
 30-lb. wood palls  
 Home Made Jams—ab  
 1-lb. glass jars (16-oz. 1  
 case  
 5, 7, 14 and 30-lb. pall  
 L.A.  
 HE N. K. FAIRBANI  
 LARD CO

**WM. BRAID & CO.,**

**Importers of TEAS, COFFEES and SPICES**



# The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

**WM. BRAID & CO., Vancouver, B.C.**

**BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.**

**Extract of Beef.**

LAPORTE, MARTIN & CIE, LTD.	
Vita™ Pasteurized Extract of Beef.	
Bottles 1-oz., case of 2 doz	Per case. \$3 20
" 2 " " " 1 " "	" 3 00
" 4 " " " 1 " "	" 4 50
" 20 " " " 1 " "	" 4 75
" 20 " " " 1 " "	" 9 00



**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 1/2 packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " groats 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Jams and Jellies.**

BATGER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, sc ew top, 4 doz., per doz 2 20

**T. UPTON & CO.**

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin palls, 8 and 9 palls in crate, per lb.	0 07
7 and 14-lb. wood palls, per lb.	0 07
30-lb. wood palls, per lb.	0 06½
Compound Fruit Jellies—	
7-oz. glass jars, 3 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 14-lb. wood palls, 6 palls in crate, per lb.	0 07
30-lb. wood palls, per lb.	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1 60
5, 7, 14 and 30-lb. palls, per lb.	0 09 0 12

**Lard.**

HE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces	20-lb. tins	\$0 11½	23
4-bbls.	Cases 3-lb.	0 11	0 12½
Tubs, 60 lbs	5-lb.	0 11	0 12
Pails	10-lb.	2 33	0 11½

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (35 or 50 sticks), per box	1 25
" Ringed " 5-lb. boxes, per lb.	0 40
" Acme " pellets, 5-lb. cans, per can	2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars, per jar	1 75
" " " 30 5-lb. cans, per can	1 50
" Purity " licorice 10 sticks, per doz.	1 45
" " " 100 sticks, per doz.	0 75
Dulce large cent sticks, 100 in box, per box	.....

**Lime Juice.**

**BATGER'S LIME JUICE CORDIAL.**

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz 2 90

Pint " 2 " " " 1 85

**BATGER'S LEMON SQUASH.**

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz 2 90

Pint " 2 " " " 1 85

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.

1 case of 4 doz. \$3 60

3 cases of 4 doz. \$3 50

5 cases or more 3 40

**Mince Meat.**

Wetthey's condensed, per gross net \$12 00

per case of doz. net 3 00

**Mustard.**

**COLMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins, per doz. \$1 40

1-lb. tins, per doz. 2 50

1-lb. tins, per jar. 0 75

Durham 4-lb. jar. 0 25

F.D. 1-lb. tins, per doz. 0 85

1-lb. tins, per doz. 1 45

**E. D. MARCHAU, Montreal.**

"Condor," 12-lb. boxes, per lb. \$0 35

1-lb. tins, per lb. 0 25

1-lb. tins, per lb. 0 25

1-lb. tins, per jar 1 20

4-lb. jars, per jar 0 25

Old Crow," 12-lb. boxes—	
1-lb. tin, per lb.	25
1-lb. tin, per lb.	23
1-lb. tin, per lb.	23½
4-lb. jars, per jar	70
1-lb. jars, per jar	95

**Olive Oil.**

**LAPORTE, MARTIN & CIE, LTD.**

Minerva Brand—  
Minerva, qts. 12's \$5 75  
" " " " " " 6 50  
" " " " " " 4 25

**Orange Marmalade.**

**T. UPTON & CO.**

12-oz. glass jars, 2 doz. case, per doz. \$1 00

Home-made, in 1-lb. glass jars 1 40

In 5 and 7-lb. tins and 7-lb. palls, per lb. 0 07

Golden shred marmalade, 2 doz. case, per doz. 1 75

**Sauces.**

**PATERSON'S WOCESTER SAUCE.**

Agents, Rose & Lafamme, Montreal and Toronto.

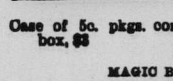
1/2-pint bottles, 3 & 6 doz., per doz. 0 90

Pint " 3 doz. 1 75

**Soda.**

**OW BRAND.**

Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.), per box, \$3 00.  
Case of 50. pkgs. containing 96 pkgs., per box, \$3



**MAGIC BRAND. Per case.**

No. 1, cases, 60 1-lb. packages \$2 75

No. 2, " " " " " " 2 75

No. 3, " " " " " " 2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case 2 85

5 cases 2 75

**Soap and Washing Powders.**

**GUELPH SOAP CO.**

Royal City Soap (bar)	1 case.	5 case.
Peerles™ Soap (bar)	2 50	2 40
Standard Soap (cake)	2 50	2 40
Crystal Soap Chips, per lb.	2 40	2 30

**A. P. TIPPET & CO., Agents.**

Maypole soap, colors	per gross	\$10 20
" " " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

**Starch.**

**EDWARDSBURG STARCH CO., LIMITED.**

Laundry Starches—		per lb.
No. 1 White or blue, 4-lb. carton.	\$0 06½	
No. 1 " " 2-lb. " "	0 06½	
Canada laundry	0 05½	
Silver gloss, 8-lb. draw-lid boxes.	0 07½	
Silver gloss, 6-lb. tin canisters.	0 07½	
Edward's silver gloss, 1-lb. pkg.	0 07½	
Kegs silver gloss, large crystal.	0 06½	
Benson's satin, 1-lb. cartons.	0 07½	
No. 1 white, bbls. and kegs.	0 07½	
Canada White Gloss, 1-lb. pkgs.	0 06	
Benson's enamel, per box 1 25 to 2 50		
Culinary Starch—		
Benson & Co.'s Prepared Corn	0 07	
Canada Pure Corn	0 06	
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.	0 10	

**BRANTFORD STARCH WORKS, LIMITED**

Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 5½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 5½
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
2-lb. toy trunks, 3 in case.	0 07½
2-lb. enameled tin canisters, 3 in case.	0 07½
Kegs, ex. crystals, 400 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07½
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Celluloid Starch—	
Boxes of 45 cartons, per case	3 50



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**Lime Juice Cordial**

is a trade-winning article to sell. In selling Lime Juice, quality is everything

**Batger's has it**

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Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

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**MARGE VERMICELLI**

The manufacturers of this excellent product are one of the oldest firms in the business, being founded in 1837.

Mill capacity 75,000-lbs. daily. Entire plant under one ownership, casing, printing, etc. This has been the first brand imported in America and holds the diploma of honour at the Exposition at Philadelphia, 1876.

These conditions give all security to the dealer and enable us to guarantee satisfaction.

Pastes with 13% to 14% gluten—only hard wheat.

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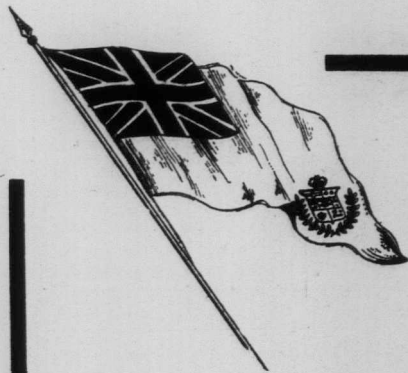
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