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

THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

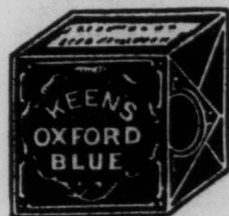
WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 33.



B. B. O. E.

Stands for

Best Blue on Earth

Keen's Oxford Blue

For sale by all the best grocers
and used by the best people.

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

Every Culinary and Laundry Requirement

demanding the use of STARCH can be filled
with

Benson's "Prepared" Corn and Edwardsburg "Silver Gloss" Starch

These brands are the housekeeper's most reliable
brands—Every jobber sells them.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St., East TORONTO, Ont.

Works, GARDINAL, Ont.

164 St. James Street MONTREAL.



Imperial Dessert Jelly

The grocer who sells Imperial Dessert Jelly has the assurance that he is offering his customer an article which is supported by a reputation that has won public confidence.

To place Imperial Dessert Jelly in a class by itself the jelly had to be made—not copied—and it is no idle boast to say that it approximates "jelly perfection" in a manner not heretofore conceived.

The margin on Imperial Dessert Jelly affords a liberal profit to the grocer who will take an interest and push it, and his efforts will be augmented by aggressive advertising and consistent treatment.

Be convinced yourself by trying a package.

MacLaren Imperial Cheese Co.

Toronto

Detroit

Limited

THE CANADIAN GROCER

The best that money can buy

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



As used
by
King Edward
the VII.

As used
by
The Prince
of Wales

A few of the places where you can get these:

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

ARTHUR P. TIPPETT & CO.

Sole Agents

Montreal

No Musty Flavor



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

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

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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

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Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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Manufacturers' Agents
and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

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

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

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

TORONTO.

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

Foreign and Domestic
BEANS
on spot
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
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GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

(Continued on page 4.)

Canned Goods

New Pack

We have a proposition that must interest every merchant. We guarantee to save you money. Write for prices. The time is right. Place your order with us while the prices are low.

"Anchor" "Old Homestead" & "Riverdale" brands

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

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

CANISTERS

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

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

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

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

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Wholesale Grocery Brokers, Com-
 mission Merchants.
 First-class connection with the trade. Established
 1895. First-class references.
 Your correspondence and business solicited.
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 430 1/2 Main St. W.

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

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 and Manufacturers' Agents
CARMAN BROKERAGE CO., Ltd.,
 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 Head Office and Track Warehouse,
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 Grocery Brokers,
 and Manufacturers' Agents
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W. H. ESCOTT
 Wholesale
 Grocery Broker and M'rs Agent
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 Branch at Calgary.

F. G. EVANS & CO.
 Grocery Brokers and
 Commission Merchants
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STRANG BROTHERS
 Commission Brokers and
 Manufacturers' Agents
 233 Fort Street, Winnipeg
 Correspondence Solicited

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

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

...ESTABLISHED 1849...

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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
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 been steadily extended, and it furnishes information concerning mercantile persons throughout the
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 and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations.
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THEOS. G. BEVER, Gen. Mgr. Western Canada, Toronto.

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Firms Abroad Open for Canadian Business.

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

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



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

Try a business card in
 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

BOY WANTED
 TO START IN BUSINESS FOR HIMSELF.

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

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

The Merchant Is Held Responsible

It is a curious fact that, when a woman buys Canned Goods that prove unsatisfactory, the blame is at once placed on the dealer—not upon the packer. It is equally true that, when the Canned Goods prove to be of high quality the merchant is given the credit. "They have such good things at Blank's," is the story then. Are you receiving praise or blame for the goods you handle? On the answer depends the future of your business.

Canadian Cannery's Peas Are Proving Their Worth Every Day

Our celebrated brands will enable you to build upon a firm foundation. They will bring you the best trade in your community. Recommend our Grade No. 2 SWEET WRINKLE PEAS, and the repeat orders will give you genuine satisfaction. They cost the merchant very little more than Grade No. 4, but on account of high quality can be sold at a good margin of profit.

Our Canned Peas are packed in four grades as follows:—

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

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

Canadian Cannery, Limited

Hamilton, Canada.

Your Reputation Depends upon the Quality of the Goods You Sell

There's no "back door" into a good reputation—you've simply got to sell good goods. Our ever-increasing business is founded on a thorough knowledge of this fact.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

are produced from the finest stock obtainable, handled all the way through by people who thoroughly understand up-to-date processing. For really satisfactory business in canned goods, stock up with Old Homestead Brand.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

EVERY POUND COUNTS

Every Pound of Tea You Sell Either Helps Your Business or Does It Harm

When you sell a cheap tea you may please the bargain hunters at the time of buying but at the time of drinking they are condemning you most strongly, ignoring altogether the fact that they purchased at a low price. While that tea lasts everyone drinking it is dissatisfied. On the other hand, if you sell good tea at a fair price you are constantly making and keeping customers, and the remark is constantly made—"Yes, everything you buy at _____ is good."

"SALADA"

will make you hosts of lasting customers, for all are delighted with its flavor.



WHITE SWAN

Jelly Powders

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

THE ROBERT GREIG CO., LIMITED

**WHITE SWAN MILLS
TORONTO**

STOCK THE BEST.

"KIT"

COFFEE

**BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE**

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

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

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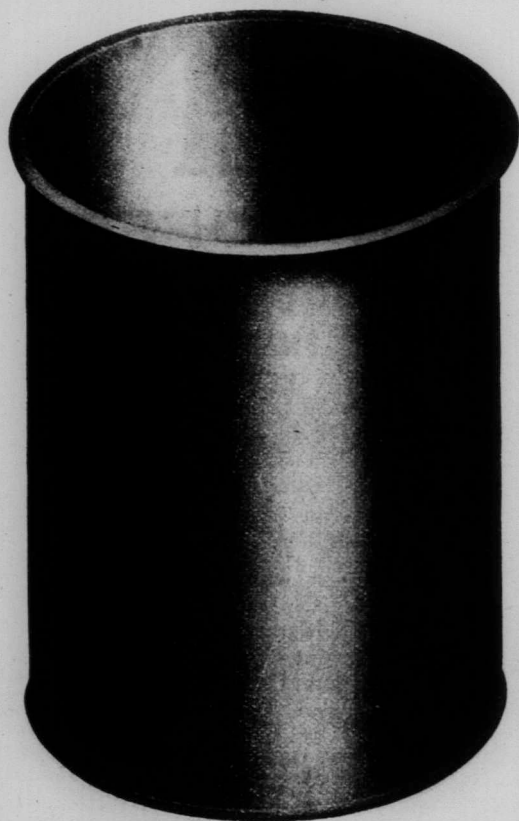
*A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."*

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

For particulars and prices write our Agent

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



Give the Tomato a Chance

Pack your Tomatoes in the Tomato
Can made for Tomatoes.

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

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

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

Max Ans Patents

We help the
grocer

SELL JELL-O

Advertising matter for store display and recipe books to give to customers sent pre-paid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, }
Peach, Cherry. } 90c a doz.
Retails 10c. per package

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. \$1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.



“COW BRAND” BAKING SODA

has become an almost indispensable household necessity for every family in Canada. This has been brought about solely through the superior merit of the goods, their unequalled strength and the reliability to the user.

A reputation like this means money and easy sales to every grocer handling “Cow Brand” Baking Soda.

EVERY JOBBER IN CANADA SELLS IT.
ASK YOURS FOR IT.

Church & Dwight

MANUFACTURERS
MONTREAL

People Who
are Asking for Pure Malt Vinegar

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

PURNELL'S Vinegar Sauces Pickles


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

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

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Carman, Escott Co., - Winnipeg, Man.
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SCUDDER
M. & R.** } **STICK LICORICE**

**ACME PELLETS
M. & R. WAFERS**
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

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

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

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

GOLDEN SLING SYRUP
(IN TINS)

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

"THE BEST THERE IS"

Agents

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G. H. Gillespie,	- -	London			

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

... FOR ...

Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
ROSE & LAFLAMME, LIMITED
Montreal and Toronto

This Season When Ordering

VALENCIA RAISINS

Ask for these Marks—

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

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY
MAHIQUES, DOMENECH & CO.

Agents: **ROSE & LAFLAMME, Limited**
MONTREAL and TORONTO

THE CANADIAN GROCER

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - 75 Front Street East, TORONTO

**FLUCTUATING PRICES DON'T
BOTHER US**

We have our own garden—three thousand acres of the finest land in Prince Edward County. When fruit and vegetable prices happen to be soaring we don't have to buy poor quality, because our source of supply is absolutely under our control.

**THAT'S WHY YOU CAN RELY ON
FARMER BRAND**

The quality is always the same—Unbeatable!

When placing your order for 1908 pack, protect yourself by specifying Farmer Brand.

FARMERS' CANNING CO., Limited

BLOOMFIELD,

ONTARIO

THE CANADIAN GROCER

Special offer in canned

SALMON

See our travellers

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

About 3ft.
Long



**Brown's
Famous
"Fly
Coil"**

catches more flies to the square inch than any other flycatcher. It attracts customers by its novelty, neatness and cleanliness. Hang up a couple of them and see how much they improve the appearance of your store and increase the comfort of your customers. When people see a good thing like this they want it and you sell lots of them. Why not catch customers as well as flies?

BROWN'S "FLY COIL" is easier to use and easier to sell than any "fly paper."

To be obtained from

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

or direct from

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



MAKE
NAPTHO SOAP

YOUR LEADER

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

The Welcome Soap Co.
Limited

St. John, - N.B.

New Japan Teas

We are now quoting on Low Grades and would be pleased to hear from our Wholesale friends at earliest date possible.

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

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

**PURITY IS THE BULWARK OF A
GROCER'S REPUTATION**

If you don't sell the purest goods you can't
expect the best trade. Government analysis
has conclusively proved that

**E. D. S. Brand
Jams and Jellies**



ARE ABSOLUTELY PURE.

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

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

Unequaled in Quality
and a Producer of Permanent Profit

**QUAKER
Canned Goods**

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

Capricorn Malaga
Seeded

1-Pound Packages

PRICE AND QUALITY RIGHT

Raisins

Thomas Kinnear & Co.

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

How About Soup?

You cannot get anything better than

"CONNOISSEUR" and "GLENCAIRN" Brands

Real Turtle
Mock Turtle
Ox Tail
Tomato
Julienne
Macaroni
and

20 others



Cook-a-leekle
Hotch Potch
Mulligatawny
Kidney
Chicken Broth
Vermicelli
Giblet

20 others

FINEST QUALITY

Put up in glass and tin

**Cunningham &
De Fourier Co., Ltd.**
LONDON, ENG.

Agents in Canada:

ROSE & LAFLAMME, LIMITED, Montreal

Butter Dishes

? US FOR PRICES.

Fruit Jars and Rings
Butter Tubs and Boxes
Butter Parchment

AND

John Bull Specials

Do you know about them?

Walter Woods & Co.
Hamilton and Winnipeg

E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

IMPORTANT

Our special representative is now visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT" PACKET TEAS

His address is 303 Frank St., Ottawa. Write him.
For over half a century

Cooper Cooper & Co's Teas

have upheld the very highest traditions of the British trade.

Our Teas PAY YOU well

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

PURITY

Is a Soap

which is snow white, pure and unrivalled in its cleansing and saving properties.

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

"The Soap without a Rival"

Made for Careful, Particular
People by Particular People!

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

PEOPLE EVERYWHERE ARE HEAVY
DRINKERS OF

LYTLE'S LIME FRUIT JUICE

AND

LYTLE'S RASPBERRY VINEGAR

These sweltering August days add largely to the consumption, and grocers who are out for brisk summer business are keeping well stocked in these two popular lines.

ORDER FROM YOUR JOBBER
OR DIRECT.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada



REAP THE BENEFIT OF OUR ADVERTISING

By keeping a good stock of

MATHIEU'S NERVINE POWDERS

Display them on your counter and in your windows. They sell like wildfire—in fact they are always in demand. We advertise—you get the benefit. An order from you now will be appreciated.

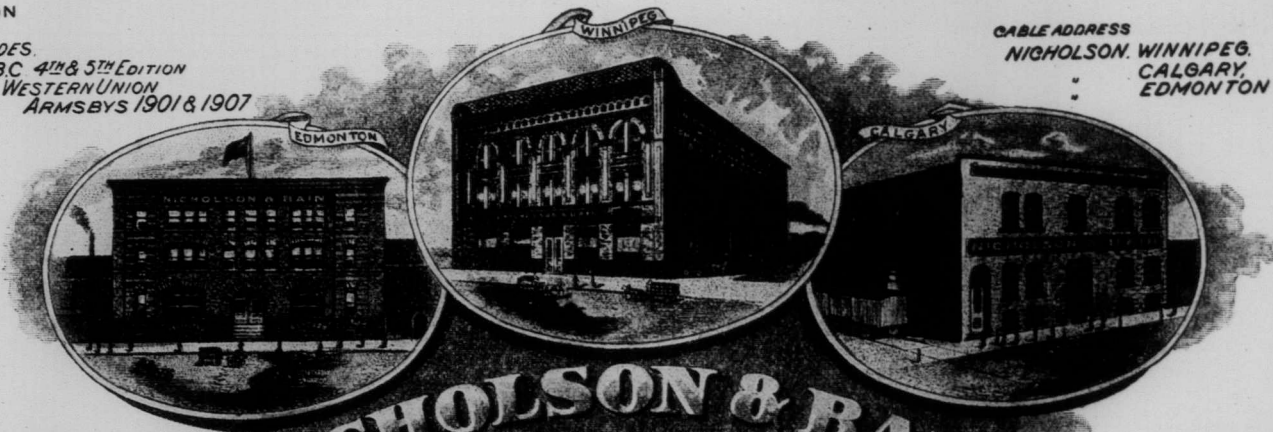
You never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil. Keep some in stock.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

CODES
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMS BYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

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

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

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

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

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

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

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

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

D H BAIN

PEG.
ARY.
NTON

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer
How to Prepare It.

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

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING

With Furiously Boiling Water Suffices to obtain the

DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.

This is Pickling Spice Time!

How is your stock? What are you selling? We have, in our ¼-lb. transparent packages of **MIXED PICKLING SPICES**, the finest selling line on the market. It is known and appreciated most everywhere. We shall be glad to ship you a trial order.

Ask for Prices To-day.

S. H. EWING & SONS

MONTREAL
and TORONTO

English Brewed

Ale and Stout

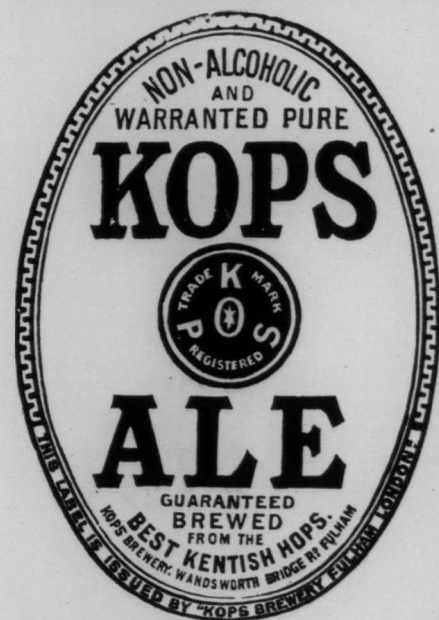
The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our six large breweries situated in London, Birmingham, and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. **THEY ARE ABSOLUTELY NON-INTOXICATING.** Good for all the year round trade. Let us correspond with you and send you Analytical report, with other information.

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

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



When your customer wants to make pure, full flavored, sparkling jelly, recommend **Shirriff's Jelly Powders**

For over a quarter of a century they have been the standard of quality.

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



Tartan BRAND

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

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor
Wagstaffe's Jams, Jellies and Marmalades

Imperial Vinegar
TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

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

CARPET TACKS

will be required by housekeepers in the fall. Are you supplied? You will find

Our Bank Package

which retails at 5c, a splendid seller.



SECURE A TRIAL SHIPMENT

THE BAZIN MFG. CO.

94 Arago St.
QUEBEC

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

**For Delicacy of Flavor
Quality and Attractive
Appearance**

We have not seen anything more justly entitled to first place than—

LEA'S PICKLES

with the home-made flavor, Canadian grown—Canadian packed. Don't think you're getting the best if you miss buying Lea's.

We are commissioned to offer special inducements to new as well as regular buyers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,

Limited

MONTREAL

2 GUARANTEES

QUAKER SALMON

WITH EVERY ORDER

TRADE MARK

Your



Surety

SONS

ESTABLISHED 1834.

THIS IS ONE

and the other is the word and guarantee of Mathewson's Sons, here given, that EVERY TIN of QUAKER SALMON is highest grade Sockeye Salmon, from the Fraser and Skeena rivers. The package is the most attractive on the Canadian market, and here are the prices that talk.

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

ORDER FROM

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET

Balmoral
scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

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

DR TIBBLES' VI-Cocoa

One of England's
Greatly Advertised
and Leading Lines

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

G. W. HODGSON

509 Lindsay Bldg.
Montreal

Ontario Agents:

GREEN & CO.

25 Front St. E., Toronto

Our Representative is now fixing Agencies

WRITE TO

"VI-COCOA," 303 Frank Street, Ottawa

NOW READY
FOR DELIVERY
IN CASES OF
ASSORTED SIZES

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



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

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

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



"GILT EDGE"

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

Shines Without Brushing
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE
for
ALL kinds
of
Black
Shoes

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

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

"BOSTON" Waterproof Polish

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

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

"ELITE" Combination

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

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



"DANDY" Russet Combination

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

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

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . . .
Elite, Ox Blood and Brown Pastes same sizes and prices



If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

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

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



Superior Quality Canada First Brands
**Evaporated Cream
 and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.
 PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton



SAUCE

A GOOD LINE

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

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

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

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

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

Midland Vinegar Co., Birmingham & London, Eng.

PURE
 ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

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

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

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

**ANNAPOLIS VALLEY CYDER CO.
 LIMITED**

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On
MOLASSINE MEAL

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

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal



**CAPSTAN Brand
 High-Grade Tomato Catsup**

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

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

THE CAPSTAN MFG. CO.
 TORONTO, CANADA.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

**IS THE TABLE
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.



We are now appointing Wholesale Agents throughout the Dominion.

Write to "CHAMPION" 303 Frank St., Ottawa.

Agent for province of Quebec, Walt. I. Snowdon 23 Burton Ave., Montreal

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

Wagstaffe's

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

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and
Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

Prevent Misunderstanding!

Keep an accurate and simple record of
all goods sold by using our

"DUPLEX"

COUNTER CHECK BOOK

Many grocers have felt the need for a
check book that has both white and
colored checks—one for originals, the
other for duplicates. That's the sim-
plest way of knowing how much is
coming to you, from whom and what
for. Write and let's tell you all about
it!



The Carter-Crume Company Limited,

Toronto and Montreal

Agencies Wanted

We are open to handle a few more high-class ac-
counts. We are established wholesale grocery
brokers with good connections with the Western
wholesale trade.

If you are not represented in Winnipeg, Mr. Man-
ufacturer, you should be. Good representation
on the ground is absolutely essential.

We have splendid storage and track facilities.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne
Avenue East

WINNIPEG, MAN.



Unsweetened

You will find more and more of your customers asking if you sell Condensed Milk. People find it is more economical and reliable than fresh milk, especially in summer. The BEST OF ALL are

BORDEN'S BRANDS

"EAGLE BRAND" CONDENSED MILK and
"PEERLESS BRAND" EVAPORATED CREAM

For fifty years this has been so. It is now.

For sale by all jobbers.

WILLIAM H. DUNN, Montreal and Toronto

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

Increased Sales—Bigger Profits

In a nutshell, Mr. Grocer, that's what you are aiming at. The only sure method of accomplishing your aim is to handle goods of sterling quality. In the line of canned goods

RIVERDALE BRAND

is the Standard of Quality

When you handle Riverdale Brand you are in a position to get the cream of the trade.

ASK FOR QUOTATIONS.

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

MESSRS. EBY-BLAIN Limited, Ontario Agents.

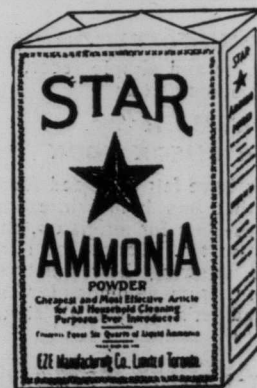
AT LAST

NATION'S TON-NIK LEMONADE POWDER

Non-intoxicating but a "pick-me-up."

Always ready in ½ lb. tins

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



Popular in Price and a Producer of Permanent Profits.

W. H. ESCOTT

(Formerly of Carman-Escott Co., now dissolved)

Wholesale Grocery Broker & Manufacturers' Agent, - Winnipeg, Manitoba

REPRESENTING AMONG OTHERS THE FOLLOWING FIRMS:

**Underdown & Crichton, London, England
and Valencia & Denia, Spain**

(Rowley brand Raisins, Spanish Onions,
Shelled Almonds, etc.)

Wilts United Dairies, Ltd., Devizes, England
(Condensed Milk, etc.)

Battle Creek Corn Flake Co., London, Ont.
(Kellogg's Toasted Corn Flakes)

The Hills Brothers Co., New York
(Dates, Nuts, Figs, etc.)

Thurston & Braidish, New York
(Vanilla and Tonka Beans, Gum Arabic and
Gum Tragacanth.)

C. Vlahu, Patras, Greece
(Currants and Sultanas.)

Alart & McGuire, New York
(Olives, Bottle and Bulk.)

Gurd & Co., London, Ont.
(Brooms, Whisks, etc.)

Claus-Anderson, Enke, Stavanger, Norway
(Sardines, etc.)

Dwinell, Wright & Co., Boston, Mass.
(White House Coffee.)

CORRESPONDENCE SOLICITED.

Are You Satisfactorily Represented in the West?

Head Office and Track Warehouse:

141 Bannatyne Avenue East, Winnipeg, Manitoba.

BRANCH AT CALGARY, ALTA.

THE PEOPLE WANT

2 in 1



SHOE POLISH

Our widespread advertising gets the people to buy a trial tin; and the real quality makes them prefer 2 in 1 to all others, whatever their price or wherever they are.

How is Your Stock?

The F. F. Dalley Co., Ltd.

Hamilton, Canada

Buffalo, N. Y., U.S.A.



SNAP!

A Real Snap
For the Grocer

Soap isn't in it with Snap when it comes to cleaning dirty hands in record time and leaving them soft and white. Pretty nearly every person who passes your window would be happier if they knew about Snap. And we are advertising the advantages of Snap far and wide. We say, "Ask your Grocer."

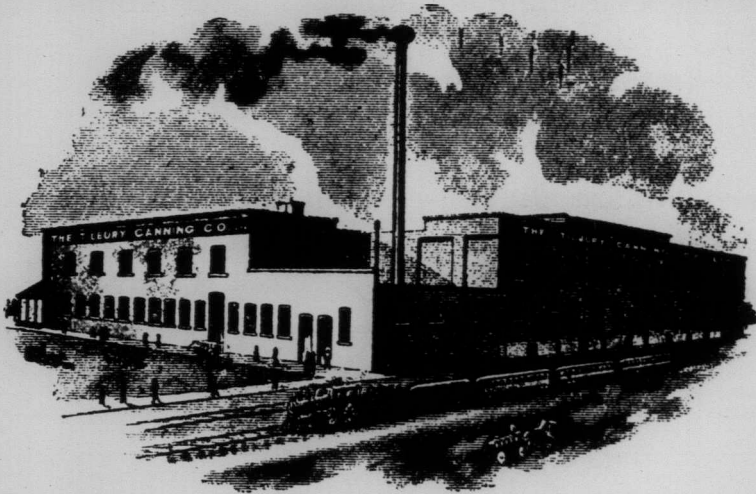
Are you handling it? Better order a trial case from your Jobber.

Snap Company,

Limited

Montreal,

Quebec



"Tilbury Brand" Canned Goods

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

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

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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



THOS. McCREADY & SON, Ltd.
Bonded Vinegar and Pickle Manufacturers
Est. 1883 ST. JOHN, N.B.



The
**Elgin National
Coffee Mills**

40 Sizes and Styles

They are the
*Fastest Grinders
Easiest Runners*

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



No matter what happens in the trade

Ridgways

TEA

is a winner.

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

CANADIAN OFFICE. VANCOUVER, B.C.

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

SHOE BOILS

Are Hard to Cure,
yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked. \$2.00 per bottle, delivered. Book 5-C Free.

ABSORBINE, JR. for mankind, \$1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer



HOLBROOK'S

WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
25 Front St. E., Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
IN ENGLAND.

PROMPT SHIPMENTS !



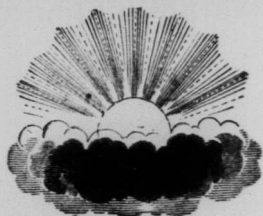
We're in a position to fill all orders promptly for Essex canned goods, and the fact that Toronto is now only 36 hours distant from Winnipeg ought to interest the Western trade in the very best of Ontario fruits and vegetables. Improved railway facilities bring us nearer and nearer the great and growing West, and shipments are now made with a facility that shows how thoroughly we anticipate every possible requirement.

THE ESSEX CANNING & PRESERVING CO., Ltd.

28 Wellington Street East, Toronto, Canada

FACTORY AT ESSEX, ONT.

(The Most Southerly County in Canada.)



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

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

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

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

Brooke Bond's Packet Teas.

Are you getting the best possible value in the tea you purchase?

Write for our prices and samples and compare them with the tea you are now getting and the prices you are paying.

If we do not show better value, you may rely on it that you are buying exceedingly well. If, on the other hand, our prices are lower or our tea better, we ask you to give us a trial order.

Agents for Western Canada:

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

THE CANADIAN GROCER

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents



"GLOBE" with Percolator.

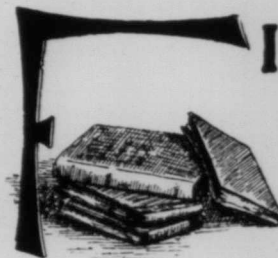
This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO



FINE

ORDERS BOOKED

We are still booking orders for

Old Homestead Canned Goods

and we are now making the early deliveries. You should place your order at once for your supply of this old, reliable brand.

SEND FOR QUOTATIONS

S. J. CARTER & CO.

Wholesale Grocers

58 McGill Street, - MONTREAL

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS
THOS. SYMINGTON & CO. EDINBURGH

It isn't so much a question of "Getting Along"
 ---the other fellow may get along so much faster
 that you won't be
 What you want to do
 Your best asset

"ENTERPRISE"

with new Total Registering
 Device

The saving of time will doubly
 pay for it.

The convenience alone will
 make it worth all its costs.

It is cleaner, as it dispenses
 with the use of measures and the
 consequent presence of flies and
 dirt.

Accurately measures molas-
 ses, heavy oils, tar and other thick
 liquids.



in the race---
 is to "Get Ahead"
 is "ENTERPRISE"

**SELF-PRIMING PUMP
 & MEASURING PUMP**

Has total registering device show-
 ing when stock is low in barrel.

NO. 97 Pump costs \$6.00 ;
 Auger, 75 cents; Extension Tube,
 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise
 Specialties.

The Enterprise Mfg. Co. of Pa.
 Philadelphia, U.S.A.

**BANISH
 "BLUE MONDAY"**

**SELL
 SUNNY MONDAY**

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

Your stock is not complete
 without our new LAUNDRY SOAP

SUNNY MONDAY

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

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

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

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Canned Goods FROM A MODEL FACTORY.

THE NIAGARA FALLS CANNING CO., with the newest, most modern, and most sanitary factory in Canada, have now on hand a full pack of

Preserved Pitted Cherries

Strawberries and Raspberries

Refugee Wax Beans

which are of finest quality, and are sure to win and hold customers for every grocer who stocks them.

We invite comparison with other goods, which will convince at once that we are in a class by ourselves. Our factory is a model from mechanical and sanitary standpoints.

We pack all goods in SANITARY ENAMEL-LINED CANS, which preserves the natural flavor and color of fruits and vegetables. No cheap stuff—all high-grade goods, and guaranteed to be as represented.

The Niagara Falls Canning Company

WINNIPEG and WESTERN AGENTS. CANADA BROKERAGE CO.

The Jubilee Broom

For several years we have been manufacturing this broom, and without any special advertising its sale has increased rapidly until it is now our leading line. It is made of the choicest selected stock, by the best mechanics in Canada, and is just the proper weight and length for a perfect sweeping broom. If you are not handling this broom, send us a sample order.

Stevens - Hepner Company

LIMITED

PORT ELGIN, ONT.



WHITE MOSS COCOANUT

When a Branded Cocoanut has come to be recognized as a necessity in the housewife's pantry it is safe to count upon that brand as being the best on the market and you should stock it to please your customers.

Such is White Moss

The Canadian Cocoanut Co., = Montreal



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

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Capital Paid Up: - - - - \$1,000,000
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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

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

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

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 stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.
Open Now Closes on May 1.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

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HEAD OFFICE—TORONTO, ONT.

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Income for 1906, over 3,609,000

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W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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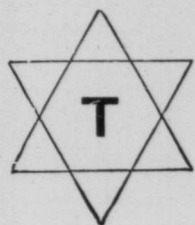
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10 Front Street East, - - - TORONTO



"RED FEATHER" SPICES

Our last special deal was so much appreciated, and we have had so many requests for inauguration of another deal, we are now offering another, more attractive than ever.

Our Travellers will Give Full Particulars

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

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Grocery News From Coast to Coast

News From Western Canada

Pacific Coast Canneries May Unite Under Single Organization—New Wholesale House in Saskatoon—Trouble Regarding Early Closing in Fort William.

VANCOUVER.

August 8.—The Empress Manufacturing Company reports that it has handled a larger quantity of fruit this year than in any previous season. A large export trade is enjoyed with the Northwest, and this is steadily increasing, while all the trade on their special lines is practically in British Columbia. Since the fire several months ago, the old site has been rebuilt upon, and the plant is nearly in working order. A property across the street has been purchased, which has C.P.R. trackage, and a large permanent building will be erected. The floor space of the old building was 200x120 feet, but the new one is already 300x120 feet in area. The products of this company are coffees, spices, flavoring extracts, jams, jellies, pickles, sauces and catsups.

There has been a local cut in the price of bread to five cents per loaf. This has been brought about by the continued offering by small bakers, mostly without delivery, of bread at that price, but the larger firms have had to bring down their price to enable them to meet the trade.

Many manufacturers are these days putting up their good goods in more attractive ways. One of these may be noticed on grocers' counters in Libby's food products. In a neat package, with flap openings, they have two dozen quarter-pound tins of their sandwich meats, the halves being in dozens. The representative of Huyler's cocoa, New York, who is in town this week, has an attraction in the way of a nice polished wood cabinet, which will stand in a conspicuous place, and which goes with the goods if the cabinet full is purchased. Included are five pounds of halves, three pounds of ones, with three or four pounds of sweetened and unsweetened cocoa, the whole approximating \$5 or \$6 in cost. Huyler's is also introducing a special article in the way of a shredded wheat stick, with chocolate coating a neat and tasty thing.

Prices of foodstuffs are generally firm, with an advance in eggs, which now retail at 40 cents. They have started on the upward climb, which reaches 70 or 75 cents in the middle of winter.

The run of salmon this year does not appear to be much more than last year, if as large. Some of the cannerymen think it will be a little better, since last year on the Fraser was the worst on record. Mention was made previously

of a movement to amalgamate all canneries under one association, and now the report comes from Bellingham, one of the canning centres just south of the border, that every establishment both in the United States and Canada will be under one management next year, if the project now proposed is carried through. Next year, according to the schedule, should be a profitable one and the idea of the combine is to have a regular price for the benefit of the business generally.

Vancouver Island cherries are creating a strong demand in the Northwest, and the Victoria Fruit Growers' Association has had more orders than could be filled. The cherries are being packed carefully and in an attractive way and are reaching their destination in first-class shape.

On the Empress of Japan, which left this week for the Orient, were twelve cars of flour, six Canadian and six American.

William Reid, who was driver for T. S. Annandale, New Westminster, was injured in a runaway accident and died the day after. He was 22 years of age.

J. G. Taylor has resigned the position as manager of the co-operative store at Chilliwack and will move to Victoria. A. J. Carleton, secretary and book-keeper, will take charge of the store, with Mr. Mitchell, of Vancouver, in charge of the order and delivery department.

Menzie's store, Duncan, had a narrow escape from being destroyed by fire last week. A customer after lighting a cigarette threw the match into a barrel of packing material which immediately broke into flames. The blaze was put out before serious damage was done.

W. L. Lake & Co. who bought out the grocery store of G. A. Layton, of Penticton, has adopted a new idea to encourage business. He is a photographer and with a studio established in the same building, he gives coupons with purchases, a certain number entitling the holder to have so much photographic work done.

The Cabello Cigar Company, of Vancouver, has written to the city council of Ladysmith, Vancouver Island, stating that it was thinking of changing its location and asking what could be secured in the way of a bonus. It suggested \$15,000, or a suitable building

for the accommodation of 100 work people and \$10,000 for ten years without interest. The request was filed, as the Ladysmith council does not grant cash bonuses.

Mr. Campbell has disposed of his grocery business on the corner of Fourth Ave. and Granville St. to Gruchy & Carlow. Mr. Gruchy is an experienced grocer, having been until recently in a grocery partnership on Granville St.

A. MacLachlan, of the city wharf grocery, Nelson, is counted among the oldest merchants in that city. He was born in Ontario on July 29, 1838.

J. Murray, a pioneer resident of the West Coast of Vancouver Island, was in the city this week, and spoke of the progress of whaling on the West Coast. He states that this industry is one of the most profitable in the province. The two stations on the West Coast and the one at Nanaimo are taking more whales than were expected this summer, one steamer having secured about 200 already. At first it was somewhat difficult to dispose of the different parts, but now, even in their crude state, the company has no trouble in finding a market for its products. The Japanese are becoming the best customers, and besides, great quantities are shipped to England. The Pacific Whaling Company, which embarked in this business only two or three years ago, is making much money on the capital invested.

Among the sufferers at the big fire at Fernie were P. Burns & Co., \$15,000; A. Macdonald & Co., wholesale grocers, \$45,000; Trites-Wood Company, wholesale and retail, and numerous small losers.

SASKATOON.

August 8.—A start was made this week on the new wholesale warehouse of the A. Macdonald Co. Last year a temporary warehouse was put up but with the expansion of the business the company decided on putting up a thoroughly equipped establishment. The new warehouse will be situated at the corner of Twenty-third St. and First Ave. in close proximity to the C.N.R. tracks. Only a portion of the building will be erected this year but this will give ample room in which to store and handle the goods until next season. The portion now under construction will be finished in about two months' time, when the goods will be transferred from the old building to the new one. A. Macdonald, president of the company, was here a few months ago making arrangements for the purchase of the site. The work is conducted under the management of W. A. Irish, of Winnipeg. The new warehouse will enable the com-

pany to handle a much larger stock of groceries than previously.

This is fair week and most of the grocers in town have taken special pains to make their stores and windows attractive. The dust nuisance annoyed every merchant in town for a few days but with the calmer weather everything has been made neat and clean again. The stores were open until ten o'clock some evenings this week in order to accommodate the visitors to the fair. Unusually large stocks of fruits and candies were also kept on hand to tempt the holiday makers.

Special preparations were made at the Cairn's store on Second Ave. for the fair, which lasted four days. Bargains were advertised in all departments and a neatly trimmed display of Huntley and Palmer's biscuits occupied one window. An orchestra was employed to play in the evenings and on the main floor a cloak room was opened for the convenience of customers where wraps and parcels could be left.

FORT WILLIAM.

August 8.—T. Kehoe has just opened a new grocery store on the corner of May and Leith Sts.

John King, the manager of the John King Co., Limited, who suffered such a severe loss from fire last month, has had the ruins of his block removed and expects either this fall or next spring to build a solid brick four-storey block covering the whole of the site, 75x105 feet. The new block will be leased and Mr. King himself intends to enter the wholesale grocery trade. He has a large concrete block warehouse with track facilities on Hardisty St. which he will use for the wholesale business.

Prices for produce are keeping away above the normal for this season. Grocers are paying 26 cents for butter and 23 cents for eggs at Owen Sound, and local dairies and farms are getting 35 cents for butter and from 25 to 30 cents for eggs. The home-raised eggs, however, are cutting very little figure in the market, almost all being absorbed at once by private consumers.

The trade in canned vegetables presents a complete change since last summer. At that time the local grocers had to use considerable effort to secure quotations and then the price was extremely high. This season travelers have been in active competition to dispose of their goods, with the result that there is a drop of price in orders for fall delivery of from 30 to 50 per cent, and it is expected that tomatoes which have been retailing for 15 cents will sell in the fall for 10 cents and other canned vegetables will be sold at 3 for 25 cents.

California fruits are much cheaper than last year, and will probably continue so for the balance of the season. Peaches, which form a big percentage of the shipments, which were retailed for \$2.50 per crate last year, will be

sold for not more than \$1.75 this season.

The larger grocers of Fort William are complaining of the working of the early-closing by-law of the city. They are compelled to close at 6 p.m. and are quite willing to comply with the regulation, but say that there have recently sprung up a number of small grocery stores on the side streets in the residential parts of the city, which are not being forced to live up to the conditions of the city ordinance. These are, to some extent, places which have been converted from private dwellings into corner groceries, and are often carried on by the family residing in the

same building, to whom it is no hardship to wait on customers in the evening, especially when they are getting a share of the trade, which the big stores are barred out from by the city regulations. The latter feel that this is a class of competition which presses unfairly upon them, but to enforce the by-law thoroughly would require some special patrolling of the residential quarters. The city police are always on duty near the business centre and can easily watch for infraction of the by-law by the men who have the large stores on the main business streets, but others can escape unnoticed.

Quebec and Eastern Province Notes.

Storm in Nova Scotia Plays Havoc With Crops—High Prices for Produce—Some New Ideas From Montreal.

MONTREAL.

August 11.—The regular monthly meeting of the Montreal Retail Grocers' Association was held in their hall, St. Catherine St. on Thursday evening, July 6. The chief business of the meeting was to distribute the prizes which were won at the grocers' picnic recently held at Highgate Springs, Vt. A large number of the victorious contestants were present, including many ladies, to receive their prizes. The meeting was presided over by President A. Laniel, assisted by the other officers of the association.

The problem of disposing of odds and ends of goods which become slightly shopworn, or which have fallen into disuse, is always a perplexing one. This difficulty, however, is well circumvented by a small local grocer, who, by the way, has always had a habit of doing things well, although his store is not in the most fashionable part of the city. This grocer never allows such things to collect in out-of-the-way corners, but keeps all odds and ends in large baskets near the front door in full view of everyone who enters his store. In addition to a reduction in price he offers coupons, which are good for so much in trade with each dollar's worth of the odds and ends purchased. He finds that this plan works out admirably.

The Shredded Wheat display, which was mentioned in last week's issue as having been in Quebec and is now being shown in the windows of Dupins Freres, St. Catherine St. east continues to attract attention. A machine which demonstrates the process of shredding the wheat is in operation in full view of the passing crowd. The cutting process may be seen. Baking and preparing the wheat is done in the basement of the building on account of a lack of necessary space in the window.

Aug. Racine, corner De Lorimer and St. Catherine St., reports business so good that he has no time for holidays.

One feature which is characteristic of this store is the inverted V shaped bulletin board which one always sees on the sidewalk in front of the store, telling of the bargains which may be obtained inside. As a business getter this form of advertising for retail grocers is certainly all right.

In conversation with a grocer who is fortunate enough to have his store in a locality inhabited by a picnic-loving people, he spoke of its advantages. Let it be said, however, to this man's credit, he was quick to observe the advantages of the variety of business, and he was quick to get after it, so that now he can tell to a nicety just what is required for a picnic.

"Lessive Phenix," a new washing compound, is the subject of a very unique window display on St. Catherine St. west. This display is rather of the mechanical order, as it consists of figures, or marionettes, in the act of washing clothes and doing various other things which can be done with "Lessive Phenix." As is usually the case with displays of this nature, that is, where there is some animation given considerable interest is created in the minds of passersby.

Perhaps now more than at any other time the difficulty of obtaining good clerks in a store is greater than it has been formerly. While this may be so, a prominent grocer who has met with great success and who has always been surrounded by efficient clerks, believes in making their pay commensurate with their efforts. This he does by instilling in them their own importance as a part of the firm, and the moment they manifest any very particular interest in the business he rewards them in a material way. As a result of this they are struggling to outstrip one another, all of which means greater sales, which in turn means larger bonuses for the employees.

This is the very height of the fly season, and every grocer should have an

appreciation of the horror with which the average woman regards flies and take good care that his stock is sufficiently protected from the depredations of flies, otherwise many a good customer may transfer her patronage to another store. In this connection it may be said that many stores hang fly netting over the shelves, and in this way the goods are protected. One cannot say too much about the value of cleanly appearances in the grocery. Probably nothing in the world will militate against success so surely as shabby and uncleanly appearances.

Laurie Mathewson, of Mathewson's Sons, who has been confined to the house for the past two months, is now able to be about.

HALIFAX.

August 8.—The only special feature in the local grocery market this week is a decline of ten cents per hundred pounds in the price of sugar. The announcement caused no surprise as the jobbers had been anticipating a decline for some time. The prices quoted in Halifax are: extra standard granulated, \$4.90; Austrian granulated, \$4.80; bright yellow, \$4.70; No. 1, yellow, \$4.40; cut loaf in barrels, \$5.45.

Provisions on the whole are very high for the season of the year, and the market as a whole is somewhat of a puzzle to both the jobber and the consumer. On account of the rather unsettled condition of the market and the prevailing high prices no very large orders have been placed of late and stocks in many lines are now becoming quite low. Both beef and pork are very firm. American pork, fat backs, is quoted at \$23, and Canadian at \$22.

American plate beef is \$21, and the best Canadian \$19. Lard in pails is 13½c, and in cases, 14½c. Hams and bacon are in good demand, the former being quoted at 15c. Side bacon is 16c, and rolls, 12c. All breadstuffs are very firm, and cheese is high, being quoted at 12½c and twins at 12¾c.

As regards eggs and butter there is little to say, outside of the fact that there is general complaint regarding the prices, which are considered too high for the season of the year. Nova Scotia eggs continue scarce at 22c, while P.E. Island stock is worth 19½c to 20c. The price of butter is unchanged from last quotation.

The fish business is a little quiet just at present. There is a good variety of fresh fish on the local market, and some of the fishermen along the shore are making good hauls of mackerel. As usual most of these fish are iced and shipped fresh to the American market.

A heavy wind and rain storm during the early part of the week played havoc with the growing crops throughout the Province, causing a loss estimated at thousands of dollars. The storm was particularly severe and small fruits and the apple trees suffered severely. Hundreds of tons of hay stacked on the marshes in many districts were swept to sea. The standing hay and the crops were beaten down and in many cases were completely ruined. The rainfall was a record-breaker, over five inches falling in twelve hours.

The market is well supplied with all seasonable fruit. The demand, however, is not so heavy this week, probably due to the fact that berries are coming in very freely. Large shipments of blueberries are being made from Nova Scotia to Boston, the steamer from Yarmouth taking as many as eleven hundred crates in one shipment.

tion and good to very good yields should be secured on the average. Speaking particularly of the wheat crop the professor said there should be better than an average crop of good quality.

There were some funny stunts done on Windham St. by some of our local grocers and travellers on Thursday night that would have done credit to the traveller's snack at Alton.

Some of the boys made money out of flour this week, one young man selling 25 lbs. and making \$10.00 out of it, putting it up in packages of 5c each. Another made a lot by selling corn starch by the ounce. Talcum powder and confetti were also in great demand.

J. A. McCrae & Son got a nice letter from Carman, Manitoba, last week which shows that grocery ads are read a long way from home.

STRATFORD.

August 10.—Edmund Baker, traveller for the Stratford Wholesale Grocery Co. for the past three years, is receiving congratulations from his numerous friends on lately joining the ranks of the benedicts. He has also severed his connection with the above firm to accept a position with W. H. Gillard & Co., of Hamilton, where he will in future reside. Jas. Scott is taking Mr. Baker's trip.

Mr. Deniche, of McCully & Haugh's, died suddenly in the hospital here from appendicitis, last week.

Fruit trade is rather dull at the present time, between the preserving seasons, and as a consequence a number of the boys are taking holidays. Tomatoes are arriving plentifully. Berries are over and peaches are coming in slowly. The pickling season has started and local growers are pushing and displaying pure spices.

At this season of the year most grocers allow their windows to become dirty and fly-specked, much to the disgust of customers. A little more time and attention spent on the show window would greatly improve this state of affairs.

LONDON.

August 10.—Wholesale trade is picking up and the prospects are considered excellent. A feature of the trade is the slow movement of sugar, a great falling off in consumption being noticeable everywhere. This is taken to mean that housekeepers have not so much money to spend as usual, and are economizing by doing less preserving. The market appears to be rather demoralized. Japan teas are higher and very scarce, with an advancing tendency. Ceylons and Indians are steady. Coffees are steady. Other staples are unchanged, but a drop is looked for in the price of foods. Retail trade is satisfactory.

The retail grocers intend having a big time the last Wednesday night of this month, when the weekly half-holidays come to an end. It is intended to hold games and sports at Springbank, and at to-morrow night's meeting of the Retail Grocers' Association a committee will be appointed to make final arrangements for the blow-out.

It is understood that John Diprose the Dundas Street grocer, intends es-

Interesting Ontario Items

St. Thomas Grocers Busy With Oddfellows Visitors—Ottawa Retailers Pushing Pure Food Show—An Advertising Novelty From Chatham.

GUELPH.

Aug. 10.—Guelph Old Home Week was a decided success as a reunion of old boys and girls. The committee made money and provided lots of fun besides. There were lots of old boys and girls, including Admiral Kingsmill. The fun was fast and furious at nights especially. People loosened up and spent money who never were known to spend before. But, and it ought to be a capital B, as far as the grocers and bakers were concerned, they all lost money. Preparations were made to avoid being eaten out of house and home, but to eat out the stocks of groceries carried in Guelph would need several old home weeks. The crowds did not apparently come to eat. In one bakeshop alone 500 loaves of stale bread were in stock on Thursday morning, showing about how things were going. Even the small fruit and soft drinks stands were from \$20 to \$200 out.

Among the old boys present were noticed Fred T. Smye, of Balfour, Smye

& Co., and Chas. Smye, Hamilton; Fred. Tobias, of Brantford, traveller for Todhunter & Mitchell; J. H. Scott and H. G. Macdonald, grocers, Toronto; Dick Darcy, Peterboro, and numerous others.

J. A. McCrae, of J. A. McCrae & Son, left on Friday for a month's holidays at Milford Bay, Muskoka.

The market Saturday was considerable of a failure on account of most people having spent their spare cash, and so prices took quite a slump. Eggs dropped from 22c to 18c a doz., with the stores carrying large stocks. Butter also dropped too from 20c to 21c, and potatoes to 75c a bushel. Tomatoes were good sellers at 30c a basket. Berries were scarce at from 12c to 15c a box. We expect a quiet week after the great rush of people.

Prof. Zavitz, of the Experimental Department of the O.A.C., states there should be no reason for complaints this year from the farmers. Everything seems to be in the very best of condi-

establishing a north end branch in the store until recently occupied by Frank E. Smythe, who recently made an assignment. This will make three stores owned and controlled by Mr. Diprose.

It is estimated that this season's crop of honey will be double that of either 1906 or 1907. One man near Strathroy estimates his supply at 5,000 pounds. Each hive is yielding from 30 to 100 pounds. The reason of the big crop is the splendid clover fields, which blossomed earlier than usual. Bee keepers say that all the honey that is made up to the last of June is taken by the bees from clover blossoms. In both of the past two years the weather was cold until late in the spring, and consequently the clover did not blossom until late in the summer. It is expected, however, that honey prices will be maintained.

The consumption of fruit during the hot days of last week was unusually large, people evidently realizing that during the heated term there is no better diet than fresh, luscious fruit, such as is grown hereabouts.

CHATHAM.

August 10.—Everything looks bright for the big merchants' picnic to Erie Beach on August 20. Merchants in all lines of trade are heartily co-operating in making the affair a success. Though some difficulty was at one time anticipated in inducing all the merchants to close for the afternoon, they have been practically unanimous in falling in line, and the petition recently circulated to close at 12 o'clock on excursion day has met with a hearty response. A noteworthy feature is the unanimity with which grocers, whether on King Street or on the side streets, put down their names. Experience in other cities has shown that merchants who refused to close have lost more in public sympathy than they have gained in trade by keeping their stores open.

Burnie & Co., successors to James N. Massey, made their formal bow to the Chatham public last week. A handsome new black and green sign adorns their place of business, and the firm are using newspaper space in plenty to introduce themselves. The new firm have behind them 18 years of experience in the grocery business, and are retaining all the original Massey staff. A cordial invitation is extended to all, whether purchasing or not, to come in and get acquainted.

C. G. Elliott, of Comber, is enlarging his general store by removing the partitions between it and taking in the premises next door formerly occupied by the Crown Bank.

Rus Wigle & Co., of Leamington, have installed a new computing scale. This is stated to be the first of its kind in the town.

A. M. McCormick & Son, Pelce Island, are having plans and specifications drawn for a new \$7,000 store to replace the premises destroyed by fire last fall.

E. R. Wigle, of Ruthven, has purchased Smith & Son's grocery, in Leamington, and is now in possession. Mr. Rodell Smith will probably take a trip to the Northwest in a couple of weeks.

The retail clerks are taking a warm interest in the forthcoming merchants' picnic. Last week at a well-attended meeting it was decided to form a uni-

formed corps of 200 or more. They will parade King Street at 12.30, leaving on the 1 o'clock car for Erie Beach.

There is some talk among local milkmen of supplying a quality of milk especially designed for infants. Milkmen express themselves as willing to take up the project, but doubt if the people would care to pay the price, which, on account of the waste involved and the time taken to perfect the milk, would be about double the present price of 6c a quart.

Is the common, everyday kite a good advertising medium? That it affords possibilities in this direction is evidently the belief of a local sign painter, who last week had a kite, adorned with his name, flying high over the city. It certainly attracted lots of attention. In these days of airships, the kite as an advertising medium is a timely novelty.

HAMILTON.

August 11.—The markets here have been abundantly supplied for the last few weeks and prices of fruit and vegetables have slumped to pretty low figures. On Tuesday last tomatoes sold at 15c a basket; apples at 10c, peaches at 40c, plums at 30c, green corn, 7c a dozen, and all other garden truck at low prices. It is the first time in years that this market has been so glutted that the people could not rise to the occasion and clear it up, but, unfortunately, they have not as yet recovered from the panic. On Wednesday, the 12th, the Fruit and Vegetable Growers' Association of this district held their annual picnic at the Brant House, Hamilton Beach. It was a grand success, as it occurred on the grocers' half-holiday. Most of the city grocers were there and they certainly helped their country friends to pass a pleasant hour, and incidentally also to share from their commodious lunch baskets those good things that only the country girls know how to put up.

Our streets in every direction are lined up with Italians and Greeks with their peddling carts. They seem now to be spreading out in the things they sell. Peanuts and pop-corn are now augmented by bananas, peaches, plums, cherries, etc. It is said that our local peddlars have been reinforced by 20 or 30 carts from Toronto. Some time ago the city council passed a by-law prohibiting the peddling of foreign fruit on the streets, but as usual it has not been enforced. The grocers everywhere are complaining about the falling off in sales of bananas, etc., but it does not seem to have dawned on them that they have the law on their side if they would only stir up the police and have a few of those fellows fined. It is the old story, nobody wants to take the matter up. Grocers all over the country should take up the fight against these aggressive foreigners, before they get so thoroughly entrenched that it will be hard to disturb them.

ST. THOMAS.

August 10.—As expected, the grocers are kept quite busy to-day putting up extra orders on account of the already numerous arrivals of visiting Oddfellows. The stores are quite handsomely decorated, and windows well cleaned and

dressed. Banners are hung across Talbot and other streets, bunting, Union Jacks, and Stars and Stripes everywhere displayed in their honor, giving the city a very inviting and creditable appearance. The mayor has proclaimed Wednesday our Civic holiday, and the Oddfellows' demonstration is to be held that day at Pinafore park. The grocers and butchers will likely keep open until noon on the Civic holiday, as is usual.

Many of the grocers are complaining of being obliged to work till midnight and sometimes after on Saturdays thereby rendering them unable to attend worship on Sunday. The ministers could remedy this condition of affairs as it is their duty to request the thoughtless late shoppers to mend their ways by buying earlier, and the grocers might likewise assist by agreeing not to accept orders for delivery after nine p.m. Saturday nights, and this relic of slavery would soon be a thing of the past.

The city council is about to pass a by-law making the markets, of which we have two, one in the west and the other in the east end, feed instead of free, as they have been for the past twenty years, and also making it a punishable offence if any grocer makes any purchases thereon before 9 a.m. It is now up to the grocers, as they are the most interested, to call a meeting for the purpose of considering the council's action, and this should be done immediately, otherwise it will be taken for granted that the grocers are in favor of going back to conditions which the older men will remember existed and which they opposed at the time. If the weather is a trifle hot, it might pay to hold the meeting at once.

Tomatoes took a slump in earnest last week, dropping from a dollar to twenty-five cents for 11-quart baskets, over supplies and over-ripe fruit being the cause. Potatoes are keeping unusually high, owing to the small yield which the growers all seem to agree on, the grocers paying a dollar per bushel for them and retailing at thirty cents per peck. Dairy butter is very scarce, retailing at 25c and creamery prints at 29c.

All berries, excepting the Lawton or thimbleberries, are done for the year, and they have been very high all season, partly owing to the fact that the growers have telephone connection and make use of it to arrange prices, and the grocers get all the blame for the high prices by the consumers. Blackberries sell at 10c per box, and are quite plentiful, but the market is rarely over-supplied.

INGERSOLL.

August 11.—One of the oldest and best known grocery stands in the town is about to be vacated by A. Beattie & Co., to make way for the Royal Bank. This stand, which is admirably suited to the grocery business, is situated at the corner of Thames and King streets, the two leading thoroughfares, and when the business was taken over by Beattie & Co. a few years ago it had the advantage of a long established trade built up by Robinson Bros., who were successfully engaged in the grocery business for years. It will be difficult for the people of the town and the surrounding districts to associate any other business with this stand. Beattie & Co. will remove to new premises

nearby about the first of September. The new stand will undergo alterations and improvements and with their characteristic enterprise as a propelling factor as heretofore the business is bound to flourish in the new quarters.

Grocer C. A. O'Neill and Mrs. O'Neill have returned from a delightful trip to Detroit and other American points of interest. While away Mr. O'Neill had the pleasure of witnessing several of the American League baseball games, and in this connection it might be remarked that in his early days he was one of the star players of the U.S., hence his great interest in the game at the present time.

Trade has livened up with grocers considerably during the past few weeks and with the preparations for the autumn season there are anticipations of a good volume of business. The "financial depression" has been relegated to the background and with abundant crops and plenty of work for the energetic ones a high spirit of optimism reigns. The apple yield is said to be decidedly promising, while in regard to all the other crops the farmers have absolutely no cause to again take up the time-worn cry of "hard times."

Few people outside of those actually in business have any conception of the losses with which merchants meet, simply through the stealing proclivities of those who enter their places of business or who manage to get in their work from the outside. Considerable petty thieving has taken place here of late, but it is now thought to have been given a check. On Saturday night Chief Wright detected two of a party of four Woodstock young men in the act of stealing a watermelon from in front of Fotheringham's store. The gang had aroused suspicion on the part of the officer and he had carefully planned to watch their movements. After they had made off with the watermelon he followed and eventually placed three of them under arrest, while the fourth was summoned to appear in the police court with the others. The four pleaded guilty to the charge against them, and three of them received sentences ranging from one to two months in the county jail. The fourth offender, owing to his previous good character and the fact that he had only fallen in with the others shortly before the theft, was committed and allowed out on suspended sentence. The magistrate pointed out that stealing from merchants had to be stopped. Merchants everywhere suffer in a like manner and the wonder is that there is not a more organized effort to have the offenders hunted down.

OTTAWA.

August 11.—Honey is likely to be a little lower in price this year. R. P. Yetts, Ann street, Glebe, one of the most enthusiastic apiarists in Ottawa, has submitted some rather interesting statistics. Since June 23 Mr. Yetts has had a hive of bees on scales, and an increase in weight from 16 lbs. on June 23 to 88 lbs. to-day has been noticed. The first six days the hive increased 36 lbs. in weight, and during the 13 days in July has increased 20 lbs. This year, according to Mr. Yetts, has been one of

unprecedented success for the cultivation of bees.

Contracting for blueberries before 8.30 o'clock on By Ward Market last Thursday, was the charge laid by Inspector Borthwick against Chas. P. Prevost, grocer, in the police court last week. The inspector said that the defendant had purchased 14 pails of berries before the gong on the market building rung 8.30. Mr. Prevost said it was 8.45 when he made arrangements for buying the berries. The deputy magistrate dismissed the case, remarking that the evidence was not sufficient to convict.

Ottawa's population this year will be near the 80,000 mark, according to reliable estimates. The taxable assessment is likely to be around forty million dollars. No official figures, of course, are as yet obtainable at the city assessment department but it is learned that the population indicated will be around that figure.

Despite the recent influences working against a big business turnover it is



F. W. FORDE.

One of the Ottawa Grocers who is taking a Prominent Part in the Association's Pure Food Show.

interesting to know that many wholesale firms have equalled the records of prosperous times. This applies even to those who handle luxuries. Naturally the purchaser of an article costing fifty cents has been inclined of late to turn his attention to those at twenty-five cents. To the captain of industry this has meant the birth of an effort to sell two articles in place of one. "By means of hard work," said a wholesaler this week, "our sales for this year are up to previous records; but it has been uphill labor." The squeezing out of business from a tight-money public is not an easy task. Scores of firms have accomplished it; which is a good thing for everybody.

F. W. Forde and A. G. Johnston, two enthusiastic officers of the Grocers' Association, who went West in the interests of the Pure Food Fair, have returned, and have brought with them the assurance of many more exhibits. Manufacturers throughout the country

are giving the Ottawa Retail Grocers' Association loyal support with their fair, and everything promises to be lovely. Further arrangements have been made during the last couple of weeks and as the time draws near for the opening of the Central Canada Exhibition, interest on the part of grocers centres upon the pure food fair. All the members of the association are working hard.

PETERBORO.

August 11.—The grocers of this city are very much averse to the prevailing habit among Sunday schools, churches and other organizations of soliciting prizes for picnics. Almost every excursion leaving the city has previously arranged a programme of sports and many of the prizes for these are "begged" from the merchants. One grocer in referring to this matter stated that it was a nuisance which instead of being lessened or curtailed altogether was on the increase. It is only endured because of the fear of offending a number of customers. Once he begins to give he is always giving and thus the nuisance continues. Baseball and other sporting clubs want to be supported and during the summer months in particular, the generosity of the grocers is imposed upon. The evil, it was thought by the grocer, was one that ought not to be countenanced. Though in a few cases it may work out so as to put the grocer in a better light in the community it has become so common a thing that this scarcely applies. It is not good business, remarked the grocer, and he thoroughly believed that the grocers who refused politely, though firmly, to countenance such requests will be a good deal better off in the end.

The window of White & Gillespie's store is at present attracting much attention. It is dressed to advertise Quaker Oats, manufactured by the Quaker Oats Company in Peterboro. The sides of the window are dressed with sheaves of oats from the field and through the centre of the window is running water in zinc pipes, which operates two miniature water-wheels illustrating the primitive method of the grinding of grain. Quaker Oats in a large pan and a few packages scattered about complete the advertising scheme.

The officers of the Ontario Co-Operative Fruit Growers, which association recently held its annual meeting in Toronto, are: Hon. President, A. E. Shertington, Walkerton; President, D. Johnson, Forest; 1st Vice-President, Robt. Thompson, St. Catharines; 2nd Vice-President, J. E. Johnston, Simcoe; 3rd Vice-President, Elnor Lick, Oshawa. Mr. Cutting resigned the secretaryship and P. W. Hodgetts, Parliament buildings, Toronto, was elected to succeed him. This is a temporary arrangement, however. Last year twenty-four local associations joined the body as compared with thirteen the year previous. An effort will be made to have a central organization.

TO FACILITATE FRUIT SHIPMENTS

**Dairy and Cold Storage Commissioner
Makes Arrangement of Advantage
to Canadian Fruit Growers.**

The following notification of an arrangement for facilitating the shipment of early apples and other perishable fruits to Great Britain has been sent out by J. A. Ruddick, Dairy and Cold Storage Commissioner. The arrangement is very convenient and should prove of considerable advantage to fruit shippers interested in early varieties:

"Growers of early apples and other tender fruits who have in the past been desirous of shipping to Great Britain have met with difficulty in securing suitable cold storage temperatures on board steamships, because of the fact that they did not have a sufficient quantity to fill a cold storage chamber. Owing to the special temperature required, there is no other produce with which fruit can be successfully shipped in cold storage. In order to meet this difficulty, and to provide suitable cold storage temperatures for the shipment of early apples and other fruits in small lots, the honorable the Minister of Agriculture has authorized me to contract for the entire space of one chamber on the steamship "Ontarian," sailing from Montreal for London on August 22, and also on the steamship "Sicilian," sailing for the same port on August 29. The space in these chambers is now available for shippers at regular rate of freight which is thirty shillings per ton measurement (forty cubic feet), payable to the steamship company in the regular way. The proper temperature will be maintained in these chambers regardless of the quantity of fruit which may be offered for shipment. The Government guarantees the earnings of the whole space.

"As the space in these chambers is limited, intending shippers must notify the Dairy and Cold Storage Commissioner, Ottawa, without delay. First come will be first served until the space is all engaged, when no further shipments for that steamer can be accepted. Applications for space should state the number and size of the packages which are to be shipped, in order that a proper estimate of the space to be occupied may be made.

"The Department of Agriculture will assume no responsibility in connection with these shipments, but there will be the usual supervision by the cargo inspectors at Montreal and London and a complete temperature record will be secured of the chamber during the voyage.

"Shipments for the 'Ontarian' on August 22nd should reach Montreal not later than the morning of the 21st, and for the 'Sicilian' not later than the morning of the 28th.

"Chambers will be secured for later shipments if there is sufficient fruit to warrant making a contract."

CARRYING ON W. A. GIBB CO.

The business of W. A. Gibb Co., Hamilton, dealers and exporters of evaporated apples and other lines, which was built up by the late W. A. Gibb, has been taken over by a new company, of which James Somerville is the energetic

manager. The new company will carry on the same lines as formerly and will operate under the same name.

CANADA'S APPLE CROP.

**Apple Shippers' Association Furnish
Comprehensive Report.**

The convention of the International Apple Shippers' Association met at Niagara Falls, N.Y., on Friday and Saturday of last week. One of the important features was the submitting of a report by the executive on the estimated crop of the year.

Canada's crop will be substantially the same as last year's, but will be differently located. Nova Scotia's will be equal to last year's and Ontario's east of Toronto slightly lighter. The district north of the main line of the Grand Trunk will be the same; south of the main line will be in excess of last year's yield. British Columbia's will be below that of last year, and will require shipments from eastern Canada. The New England States promise little better than half of last year. The quality for the entire Canadian territory promises to be good.

The following officers were elected:— President, W. L. Wagner, Chicago; secretary, C. P. Bothwell, Martinsburg, West Va.; treasurer, William French, New York. R. J. Graham, Belleville, was elected a member of the executive committee. Vice-presidents were named from all the apple-growing states. The 1909 meeting will be held in August at Niagara Falls.

WHOLESALE AND THE WEST.

The towns of the new provinces, Saskatchewan and Alberta, are at the present time most keenly alive to the importance of inducing wholesale firms to establish warehouses in their midst. At present, of course, Winnipeg is the great distributing centre, but several of the towns west of that city are ambitious to become wholesale centres for their respective localities.

The natural redistribution centres next to Winnipeg, are the cities of Regina, Moose Jaw and Saskatoon. Among these cities the competition for commercial supremacy is most keen. The cities have employed publicity commissioners at high salaries to advertise their good points in the east, and to expound to the wholesale houses the advantages they offer for location.

Regina, being the oldest centre and the seat of Government, has hitherto been most successful in securing wholesale houses. Regina, besides being on the main line of the C.P.R., also has branch lines running north and south. Saskatoon, however, which has just been connected by a new railroad with Winnipeg, and which will be on the main line of the Grand Trunk Pacific, will probably be one of the greatest railroad centres in the west, and hence one of the most important commercial centres.

Moose Jaw, which is the main divisional point on the C.P.R. west of Winnipeg, is also a most important factor in commercial life in the west. Being the terminus of one of the most important lines from across the border and with a line under construction leading

into the most fertile lands of the north, and also with projected connections with the Grand Trunk Pacific and the Canadian Northern, Moose Jaw holds many inducements to wholesale men seeking for locations to establish new warehouses.

Hitherto the Boards of Trade of these provinces have spent a good deal of money in advertising their towns, but now they realize that more must be done. They are communicating directly with wholesalers and showing them the money they would save in cheaper freight rates by establishing a branch in the west.

The keenness of the merchants and business men regarding the commercial well-being of their cities is shown in Moose Jaw by the formation of a Progressive Club, which includes nearly all the members of the leading firms in the city. This association has already been successful in securing several wholesalers and are contemplating an organized campaign to secure others.

The wholesalers who are the first to secure warehouses in the west are, of course, those whose products are of a bulky nature, and whose freight rates are high. Hence engine and threshing machine firms, carriage firms, etc., are the first to secure the advantages of the diminution of freight rates by erecting warehouses. The others will follow shortly if they figure out closely the comparative cost of shipping piecemeal and the cost of shipping in lots to warehouses.

It is affirmed that many of the larger American firms have their eye on the Canadian west and it behooves their Canadian competitors to get into the race in time.

ONE PRICE STOPS HAGGLING.

There are many buyers of the class which a contributor calls "hagglers," who work the dealer for cut prices. It makes no difference how low a price the dealer names, they respond with a lower offer. They are like the man who asked the price of a certain article and thinking the storekeeper had said 50 cents, exclaimed, "Too much; I'll give you 40." "I said 15 cents," replied the storekeeper. "Oh! in that case I'll give you 10," said the haggler. Some dealers make quick advances in prices when a known haggler puts in his appearance, thus preparing themselves for the inevitable cut, but making the latter harmless. This cannot always be done, however, and the better way is to have one price and stick. When a dealer achieves a reputation as a one-price tradesman the hagglers do not try their wiles on him.

TRADE NOTES.

W. J. McCleary, of the Salada Tea Co. staff, is off on a short holiday trip.

J. B. McKenzie, of H. P. Eckardt & Co., Toronto, is spending a vacation at Parry Sound.

A. G. Gleiser and J. S. Leslie, general merchants, of Gainsboro, Sask., suffered loss by fire last week.

W. Woodley Musson, of Geo. Musson & Co., Toronto, and Mrs. Musson, are holidaying at Lake of Bays, Muskoka.

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CANADA'S PLACE IN THE WHEAT-PRODUCING WORLD.

An official statement has been issued by the statistical department at Ottawa giving the estimated wheat crop of the Dominion at 130,263,000 bushels. This is nearly 6,000,000 bushels less than the estimate published July 31 by Beerbohm's Corn Trade List, one of the world's greatest authorities. The Ottawa figures estimate the crop in Ontario at 18,164,000 bushels; in Manitoba at 56,164,000 bushels; Saskatchewan at 47,080,000 bushels; in Alberta at 7,280,000 bushels.

This will be a record yield of wheat for Canada and but for the dry weather of July it would have been still larger.

Canada to-day stands about eighth among the wheat-growing nations of the world, based on this year's figures, and in about the same position as Italy. The order of the first seven is: United States, Russia, France, India, Argentine, Hungary, Germany.

But if this country develops at the rate it has done during the past half-dozen years it will not be a great while before she will vie with the United States for the position of the leading wheat-producing country of the world. Seven or eight years ago Canada only produced 55,572,368 bushels of wheat. This year Manitoba alone is

estimated to have rather more than that, while Saskatchewan and Alberta between them will produce something like forty-five to fifty million bushels more than they did in 1901.

Not only are the crop conditions good in Canada, but the world's wheat market is favorable. Beerbohm's Corn Trade List says that the world's visible supply of wheat on August 1st was the smallest on record, with the exception of the years 1897 and 1898. But what is probably the most interesting to Canadians is the following quotation from the same authority:—"The most extraordinary feature, however, is the combined absence of Russian and Indian wheat and the obvious fact that Europe is likely to be dependent upon America and Canada for the next six months for its supplies, and consequently for its lead as to future prices."

The situation of the world's wheat market should contribute to the strengthening of the general trade situation in Canada. We have the wheat and a good market is promised for it.

THE GOVERNOR-GENERAL AND CO-OPERATION.

It has been reported in business circles recently that Earl Grey has identified himself with and is to accept the presidency of one of the large co-operative companies now being organized. This is something we regret to hear. As Governor-General Earl Grey has shown himself to be a shrewd, keen business man, with an evident appreciation of the practical side of the affairs with which he has had to do. He has shown, too, his appreciation of the benefits of good advertising in his vigorous support of the recent Tercentenary Celebration at Quebec. From the standpoint of an advertisement, as well as in other ways, this was one of the greatest events in Canada's history. While the cost of the celebration was perhaps half a million, it undoubtedly will be worth ten millions in its general effect. The Governor-General deserves a good deal of credit for his connection with this.

In the matter mentioned above, however, if the report is true, His Excellency shows much less business foresight. The business situation in Canada is entirely different from conditions in Great Britain and Europe, and this is something the Governor-General should realize. Canada is a new country, and one in which the smaller merchants and retailers, the corner stores and the country traders, have played and are playing a great part in the country's development. These have done and will continue to do a work

which the co-operative societies it is proposed to organize would not undertake. This is one of Canada's strong business features and is something which is not evident in Great Britain and the European countries.

The Governor-General of Canada should not permit himself to be drawn into any connection such as is suggested above. Even as Earl Grey he should have the foresight to see the injustice and unwise features of taking any such action.

LOOKING INTO TECHNICAL EDUCATION.

The Premier of Ontario will look into technical education matters when in Europe. It is a subject that will take a great deal of looking into.

Canada has been blessed by nature with a great many things that if utilized will make it a great nation; but we are not always so quick to take advantage of our opportunities as we are to boast of their existence.

It is not because a country is rich in natural resources that it becomes great. Greatness depends more upon the character of its people than upon any other factor in nation building.

Technical education builds up character by awakening the intelligence and stimulating the creative powers of the youth of the country who come under its influence. This is not a supposition. It is a fact attested by the experience of other nations and particularly Germany. The position that country has assumed during the last ten years among the industrial nations of the world is ascribed more to technical education than anything else.

In Canada we have made a beginning, but it is a very small beginning. Outside a Board of Trade or two and the Canadian Manufacturers' Association no body of men seem to be very enthusiastic over the subject. Even the educationalists, with few exceptions, are indifferent. Last year the inspector of technical education for Ontario, with a view to ascertaining what technical work was being done, sent a circular to the public school inspectors in that Province. In his official report he says that not nearly 50 per cent. replied. This is certainly discouraging. And yet Ontario is doing more for technical education than any other Province.

Two or three years ago a movement was started to secure the co-operation of the Dominion Government. While supervision and care of education devolves upon the Provinces it is only proper that in a matter of such national importance as technical education assistance should be given by the Federal authorities. So

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

far the most the Dominion Government appears to have done is to consider the advisability of appointing a commission to investigate and report upon this important subject. The matter has not yet gone beyond the consideration stage.

Politicians are usually slow to move in the direction of reform but it is to be hoped that while abroad the Premier of Ontario will be so strongly inoculated with the technical education microbe that his enthusiasm will burn as a fever. In the meantime why should not another effort be made to inoculate the Dominion Government?

A FAVORABLE YEAR FOR HONEY.

The warm weather during the late spring and early summer is having a beneficial effect on other things than the fruit crop. Reports from the honey-producing centres of Ontario say that the yield this year is likely to be double that of either 1906 or 1907. The yield, bee keepers say, depends to a great extent on the condition of the clover crop up to and through June, when the bulk of honey is made. For the last two years the weather was too cold and the insect workers were not able to pursue their saccharine-seeking activities to any favorable extent. This year, however, the clover crop was splendid and the bees were able to work at the best advantage. As a result there will be a splendid yield of clover honey.

WILL SALMON CANNERIES COMBINE?

A significant item comes from the coast this week in the form of a report to the effect that arrangements are being made to form a combine of all the salmon canneries on the Pacific Coast.

According to the drift of seasons, next year, following four short years, will be a good one for salmon and the pack in 1909 is expected to be very large. The idea of the amalgamation, it is stated, is to keep up the regular prices for the benefit of the industry generally and to provide for the even distribution of the pack. The amalgamation, it is suggested, is to take in all the factories on the Pacific Coast, so that the industry can be practically controlled under one organization. While the report cannot be authenticated it bears considerable of the earmarks of verity.

PERSONAL NOTES.

F. W. Hudson, of the Canada Brokerage Co., Toronto, is enjoying an auto trip with his family in the Orillia and Muskoka district.

Gerald Larkin, of the Salada Tea Co., Toronto, is enjoying a vacation at Ferndale in Muskoka and Good Cheer Island on Georgian Bay.

Winnipeg, Aug. 11.—The week has been one of disaster in the Canadian West, though not anything that has touched the crop. The Fernie disaster, appalling in its details, both as to the loss of life and property, has not yet been felt to any appreciable extent in business circles, though later it undoubtedly will be, owing to the enormous destruction of coal and timber and the delay in the production of coke. It is the most terrible thing of its kind that has happened in Canada and nothing can exceed the promptness with which help has been rushed to the relief of the sufferers from all parts of Canada, and the sympathy and help of the Western United States towns has been of the most practical kind. The Spokane contingent who thought of the supply of sterilized and refrigerated milk for the babies and little children certainly deserve the thanks of all the mothers in Canada, and was so badly needed and arrived with such promptitude.

The disaster of the burning of the steamer Premier and the loss of eight lives cast a still further gloom over Winnipeg, the monetary loss was comparatively trifling considered in the light of the Fernie losses, but was a good round sum, nevertheless.

But even these things, terrible as they were for the sufferers and heavy as the loss will be are mere fleabites in comparison to the railway strike. Of course it has made no difference at present, trains are running regularly and no section of business is embarrassed, but every thoughtful citizen is asking himself what will happen if the strike continues? It is evidently a fight to a finish there is no thought of yielding on either side and it is less than three weeks to the time when the crop should begin to move. The railway company is sitting tight and saying nothing, but they are, nevertheless, quietly and apparently effectively preparing to replace the striking men. The question is, can they do it in time to handle the crop successfully, and the great fear is that they cannot.

No railway official will say a word, but there are certain avenues of information open and from these it is learned that the C.P.R. at Winnipeg is prepared to feed and lodge 1,000 men in their yards and there are about 350 now at work again. These men are being accumulated and brought in small gangs and run right into the yards. The pickets of the union men are not allowed to come within a certain distance of the big fence and all the holes in the fence have been stopped so that

they have no very definite information as to what the company are doing. The company have a very large force of special police guarding their works and the only claim they make is that the system will be kept operating in spite of the strike. They have taken not the slightest notice of the strikers and it looks as if preparations for the struggle had been made a long time ahead.

Even if they are able to fill the places of the men it is not probable that the system can be kept working as quickly and as smoothly as with the old hands and all this will mean delay in the movement of the crop. For this reason the strike is very unpopular and the sympathy of the public is all with the railway company rather than with the men. The men claim they do not care for sympathy, that it buys no bread and butter, but they have never really had a big strike before when the sympathy of the public was so entirely with the road and it may be that before it is over it will come home to them that public approval is a help in most matters. The strike has not affected retail trade so far, but if it continues it certainly will do so. The railway men have always been free spenders and as there is a large body of them their trade has been much sought after. Strike pay is only \$5 for single and \$7 per week for married men, and many of the men were making all the way from \$75 to \$125 a month so that their spending power will be reduced by that much.

In every other way things in the West are as good as can be, there has been little rain, which is still much needed, but there have been cool days and cold winds and this will help to fill the wheat. Cutting will be quite general next week and the wheat is of excellent quality. Just how much of the yield has been cut down by the drought it is impossible to say but there is no other damage and the quality is excellent and on 6,000,000 acres even a depreciation in yield of three or four bushels will still leave us with fully 100,000,000 and there is no present indication that the yield will go below that figure.

The financial situation seems all right and there will certainly be less discontent than there was last fall. In the twelve months it is claimed that banks have reduced their credits 50 per cent., so that while the extension of speculative credits will not be as great as in the years prior to 1907 the legitimate demands of farmers and grain men in general will be met all right. The amendment to the Banking Act, which increases the power of the bank in the matter of note circulation will make it possible to have in circulation at least \$12,000,000 more than was available last year.

Everything looks good but the strike and even that is not as bad as it might be, though every good citizen will work and hope for its speedy adjustment.—H.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Fruits—Declined.
- Vegetables—Declined.
- Sugar—Steady.
- Fish—Advanced.
- Cheese—Firm.

Montreal, Aug. 13.

The past week has been thoroughly characteristic of this period in August. At the time of our last writing business generally had taken on considerable activity, but this evidently was a flowing over into August of a few dying struggles of July, because now business is typical of August. This dullness possesses the feature of being expected, so no great pessimism has been stirred up by it. Everyone is looking forward to the good crop which promises in the West to remedy all evils, and at this point this seems pretty well assured if no extraordinary circumstance makes it otherwise.

Prices all round remain high, and there does not seem to be much chance of any very great declines. Even in the face of small demand many lines are exceptionally firm under such conditions. Butter and cheese are maintaining a high altitude which, in the case of cheese especially, has a tendency to check trade somewhat. The sugar market, which has been very active for the past few weeks, "has been hit on the head," as one dealer expressed it, and a quietness reigns supreme in this line.

SUGAR—The sugar market has certainly changed since our last report. It was reported last week that there was big demand, and it was thought that the drop in prices would increase this demand, but it seems to have acted like a wet blanket, as the bottom dropped out of the market so far as demand is concerned. The decline failed to prove very attractive.

Granulated, bbls	4 98
" " 5-bbls	4 75
" " bags	5 50
Papa lump, boxes, 100 lbs	5 70
" " 50 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 96
" " 50-lb. boxes	5 15
Phoenix	4 65
Bright coffee	4 50
No. 3 yellow	4 40
No. 2	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES—There is not much activity in these markets. A few straggling orders only have been recorded in Barbadoes molasses and corn syrups. Other lines have been very dull. Despite the dullness prices remain firm.

Barbadoes, in puncheons	0 31	0 35
" " in barrels	0 33	0 35
" " in half-barrels	0 34	0 36
" " fancy	0 34	
" " extra fancy	0 36	
New Orleans	0 22	0 35
Antigua	0 30	

Porto Rico	0 40
Corn syrups, bbls	0 08
" " 5-bbls	0 03
" " 25 lb pails	1 75
Cases, 2 lb tins, 2 doz per case	2 40
" " 5-lb. " 1 doz. "	2 75
" " 10-lb. " 1 doz. "	2 65
" " 20-lb. " 1 doz. "	2 60

MAPLE PRODUCTS—This market is absolutely featureless. Demand is light and prices are unchanged.

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

TEAS—Locally there has been a fair demand in all lines. Cheaper prices may prevail in some of the lower grades of blacks. Japans remain practically the same as at last quotations, no new features having presented themselves in this market. The firm tone of last week is maintained this week, and the activity in lower grades continues. There have been no changes in prices during the past week.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 25
" Pekoe	0 19	0 20
" Pekoe Souchong	0 19	0 20
India—Pekoe Souchong	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" Hysons	0 18	0 20
" Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The demand is steady and prices remain firm. The even tone which this market preserves is due in a large measure to the action of the Brazilian Government in regulating the sale of coffee. The Government has succeeded in keeping the supply uniform, by storage measures. Prices have not changed since our last quotations.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Bio, No. 7	0 09	0 11
Santos	0 11	0 14
Maraicao	0 14	0 19

Roasted and ground 20 per cent. additional.

DRIED FRUITS—There is considerable friction between the buyers and packers relative to prices, and owing to this there has been a strong undertone to this market. Some of the packers sold for future shipment, and are now likely to lose money, so they are trying to get even by boosting the present market. The Grecian Government has now taken a hand in the currant trade, which will tend to limit the supply from now until the new crop comes in October. Locally, the market has been dull, with the exception of Valencia raisins, also currants and prunes, which have been fairly active. Valencia raisins (fine, off stalk) have gone forward, 1/2c in price, now being quoted at 6c, instead of 5 1/2c per pound. Fine Filiatras currants (cleaned) are also stronger, having advanced 1/2c per pound.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
" " cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07

Finest Vostizaa	0 07	0 08
Amalia	0 05	0 05
" 1 lb. packages	0 07	
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" 1-lb cartons	0 14	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 07	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " box	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 06
Selected, per lb.	0 06	0 06
Layers, "	0 06	0 06

Dates—		
Halloween, per lb	0 04	0 05
Sairs, per lb.	0 03	0 04
Packages "	0 06	0 06

Malaga Raisins—		
London layers	1 35	
" Connoisseur Clusters	2 40	
" " 1/2-box	1 00	
" Royal Buckingham Clusters, 1/2-boxes	1 37	
" " boxes	1 50	
" Excelsior Windsor Clusters "	1 50	

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches, "	0 14	0 14
Pears, "	0 14	0 14

Prunes—		
Oregon prunes 25-lb. boxes, 30-40s.	0 10	0 12
" " 40-50s.	0 08	0 09
" " 50-60s.	0 08	0 08
" " 60-70s.	0 09	0 09
" " 70-80s.	0 07	0 08
" " 90-100s.	0 06	0 07

SPICES—Some increased activity owing to the commencement of the pickling season, is reported, otherwise there are no new features presented in this line.

Peppers, black	Per lb.	0 14	0 20
" white	0 18	0 27	
Ginger, whole	0 16	0 20	
" Cochin	0 17	0 20	
Cloves, whole	0 17	0 20	
Cloves, ground	0 25	0 25	
Cream of tartar	0 25	0 22	
Allspice	0 19	0 18	
Nutmegs	0 25	0 20	

RICE AND TAPIOCA—The demand for rice has been fair while tapioca is very much neglected. There has been no change in prices since our last quotations. It is thought that tapioca may go forward again slightly before long, but this, so far, is only conjecture.

B rice, in 10 bag lots	3 20	
B rice, less than 10 bags	3 20	
O C rice, in 10 bag lots	3 00	
O C rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 05	0 06

BEANS—The demand has been slight during the week and foreign beans have had the preference. The Indian bean has met with considerable success in this market, so far giving general satisfaction. Prices present no new features. Quotations on all beans are presented below.

Ontario's	2 07	2 10
Choice prime beans	2 10	2 15
Rangoon	1 65	1 75
Austrian	1 95	2 00

EVAPORATED APPLES—There is nothing new in this line. The demand is very slow and price is unaltered.

Evaporated apples	0 07
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L. S. Doyle, general merchant, of Claresholm, Alta., has sold his business to N. Holmes.

THE CANADIAN GROCER

CANNED GOODS

MONTREAL—Canned vegetables have fallen off largely in demand during August, owing to the fresh products coming into the market. The demand this year for these goods was sustained for a longer time than usual, owing to the lateness of the season. Canned fruits are much duller also. Canned salmon is in good demand just now. The demand for Canadian meats is good but American varieties are neglected.

TORONTO—Jobbers report rather better business in these goods and an awakening interest in futures. Considerable of the 1908 pack goods is on the market and is being kindly received.

NEW PRICES—1908 PACK.

	Per doz Group 1	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted	8.00	8.00
Gals. red, not pitted	6.50	6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	5.00	5.00
Gals. red, solid pack	7.00	7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	5.25	5.25
Gals. black, solid pack	8.00	8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	6.00	6.00
Gals., solid pack	8.00	8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto, standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	1.25
3's, ditto	1.85	1.85

2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"	.95	.95
2's, sliced, b.r., "Simcoe"	.95	.95
2's, whole, b.r., "Simcoe"	.95	.95
2's, whole, br., "Rosebud"	1.15	1.15
3's, sliced, br., "Simcoe"	1.25	1.25
3's, whole, br., "Simcoe"	1.25	1.25
3's, whole, br., "Rosebud"	1.40	1.40
2's, golden wax, midget, "Auto"	1.25	1.25
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto	1.40	1.35
2's, Refugee, midget, "Auto"	1.25	1.25
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	4.50	4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's, No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50

2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—
Sugar—Steady.
Dried Fruits—Firm.
Canned Goods—Moving well.
Collections—Better.

Toronto, August 13, 1908.

Business continues on a pretty fair basis with steady staple buying, though there are no particularly new features in evidence in the local markets. Wholesalers speak encouragingly of the outlook for the autumn business. Collections seem to be a little more free recently and renewals are not asked for quite so frequently.

SUGAR—The market remains steady, though without any tendency toward advance. The demand for sugar seems to have been rather disappointing during the last few weeks, not only in Canada but also in the United States, and the refiners' stocks are thought to be quite heavy, making it in some instances advisable to curtail meltings. The continued small demand is rather puzzling. Some jobbers say August is never a big sugar month as compared with June and September, but the same conditions prevailed through May and June. At present the market is steady, with no sign of any immediate change.

The situation in raws is summarized by Willett & Gray as follows:—

"The market developed weakness toward the close of the week under review. The movement of refined in Europe, also, is disappointing, and, with prospects of the new beet crop improving, quotations for beet sugars have declined 6d. to 10s. 2½d. for old crop, the parity of 4.15c. landed for Centrifugals and a decline of 3d. to 9s. 9d. for new crop (October-December), parity of 4.04c for Centrifugals. Reports from Cuba continue favorable for the growing crop. Our special cable of yesterday from Java reported that it was yet too early to estimate the total outturn of the present crop and that rain continued to interfere with the harvesting. The exports, however, are much larger than for the same month last year, amounting to 159,000 tons to America and Europe, 69,000 tons to Eastern countries and 11,000 to British Columbia; these include 152,000 tons with United States options, thus insuring a good supply for the American refiners in September, the month of largest distribution of refined sugars. Indications point to a larger world's stock of sugar on September 1st than was anticipated earlier in the season, thus there is now no reason to look for extremely high quotations, but, should the demand for refined suddenly increase to large proportions, some recovery in prices would be in order.

Paris lamp, in 25-lb. boxes	6 15
Paris lamp, in 25-lb. boxes	5 95
Paris lamp, in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	6 90
St. Lawrence granulated, barrel	4 90
St. Lawrence Beaver	4 65
Hedpath's granulated	4 75
Redpa's Imperial	4 80
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 40

THE CANADIAN GROCER

No. 3 yellow.....	4 70
No. 2.....	4 60
No. 1.....	4 50
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Business continues dull at old prices.

Dark.....	0 30	35
Medium.....	0 30	35
Bright.....	0 30	35
2 lb. Tins, 2 doz. in case.....	2 40	
5 " " ".....	2 75	
10 " " ".....	2 65	
20 " " ".....	2 40	
Barrels.....	0 03	
Half Barrels.....	0 03	
Quarter.....	0 03	
Pails, 3 1/2 lbs. each.....	1 75	
" " ".....	1 95	
Maple syrup—		
Gallons, 6 to case.....	4 50	
" " 12 ".....	4 80	
Quarts, 24 ".....	4 80	
Pints, 24 ".....	2 50	
Molasses—		
New Orleans, medium.....	0 30	0 35
" " bbls.....	0 28	0 30
Barbadoes, extra fancy.....	0 37	0 45
Porto Rico.....	0 45	0 60
West Indian.....	0 30	0 35

TEA—Business locally continues quiet sales being still of the hand-to-mouth variety.

Concerning general market, Thompson Bros., London, weekly circular, dated July 30, says: "The noticeable feature of the week's sales has been the well-sustained demand for all good liquoring grades, both of Indian and Ceylon at, generally speaking, firm prices. There seems to be more attention given to the sales, and when the supply is larger and more varied a better business all round may be looked for. We learn from several quarters that since the beginning of June good rain has fallen in most districts, and that large quantities of tea have been made in the Dooars, Terai and Sylhet districts. In Assam owing to the prevalence of blights, growth has not been so rapid; but this is compensated for by the finer quality expected. The Darjeeling output up to the present has proved satisfactory so far as output is concerned, but growth has been too rapid for much really fine quality. The market now is virtually closed for a fortnight and there will be little or no private business worth mentioning passing, as buyers generally are taking advantage of the bank holiday."

COFFEE—Local business continues fair with no new features.

Willet & Gray, in reviewing the markets generally say: "During the week speculative selling has continued, stimulated by liberal receipts at Santos and also by a flood of wild rumors of all kinds in the different coffee markets. While the credit of the San Paulo Government is fully equal to the best of any country in South America, as was proven by the price of its bonds during the financial panic last year, unscrupulous bears do not hesitate to circulate articles derogatory to the Government, for which attacks there is not the slightest foundation. All the consignments of the San Paulo Government held in Europe are equally as well secured there as here, which means that there is a margin of at least four dollars a bag at present prices. The weather in the coffee regions in San Paulo has turned very cold again. From one of the best known sources in Brazil, under date of June 16 at San Paulo, the following report was received: 'The way I feel we will again have a very irregular crop next year. Up to the present the winter has hardly made itself felt, and if we should experience the same weather as in Europe in April and May, cold weather may be expected here at the flowering

period. Such events are not infallible. We have often ascertained that same are about to repeat themselves on the southern hemisphere four to six months later. It is not said that on that account severe night frosts are to be expected. The cold alone, at the time of flowering, would destroy part of same.' After the 1901-1902 crop it required five seasons before another large crop was possible. It is not at all probable that conditions now can be more favorable for a large crop, as in the meantime the trees have aged and in most cases have gone beyond their best production. But the flowering season is commencing and will undergo seasonal vicissitudes up to next November. Those parties who have sold short and are still selling short, represents there will be another large crop, notwithstanding the above."

DRIED FRUITS—Advices received within the last few days by local brokers from Denia regarding Valencia raisins report not too favorably on the crop. Very hot weather has affected many of the grapes, it is said, and the crop cannot be very good. At present it is anticipated that opening prices will be about the same as last year. Sultana raisins are a little easier in primary markets and prices are expected to be a little lower than last year.

Prunes, Santa Clara—		
100-120s.....	Per lb	0 06
90-100s, 50-lb boxes.....	0 36	0 07
80-90s ".....	0 07	0 08
30-10, 25's, 50-lb boxes.....	Per lb.	0 07
70-80s ".....	0 08	0 09
60-70s, 50-lb boxes.....	0 07	0 09
40-50 ".....	0 09	0 09

Note—25 lb. boxes 1c. higher than 50 lb.

Candied and Drained Peels—		
Lemon.....	0 11	0 11 1/2
Orange.....	0 11	0 12
Peaches.....	0 18	0 20
Figs—		
Element, per lb.....	0 08	0 15
Tapioca.....	0 03	0 04
Bag Figs.....	0 02	0 04
Currants—		
Fine Filiatras.....	0 06	0 07
Patras.....	0 08	0 08 1/2
Uncleaned, 1c. less.		

Raisins—		
Sultana.....	0 09	0 13
" Fancy.....	0 11	0 12 1/2
" Extra fancy.....	0 14	0 15
Valencias, new.....	0 05	0 06 1/2
Seeded, 1-lb packets, fancy.....	0 10	0 10 1/2
" 16 oz. packets, choice.....	0 06	0 06 1/2
" 12 oz. ".....	0 06	0 06 1/2
Dates—		
Hallowees.....	0 05 1/2	0 05 1/2
Sais.....	0 04	0 04
Fards choicest.....	0 08	0 09
" choice.....	0 08	0 08 1/2

SPICES—Beyond a little more firmness in the market generally there is little new to report. Prices are steady as quoted.

Peppers, all 1/2 lb.....	0 16	0 20
" white pure.....	0 25	0 30
" whole, black.....	0 13	0 13
" whole, white.....	0 28	0 28
Ginger.....	0 18	0 25
Cinnamon.....	0 25	0 40
Nutmeg.....	0 45	0 50
Cloves, whole.....	0 25	0 35
Cream of tartar.....	0 22	0 25
Allspice.....	0 17	0 19
" whole.....	0 17	0 20
Mace ground.....	0 50	0 60
Mixed pickling spices, whole.....	15	0 30
Cassia, whole.....	0 20	0 25

RICE AND TAPIOCA—Business is fairly good and compares very favorably with other years at the same season. Prices are unchanged.

Rice, stand. B.....	Per lb.	0 03 1/2
B rice, 5 bag lots, delivered.....	0 03	0 03 1/2
Hangoon.....	0 35	0 03 1/2
Patna.....	0 35	0 03 1/2
Japan.....	0 05	0 05 1/2
Java.....	0 06	0 07
Sago.....	0 05	0 05 1/2
Seed tapioca.....	0 06	0 06 1/2
Tapioca, medium pearl.....	0 05	0 06

BEANS—The market is still short but as demand is light at this season and new crop beans are expected shortly there is little interest manifest.

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

PLEASANT TRIP TO GREAT BRITAIN.

T. Kinnear, jr., of the T. Kinnear Co., Toronto, returned this week after a very enjoyable three months' trip through Ireland, Scotland and England. Mr. Kinnear went first to Ireland, where he spent some time in Belfast and with friends in other places. From Ireland he ran over to Scotland, taking a hasty trip through the land o' the hills an' heather. The main part of his trip, however, was through England. While stopping most of the time in London he took a good many side trips to other points of interest and incidentally took in about all that was going in the way of sport during his stay. He saw both the English Derby and the Ascot gold cup run, as well as minor events; was an interested spectator and enthusiastic supporter of the Canadian athletes at the Olympic contests and saw both the Royal Henley and the Olympic regattas. Mr. Kinnear is looking hale and hearty and speaks most enthusiastically of the pleasures of the trip.

DECLINE OF THE SHAD FISHERY.

Interesting Evidence Before Commission in Nova Scotia.

The investigation into the shad, salmon and gaspereau fisheries in the Bay of Fundy now being carried on by a special government commission, is arousing a good deal of interest in the fishing communities on the Bay. The commissioners, Prof. Prince and Mr. S. F. Morrison, have held long and exhaustive sittings at several points during the past two weeks.

Large numbers of fishermen have been in attendance and evidence of a very important nature has been given. The great age of some of the most experienced shad and salmon fishermen was a notable feature, many of the witnesses, who offered testimony to the commissioners, were eighty years of age and over, and their knowledge of the Bay of Fundy fisheries covered the long period of sixty and seventy years.

The evidence shows that since 1885 the fishery had greatly declined owing to the destruction of shad in the rivers where they spawn in spring. In 1897 there was a spurt and forty or fifty thousand were taken in a Scott's Bay weir on a tide. No spawn shad ever appear now in Scott's Bay. Not one in a thousand. They come in to feed up, in July, after they have spawned elsewhere and a few may be taken as late as September 10. Various causes are said to have produced the decline, but the use of drift nets, the blocking of rivers by dams and the destruction of spawn shad in St. John River, N.B., were some of the chief reasons. The sittings of the commission are being continued and should be productive of much benefit.

MELON CULTURE IN CANADA

Fruit Reaches Finest Development on Island of Montreal, Where the Industry Assumes Considerable Importance—Large Demand at High Prices From United States—Some Incidents of Melon Growing.

The old, but now happily disappearing illusion that Canada is a land of snow and ice obtains its finest refutation in the fact that she raises certain varieties of fruits which reach their greatest excellence within her boundaries. There are some fruits which we invariably associate with a tropical country, and among these melons may be numbered. To say that they reach their finest development in size and flavor in the Island of Montreal at first appears improbable, but such, however, is undoubtedly the case. While all varieties of melons can be raised on the island with varying degrees of success, the variety known as the nutmeg melon may be called Montreal's pride. On investigating the origin of the melon, its native habitat, habits of growth and other peculiarities, it is found that this fruit had its origin in a very warm country, having been first cultivated in India. From India its cultivation is next recorded in Persia and Egypt, and along the northern coast of the Mediterranean. It is a remarkable fact that it was introduced into America by Columbus, and in their various peregrinations over the North American continent have found most favorable root on the Island of Montreal, and have become localized to Outremont and Notre Dame de Grace, where they reach their greatest state of perfection, both in flavor and size.

Upon investigation it was found that they required the tenderest care in cultivation, and an infinite amount of work and attention.

In March the seeds are planted in hot beds, and fifteen days afterwards, if the plants have made suitable progress, they are transplanted into other hot-beds. As the season progresses and all fear of further frosts disappear the plants are again transplanted into what are called summer hot-beds. The vines are by this time well started, but it is a specially critical period in their life, as soon after this the frames from around each bed of plants are withdrawn and the plants are submitted to the prevailing climate.

A melon patch consists of several long beds divided from each other by an interval of about four or five feet. In this interval some growers plant two rows of potatoes, which serve as a wind shield, to prevent the wind getting in under the young vines and turning them over, which frequently happens when they are exposed. Some growers plant corn for this purpose, but it possesses the disadvantage of imprisoning the air, so to speak, and rendering a free circulation among the vines impossible. Toward the middle of July the most advanced plants will be producing melons of fair size, which, up to this time, are quite green and smooth. When this smooth, dark green appearance commences to give way to a process of change known as "netting," and which changes its whole appearance externally, the melon has reached the time when it is nearly ready to go to market.

This time is definitely determined, however, by a series of cracks which

take place around the point of junction of the stem with the melon.

It is known that if any fruit or vegetable of the same family lies in one position on the ground when it is finally picked there is a disfiguring mark on it covering the spot which came in contact with the ground. This difficulty is obviated by carefully blocking each melon up with small stones, so the air reaches all sides of it equally.

The greatest care is exercised in gathering the melons, as bruising leads to immediate decay. This precaution is carried to such an extent that the path over which the wheelbarrow passes is swept clean of stones and pebbles in order that its passage may be as smooth as possible.

The melons are labeled, and packed with hay in large baskets, which contain from eight to twelve each. The fruit is classified as firsts and seconds, in both quality and size. The harvesting season lasts generally from five to



A Load of Prime Canadian Melons Grown on the Island of Montreal.

seven weeks, and during this time the grower must exercise great care in disposing of his crop as they ripen, in view of the fact that this fruit is particularly susceptible to rot. After the crop commences to move the melons find their way over Canada and a large proportion of them are exported to the United States, where they are in good demand.

In some of the larger hotels of New York City Montreal melons are sold for one dollar a portion. Melons are shipped exclusively by express. As they are a rather short-lived fruit this means of transportation is rendered necessary in order to land them on the market as soon as possible. Owing to the supply being immensely inadequate to the demand, good prices are maintained for the product, and no difficulty in disposing of the yield is experienced. Every year brings an increasing number of inquiries from the United States for the fruit. Some of the largest producers act as their own agents and ship direct-

ly to New York, while others sell their output to agents, and commission men.

At the present time it is estimated that there are from twenty to twenty-five farms on the Island of Montreal which grow melons, and during the season there are from one hundred to a hundred and fifty men engaged in their cultivation. While the cultivation of this fruit may be regarded as a lucrative one, the initial expenses are very heavy, and it requires both experience and means to achieve a successful issue. One of the largest producers on the island stated to a representative of The Canadian Grocer that he had from \$18,000 to \$20,000 invested in paraphernalia alone. This condition, taken in conjunction with the fact that these farms lie, in most cases, contiguous to the City of Montreal, where the taxes are very high show something of the expensive side of the industry.

Although growers are, by artificial means, in a small measure independent of the nature of the season, it is generally recognized that a dry, hot summer is best adapted to the highest degree of perfection, both in size and flavor. As their popularity increases more farms may be noticed under cultivation, but there will never be much danger of a glut of the market, because the acreage on which they may be culti-

vated, even on the island, is sharply marked. With the advance of scientific methods of farming more concentrated means of raising them may be discovered, but at the present time this may be regarded as a rather remote possibility.

For much of this information, The Grocer is indebted to B. T. Decarie, of Notre Dame de Grace. Mr. Decarie is one of the largest producers on the island, and the art of cultivating melons comes to him from a long line of ancestors, who have resided on the same farm since the days of Maisonneuve. This fact, and the present high standard of his crop, makes him an authority on this subject. Mr. Decarie's particular brand is known as the King Edward VII., and the little round red label setting forth this fact is a familiar mark which may be seen almost anywhere where this high class fruit is exposed for sale.

THE DELIVERY RIG AS AN ADVERTISEMENT

Valuable Opportunities Are Presented for Developing Business by Means of a Clean and Striking Wagon—What One or Two Grocers Have Done in This Way.

Written specially for the Canadian Grocer by Victor Lauriston, Ekildna,

The average housewife, between intervals of cooking the meals, putting the house to rights and minding the baby, has her eyes and ears wide open; and at supper time she is a paragon of deafness and blindness if she can't name every grocery rig which has driven past the house since sunrise. This is chiefly why the delivery rig, especially in a town or small city where the number of rigs is limited, is an advertising medium just as genuinely valuable as printers' ink or window display.

Yet it is an advertising medium which grocers, even grocers who use plenty of newspaper space and dress their windows to the limit, are apt to neglect from sheer blindness to its value.

What McPush Did.

When McPush—we'll call him McPush for the sake of argument—started in business on a side street a good many years ago, he had no desire to limit himself to the usual corner grocery business, done chiefly after night-fall. Among his first moves was the purchase of a delivery rig which proved to be one of the handsomest and most up-to-date in town. In all probability his total deliveries at that precise time were embraced within a radius of a few blocks, and he could have covered the whole territory with a boy and a push cart.

But he built for the future, as all business men should. Every day that rig started out bright and early, and kept on the go with slight intermissions all day long. And everywhere housewives, sighting the attractive design in scarlet and gold and reading the name, "McPush" in big, bold letters, wondered how it came about that McPush, who had been in business only a month or two, was already delivering clear across the city.

Curiosity Brought Results.

Curiosity prompted investigation. Investigation brought people in streams to the McPush counters. When the time came to actually deliver, McPush had the goods. The quality was right, the prices were right, and finally, McPush was the kind of man who knew how to retain custom once it came his way. Those who had come originally from curiosity, kept coming because it was business, and the far-reaching trips of the handsome delivery rig ceased to be all bluff, or anything like bluff. No—it was not the deluge of business of which one reads in romances; but it was a good, substantial trade, drawn from all parts of the town.

Now, if McPush had been content to send out a rig just like every other rig or a little worse, painted an obsolete hue and with the firm name scarcely distinguishable for spattered mud—but never mind! If McPush had been content to send out a rig like that, he would never have sent out a rig at all, but would have used the small-boy-and-push-cart delivery system to the end of his days.

Good Advertising and Bad.

The rig may be a good advertisement for your business, or it may be a bad one. It may attract trade, or it may actually drive it away. The average rig, a purely indifferent quantity, does neither. Like your show window, your delivery rig is the outward and visible sign of the quality and methods within.

The impression the rig creates may be favorable; or it may be just the reverse. To make a favorable impression involves steady care and watchfulness work, and finally, the expenditure of money. Nevertheless, in the end, it will prove amply worth while.

The first essential in the rig, as in the store itself, is cleanliness.

Cleanliness An Essential.

The average housewife devoutly believes that cleanliness is part of godliness, and a very important part. It is a gospel which she not only believes, but lives. It is the housewife to whom the grocer must cater.

The rig should, therefore, be kept scrupulously clean. While, of course, at certain seasons of the year mud is prevalent and in a measure excusable, nevertheless it should not be permitted to accumulate until the original color of the rig is a thing forgotten, and the hubs and spokes, caked and crusted with the refuse of the streets, look like integral portions of terra firma. The outward dirt of the rig may not, probably does not injure the groceries, especially when, as is almost universally the case, the goods are carefully wrapped; but the impression is unfavorable. To the public mind, contamination is wonderfully easy, and the dirty rig indicates a carelessness which may be just as evident when the groceries are wrapped.

If external cleanliness in connection with the rig is policy, internal cleanliness is a duty.

Make It Distinctive.

The grocer is losing an opportunity when he fails to make his rig as distinctive in appearance as possible.

All rigs are, of course, of a general size and shape. But in the blending of colors and the styles of lettering the grocer is afforded opportunities to make his rig so different from all others that one who sees it cannot help but remember.

For instance, away back in 1893—the year of the Columbian Exposition—a grocer in a small town adorned his rig with a handsome painting of Columbus discovering America. Expensive, of course. Nevertheless that rig attracted attention; and, as a result, advertised that particular grocer and his business. Of course it is not necessary for the average grocer to go that far in his search after effect.

New Paint and Bright.

A first essential to an attractive rig is that it should look new. Faded paint presents an aspect scarcely more cleanly than does dirt itself; and the impression it creates is suggestive of age, mildew and decay. While a new coat of paint cannot be put on with every season, nevertheless, it should not be withheld when the rig needs it. Care as to the quality of the paint used will produce good results.

Other essentials are: the grocer's name in striking letters, his street address, and his telephone number. If you have a striking store emblem or a catchy advertising phrase, add that too. If you have a specialty, use your rig to boom it. The big, blank side of that rig is a certain amount of valuable advertising space where passers-by will read because they cannot escape from it.

Avoid the Traditional.

Don't tie yourself down to any traditional color of background, or to any traditional style of lettering. Don't imitate. Because the majority of grocery rigs in your town are all the same faded yellow, is the very reason why you should choose a more pronounced and less hackneyed color. Study combinations of color, and strive for new effects.

For instance, all the ice wagons in a certain town have from time immemorial been innocent of any adornment. Here comes a new dealer who, along with his name and business, portrays in suitable colors a polar bear on a cake of ice. There is a cool suggestiveness in such a design that appears to a man in the street, especially in mid summer. A baker features a special variety of "registered" bread. He adorns his rig with the picture of a farm house and the legend, "Farm House Bread." Doesn't that help to fix the name of the baker and his brand in the memory of the passerby?

In fact, for all classes of people and all ages of life, pictures will never cease to appeal. The people who haven't the patience to peruse any other part of the Sunday paper invariably turn to the illustrated supplement. Any magazine story is rendered far more effective by illustrations.

NEW PROCESS OF FOOD PRESERVATION

French Chemist Discovers Method of Keeping Perishable Products by Application of Carbon Fumes—Promises to Play Havoc With Refrigerator System.

Recent advices from France report the discovery of a new process of food preservation by a Brussels chemist, Isidore Hislaire, for which most remarkable results are claimed. From tests of the new discovery which have already been made it would appear that the method will work wonders in the business of food preservation, and will, to a great extent, do away with the refrigeration method of preservation now so largely employed.

Carbon Fumes the Preservative.

The discovery may be briefly stated as the substitution of carbon for cold storage. The food, whether it be half a dozen eggs or a hundred tons of cheese, is exposed to the fumes that arise from some tablets prepared by the discoverer. This vapor coats the surface of the food with an invisible film, thus effectually preserving it from the oxidization of the air, and arresting putrefaction. The food thus treated remains for months in exactly the same condition, and it is said that it may be safely kept in any temperature thereafter. It is necessary, however, in order to apply the vapor that the food should first be placed in an air-tight chamber. Then the vapor is passed over it, and in a few moments the embalming has taken place.

The Secret of the Process.

The vapor is obtained from the melting at 170 degrees Fahrenheit of a white tablet, about the size of a 25-cent piece, and about four times as thick. About ten ingredients go to the making of the tablet and the combination of these, of course, is the chemist's secret. The vapor itself is said to answer to the tests of the purest form of carbon. Its presence may be easily detected by a peculiarly pungent smell, and its effect is seen in watering eyes and severe headache. These symptoms render accidental asphyxiation almost impossible. Before the preserved food can be eaten the carbon must be expelled, and this is accomplished by heating in the oven or boiling. The fumes are thus dissipated, and neither the nostrils nor the palate can detect the slightest trace of carbon.

Tests on Bacon and Eggs.

A test of the new process was made in England not long ago by a well-known firm of bacon-curers. Of a consignment received from Ireland four sides were "Hislairized," and four were left untreated. They were then returned to Ireland. In a few days the untreated bacon had to be thrown away, but the other sides were left for thirty-two days. At the end of that time two were sent back to London for examina-

tion, and found to be perfectly pure and edible, and free from the first sign of slime or fermentation. They were then smoked, and ten days afterwards were eaten. Another test was made with treated and untreated eggs, immersed in artificially prepared gastric juice. One disappeared as quickly as the other, thus proving that the carbon had not made the food indigestible.

An Effective Germicide.

Another important advantage claimed for the vapor is that it is an effective germicide. Meat once treated is rendered immune from flies and insects. Fifteen minutes' submission to the vapor will destroy all organisms. The bacilli causing typhoid, cholera, pneumonia, suppuration and anthrax all succumb. These results are expected to make the tablets valuable for the sterilizing of linen in hospitals. It is thought, too, that the silkworm industry will benefit by the process. At present the destruction of the chrysalis in the cocoon is an extremely delicate operation. The vapor, however, will destroy the chrysalis without injuring the silken filaments.

So far as expense is concerned the application of the new process seems likely to play havoc with the iceman's business. A ton of meat, for instance can be treated at the expense of about half a dollar, and this is expected to keep the food in good condition for a month at least. The apparatus necessary, when the new method comes into general use, would include only an air-tight box, a tube and a spirit lamp for melting the Hislaire tablets. The discovery has been spoken of very highly by scientists and chemists in Europe and Great Britain, and the developments of its possibilities is awaited with great interest.

TRADE NOTES.

Barry Bros, grocers, Montreal, have assigned.

George Harrison, general merchant, of Wilkesport, Ont., has assigned.

J. M. Clairoux, general merchant, of Blezard Valley, Ont., has assigned.

The general store business of D. Bickell, of Gore Bay, is advertised for sale.

Mrs. R. McGowan, confectioner, of Gladstone, Man., has sold her business.

The grocery stock of S. E. Sweet, Hamilton, has been sold to Fannie E. Sweet.

Huth & Laffrey, grocers, Hamilton, have sold their business to Warburton & Son.

The Caledonia Biscuit and Confectionery Co., of Montreal, has been incorporated.

What is your specialty? Use your rig to boom it pictorially, as well as in words. Are you, for instance, making a feature of having early fruits in stock a day or two before anyone else? Just set that pictorial artist of yours to work.

Enterprise Pays.

A few years ago there were many comments upon the public spiritedness of the grocer who turned out a handsome rig, while the man who added a picture threw the public into spasms. They looked upon him as people used to look upon Andrew Carnegie when he went scattering libraries through the length and breadth of the land. They said that it cost a lot, but it showed that Grocer S-and-So was enterprising and progressive. To-day however, grocers are realizing that the man who was apparently throwing away his money in an extravagant display of good taste, may really have been gifted with exceptionally keen business sense. For it is, and always will be, good business to make your rigs so attractive that they will help to draw customers to your counters; just as it is bad business to leave them muddy, uncleanly, decrepit and consequently repulsive.

CANADA'S GREAT EXHIBITION.

Displays of Foodstuffs and Manufactures of Special Interest to Grocers and the General Public.

The Canadian National Exhibition, to be held in Toronto from August 29 to Sept. 14th, always offers an attraction to grocers and provision dealers, as well as the public generally, by reason of the comprehensive displays of foodstuffs and household articles made by manufacturers and agents. For several years this has been one of the most attractive features of the Exhibition, and this year promises to be just as full if not more complete.

This year, also, there will be more than the usual number of foreign exhibits. Several manufacturers of different products in France and Great Britain having signified their intention of sending over exhibits. In addition there will be exhibits of varied character from different islands in the West Indies, from Mexico, and a number of the States in the Union.

Other features, such as music, special entertainment, and novel attractions of various kinds are being well looked after, and the Canadian National Exhibition as a whole promises this year to be as usual better than the last.

LARGE FRUIT SHIPMENTS.

Large shipments of lemons and limes are coming into Toronto the present season and the demand seems to be unusually good. White & Co. received over 1,200 boxes of verdelli lemons this week and also large shipments of fresh limes. W. B. Stringer is receiving quantities of Dominica limes direct from the growers.

"Men Who Sell Things"

The Salesman Should Talk the "Gospel" of His Line and Talk it Hard—Don't Let the Backbone be a Wishbone—Some Considerations Regarding "Territory," Its Treatment and Possibilities—What to do in the Enemy's Country.

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

Harmonious Conditions.

The second step toward gaining the end in view is for the salesman to put himself as far as possible in entire harmony with all the conditions under which he works. To do this, his relations with his house should be candid and agreeable; there should be no rankling remembrances of differences which he may have had with the manager or others in the house. He should have absolute faith in the product he is selling; he should feel in entire sympathy with every prospective customer with whom he talks.

This last is a most important matter. Some salesmen seem to think that it is sufficient if they preserve the outward forms of courtesy and patience and consideration in dealing with a trying customer.

Perhaps the customer's objections are ridiculous because of his ignorance, and prejudiced because of his narrow-mindedness. It is necessary to get down to first principles and improve upon his education before he can form any conception of the value of what is offered him. The salesman who is not genuinely in earnest will hate this slow and tedious process. He will talk in the kindest possible manner to his customer, of course, but mentally he will be calling the man a fool, and wondering how such an antiquated specimen managed to survive the flood. The customer, of course, hears what the salesman says, and does not know what the salesman is thinking. Still, he is very likely to be affected by the negative thoughts in the salesman's mind. If he gives his order at all, it is because he has either been beaten in argument or made to feel ashamed of his own conservatism. It is certain that he has not been influenced by the power of attraction.

The salesman who was really in earnest would undertake the same task without any mental reservation. This at least would leave his mind free to devise ways and means by which his prospects might be enlightened. He would have a quicker insight into the circumstances that govern the case. A mutual understanding and appreciation would be established, such as exist when two persons are said to be enraptured—a very necessary condition before one mind can exercise any attraction over another.

No one should confuse the mental action described here with hypnotism. It is not recommended to make an attack on the will power of a customer, for

that is neither fair play nor practical business. One can, however, develop a power to arouse the interest and goodwill of others, so that they will sometimes do voluntarily what a hypnotist seeks to make them do involuntarily. Such power, when acquired, assures some measure of success at least.

CHAPTER XIV.

Specializing Efforts.

Is your mind on the real game of salesmanship, or on a dozen outside ones?

This is the age of the specialist. In the world of materia medica the general practitioner is all right in his place; but when you are suffering with some specific ailment that requires a careful diagnosis and more careful treatment, if you value your life, a specialist is called in for consultation.

If you were obliged to engage the services of a lawyer on a difficult case, you would employ a lawyer who had a reputation for being particularly skilful in the very line in which your case is classed. The merchant does not long patronize a salesman whose energy is wavering and whose mind is set on anything and everything but the thing he has to sell. Singleness of purpose is one of the predominating features of successful salesmanship, just as it is in any other profession.

Some years ago a city clergyman of inquiring mind sent a number of postal card inquiries to non-church-going men in the neighborhood in which his church was situated, asking why so few business men attended church. He received many interesting replies, but the one that opened his eyes and set him to thinking hard was from a traveling man. It ran something like this:

"The doctor practises medicine; the lawyer practises law; a politician talks politics, and the business man talks his business; but the average modern clergyman of the so-called new school talks everything and preaches everything but the Gospel, the thing he was ordained to preach. Business men, or any other class of men, except, perhaps, Beau Brummells, do not care to go to church and listen to talks about the boys' brigade, the girls' cooking school, the ladies' sewing society, a treatise on the latest novel, nor side talks on current events of the day."

Talk "Gospel" and Talk it Hard.

The salesman who wanders about in his profession, like the Mississippi river seeking a straight course but not finding

it, is not unlike the minister portrayed by our friend the traveling man.

If you are selling shoes talk shoes; dry goods, talk dry goods; clothing, talk clothing. Keep your mind on the one important thing.

Your customers do not care to discuss with you the candidacy of the next President of the United States; whether your baby has a new tooth or a dozen, your wife's disposition, nor the disposition of your neighbors. Neither are they interested in your competitors from your point of view. Their whole mind is centred, so far as you are concerned, on what you can do for them with your goods, not the other fellow's.

Concentration—putting your real thought in your real work; that is it.

You don't need to waste time reading this chapter if you are morally certain that the best that is in you is being used every hour, and used to give your customers, your house, and yourself the best chance possible—maximum results with minimum waste; and that applies to everything pertaining to your work—energy, time, expense, territory, and all.

Among the thousands of salesmen there may be a few that play the game of salesmanship as a good checker-player plays the game of checkers. The few in the thousands do not need to think about the importance of concentration, but a very great majority of salesmen do need to realize what oneness of purpose might mean to them.

The Wishbone Out of Place.

Every salesman wants something that he has not got. "His wish-bone may be where his backbone ought to be," but he wishes just as if Nature had made him right.

There is not a single salesman that is not planning in a more or less aimless way to do something, to get somewhere in life's journey, to be something worthy of the recognition of his superiors; and there is really not one that could not have his heart's desire, or at least succeed in a fair measure, if he would wear that wish-bone in the place for which it was originally intended. Keeping his mind on the essential things in salesmanship, and off other things, will help wonderfully his desire to get, do, and be something more than a wayfarer on the highway of success.

Have you ever seen two salesmen with relatively equal chances—a good salesman and a bad salesman?

The bad salesman makes excuses for himself at the end of every trip, all through the year, and at the end takes a cut in his salary or looks for another position. The good salesman plans his year's work from the beginning. Carefully he studies his territory, making his work fit his set plan; watches every move of his competitors; takes every

vantage-point smilingly, easily, but fairly, and wins in the end because his mind has been on his business.

Territory as a Firm Asset.

One of the most important things to the average salesman in specializing his efforts is to confine his work to as limited a territory as possible, insuring profitable returns for energy expended. Seven out of ten salesmen traveling with trunks and representing wholesale concerns, cover from 33 1-3 to 50 per cent. more territory than is necessary to produce the best results to be obtained. Few, apparently, recognize the fact that concentration of energy on a limited number of accounts produces in the end much more satisfactory business than the same results reaped from a broader field. A little soil well tilled is infinitely better than a large acreage half raked over.

Your territory is an asset of your house just as much as its surplus capital, stock, or book accounts. The worth of your territory as an asset is gauged entirely by the manner in which it is gone over. This does not apply to all lines in the manufacturing world, but it is invariably the case with jobbing houses or wholesalers in any line.

The too infrequent calling upon customers leaves a loophole for your trade to escape and scatter its accounts among a large number of houses; but this escape could not be possible if you would visit your customers oftener. Every time you give your competitors a chance to wean away your customers' accounts and likewise their confidence, you render your trade of an uncertain quantity as well as quality.

"But," argues the salesman who has not tried this plan, "how can I keep my road work up and show good sales every day, if I visit my trade oftener than their demand for goods requires?"

The answer is: The nature of your accounts and the results at the end of the year, not at the end of the day, is the determining factor in your ultimate success.

By keeping in the closest possible touch with your trade you are eventually enabled to establish a custom that you can call your own, and your work is accomplished with the minimum amount of effort and expense. But that is not all. Confidence in business is the guiding-star of all satisfactory operation. It is secured mainly by a close relationship between buyer and seller.

Keeping the Eggs in One Basket.

Did it ever occur to you how thoroughly you can aid in promoting the interests of your customers, as well as your own, when you have once obtained their confidence to the fullest degree, and that the best possible thing under any circumstances for them is to keep their purchasing eggs as much in one basket as possible, provided the basket is the right one?

Many a small town dealer has allowed his ship of commerce to ground on the shoals of bankruptcy, solely because he purchased from too many houses and could not watch his payments, besides getting more goods on hand than his limited output demanded. All this the clever salesman with singleness of purpose can avert.

I have witnessed the plan of traveling men on limited territories carried out to an eminently successful conclusion in many cases where it was tried. A few years ago my house had but one man covering the state adjoining the one on the east of that in which we were situated—territory that was generally conceded to be in "the enemy's country." Right here I want to emphasize that that "enemy's country" cry is pretty much a time-worn, punctured theory in the minds of the energetic salesman and the progressive and aggressive house. These assume—and correctly so—that the logical market for any territory, irrespective of distance or position, is the one that can offer the best inducements to draw the patronage of that territory.

In the "Enemy's Country."

Well, Mr. Salesman of the "enemy's country" argued that there was not enough business for a second salesman in his state. He protested against the intrusion with a fervor that would easily have made him top man on the annual sales sheet had this new-found energy been directed on sales-making on his own account in place of arguing against it on the other fellow's. He stoutly maintained that if a division of his territory occurred he could not conduct a profitable business on the section allotted him; that the experiment was bound to be a failure; that the house would regret it, and in the end he would be obliged to take back that portion of his territory given to a new man, and have the up-hill work of regaining the lost prestige that was certain to result from the change.

We were determined to try the experiment, however, and the following year the state was split in halves, the eastern section going to a new man and the western to our old traveler.

Five years later the new man's sales amounted to one hundred thousand dollars a year, against eighty thousand of our former salesman, and yet the latter showed an increase over his previous work and was gaining every year.

Later, precisely the same thing was repeated in two or three other states, with the same results.

In a still more notable instance we had a man traveling on a territory situated far distant from the house. His annual sales amounted to about one hundred and forty thousand dollars, for the greater part of which he received credit on house sales.

In the "Divine Rights" Class.

The sales manager endeavored to point out to him the superior advantages of his territory, and the results to be obtained by making two trips each season in place of one, as was his custom. Being of that "divine rights" class of men, he was a trifle touchy on the subject of any interference from the house as to the regular routine of his work as he thought it should be conducted. The matter was urged upon him until it got on his nerves, and he became exceedingly uncomfortable, so much so that one day he rushed into the office of the president and flaunted his resignation before him in a tragic manner, loudly protesting against interference with his personal rights. Little did he realize that the man who always thinks of his rights

is the first to forget that they involve an equal number of responsibilities.

The reverse of what he expected from his melo-dramatic effort happened. His resignation was accepted promptly, and just as promptly there commenced a rehabilitation of his former territory. It was divided into three sections and given to three young men in the house anxious to get on the road, and who were charged to the brim with enthusiasm and with ideas instilled into them from headquarters. At the end of the first year their sales in the aggregate amounted to two hundred and fifty thousand dollars. Three distinct territories had been established, each covered by a man with fine, growing prospects, and each man working like a Trojan in a spirit of friendly rivalry, the outcome of which could only mean a largely increased business for all concerned.

It is a great thing for a salesman to realize that honest, intelligent effort will bring its reward much more effectually and satisfactorily on a territory that does not encumber him with dead weight on account of its size. Clear your ship for action, and see to it that the barnacles of shortsightedness are cleaned from its bottom.

Getting Hold of a Life's Plan.

At the very period in which this chapter was under consideration it was my privilege to form the acquaintance of a gentleman whom I engaged on a commission to assist the committee of which I had the honor to be chairman, in the great public-spirited movement looking to the commercial and physical advancement of a Greater Chicago.

In the special work upon which we were engaged the services of my new-found acquaintance proved to be invaluable, notwithstanding we were paying him a commission that netted him on an average more than four hundred dollars per month. From boyhood his business career had been decidedly checkered, embracing the promotion of all manner of enterprises, from political campaigns, mining stocks, and expositions, to the management of theatrical companies, and even appearances before the footlights himself as an understudy when occasion demanded.

(To be Continued.)

IT SURPRISED HIM.

The sales manager of a large dry goods company recently took an extended trip over his field in order to become acquainted with the customers of his company. For some time previous to his trip he had been carrying liberal advertising in a representative trade newspaper. Upon his return, in conversation with the advertising representative of that paper, he said he was quite surprised to find what a help his advertising was in building up the reputation of his company with the trade. "Salesmen," said he, "often fail to realize how trade paper advertising helps them, but I know it does, nevertheless."

THE GROCER'S WINDOW

Suggestion for An Attractive Display for the Fair Season—Something About Signs and Display Cards—Window Don't's.

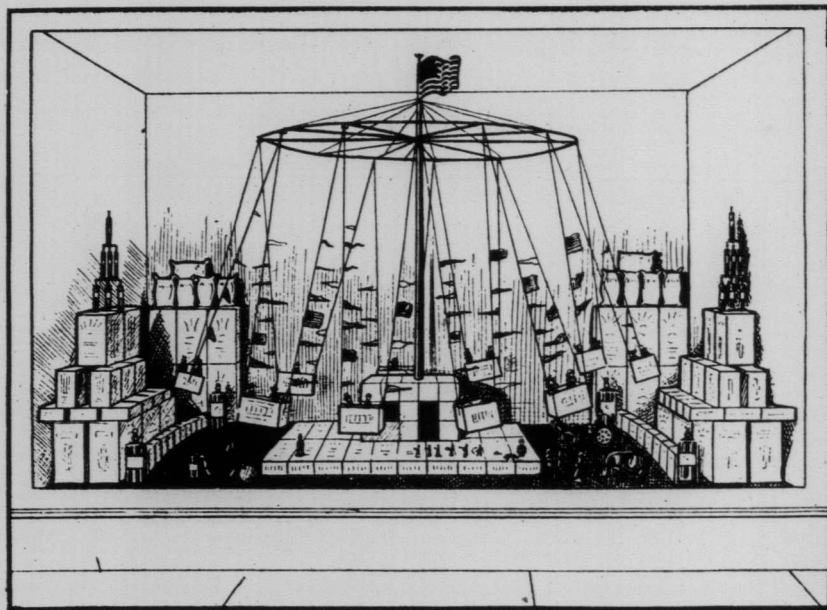
With the approaching season of fall fairs, each of which has its special attractions in the form of merry-go-rounds, circle swings, etc., a window such as suggested in the accompanying sketch, which, by the way, with the idea appeared originally in the Modern Grocer, will attract an enormous amount of attention, would prove a remarkably good advertisement and should lead to the sale of a good deal of goods. A mechanical window, with something moving, always proves a big attraction. This carries out that idea and brings it on at a time when it is particularly applicable.

The suggestion is for a window imitating the familiar airship swings, with packages of goods being swung instead of people, the model utilizing the principle of centrifugal motion. The swing is intended to be run with a small electric motor, which may be bought for

necessary to make the carton sit upright. The upper side of the carton is to be cut away and figures, dolls, etc., are set inside.

When all the ends of the strings are connected there will be ten cartons used. Upon the strings flags and pennants are strung so that when the swing is in motion it will present a gay and lively effect.

Upon the floor at the back of the shaft a platform is made of cartons and also a little power house. The motor connections may be made beneath the floor of the window, or the connecting belt may be left in sight to add to the interest. As the small motors, as suggested, run at high speed, it will be necessary to reduce this by means of a large driving pulley on the swing shaft, or possibly by means of an intermediate shaft and set of pulleys. The swing should run so that the carton cars



A Suggestion for a Grocer's Airship Window.

a couple of dollars and connected with a battery or with the electric lighting system, according as it is wired. This, of course, depends on local conditions. The swing itself is comparatively easy to make.

To start with a good, straight, stout pole is needed for the shaft. Upon the upper end of this shaft a wheel-like frame to be constructed. Rods of equal length are run out from the shaft and the other ends are connected around by a wire. This wire is divided into equal parts.

From each division drop two cords, making twenty cords in all, each to be the same length, coming about six inches from the floor. To the end of one of the two cords tie one end of a carton. To one of the two cords which drop at the next division tie the other end of this carton. Guy strings will be

swing out to about a 45 degree angle. The effectiveness of the display may be heightened by adding seasonable goods at the sides and rear of the window, and a couple of appropriate display cards.

CARDS HELP WINDOWS.

Grocery windows are always strengthened by window signs and display cards. The advertising ammunition furnished by the manufacturers of the products you handle can be used to bring out the artistic effect of your window.

But you should not depend on the other fellow's ideas entirely. Every man must work out an idea, which he feels will appeal to his customers and bring them into his store.

New shipments and consignments of an extensively advertised product can

all be used to strengthen your window. New ideas never fail to appeal.

Your display windows as well as your advertisements should be planned and designed to sell something. To merely attract attention is not enough. It means that your window is not a paying proposition.

You would not think of retaining the clerk who was a loss to you, and you should be just as particular about your display windows.

SOME WINDOW DON'TS.

Don't slight the windows.

Don't let the glass become dirty.

Don't depend too much on fixtures.

Don't neglect the upper part of the window.

Don't stick to one style of trimming; branch out.

Don't skimp on elbow grease in cleaning the glass.

Don't wait until a trim is fly-specked before changing it.

Don't overlook the utility of a certain number of fixtures.

Don't be afraid to try something new in the way of a display.

Don't let a window stand too long. A week is about the limit.

Don't fill a sunny window with goods that the sun will discolor.

Don't be afraid to spend a little money on the trim. It will come back.

—Ex.

\$160,000,000 ON CANDY.

It is estimated that from \$140,000,000 to \$160,000,000 is spent every year in the United States and Canada for gum drops, lolly-pops, taffy, jawbreakers and candy of different kinds. Without the children the candy manufacturers would have to go out of business. It isn't the rich man's dollars, but the poor children's pennies that made the enormous total. And most of the candy sold to children is, of course, of the penny variety.

"Take the all-day sucker, for instance. A certain manufacturer conceived the idea of sticking a meat skewer through a piece of candy and the thing made a hit with the children. Within a few months the demand for the all-day sucker became enormous and the man who originated it became a millionaire. A few years ago the Easter egg was practically unknown in the land. It was brought over to this country by the Germans, who place a great deal of importance on the observance of Easter. Now the Easter candy trade is as important as the Christmas trade, which is saying a great deal. In these two instances tastes were created, absolutely. It is the same with the Italian squash and others."

PERSONAL NOTES.

W. S. Silcock, Montreal, has returned from a trip to Europe.

E. E. Boyd, sales manager, Toronto branch of Red Rose Tea, is holidaying at Port Dover.

Geo. A. Holland, Montreal, has returned from a three weeks' vacation trip in the mountains.

John A. Gillies, fruit and commission merchant, Montreal, was in Toronto this week and made the rounds of the local fruit houses.



It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

O'MARA'S BACON

Quality Exceptional Prompt Delivery
 Prices Right Government Inspected

Quotations gladly given

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

Boneless Cooked Hams

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

F. W. Fearman Co.

Pork Packers and Lard Refiners

Phones 674 and 675. 17 MacNab North

Hamilton, Ont.

BEST TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

Butter Eggs Cheese Poultry

(Live and Dressed)

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

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

In ships which dence serve much mark indic. for c ture of sh house poun popul comi Then. takin there milk being factu only tities While farm their price actio has l not r ducti sourc ly as it wi

Rec ing A 86,39 last to A again perio not s on oc quent numb encou ahead ducti treat boxes for tl for tl From boxes week from 219 b the c Total 1, 27. for t year. 539 b boxes last

Sor tionec Siber and t meat Britis tion was


GEO. W. PROUT
 WINNIPEG and BRANDON, MAN.
Wholesale Produce
 Always a Buyer and Seller
 WRITE ME

Saskatchewan Merchants!!
 Get highest CASH prices on the
REGINA MARKET
 (and prompt returns) for your
BUTTER, EGGS and POULTRY
 by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
 ROSE ST. REGINA, SASK.
 Trial orders and correspondence solicited

SALT
 Car lots of Fine, Medium or Coarse,
 in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
 125 Adelaide Street E., Toronto

We Want Butter!
 Dairy Tubs, Creamery Solids
 We will buy f.o.b. your station,
 in large or small quantities.
 Write or phone us with best quotations.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and
 of the best quality can be had
 at reasonable prices of
P. POULIN & CO.
 MONTREAL
 Ask for quotations.


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

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

for finest westerns, and 12½c to 12¼c for easterns.

Cheese, new, large	0 12	0 12½
" " twins	0 12½	0 12½
" " old	0 14	0 14½

EGGS—Receipts of eggs are increasing and the quality is improving. Local demand is good. The total receipts of eggs for the season so far have been ahead of the corresponding period last year. Prices are slightly easier.

New laid	0 23
No. 1 Eggs	0 19
No. 2 Eggs	0 15

HONEY—This market is slowly awakening, and the crop has been a large one with the result that supplies arriving are increasing. The quality is very good, when compared with former seasons. Prices remain the same.

White clover comb honey	0 13	0 14
Buckwheat, ext acted	0 10	0 11
Clover, strained, bulk, 30 lb. tins.	0 09	0 10

TORONTO.

PROVISIONS—Very little change has come over the market during the week. Smoked and cooked meats continue to be the lines most in demand. Medium hams have declined one-half cent, and lard has gone up a quarter of a cent in all varieties, principally due to a sympathetic rise in butter.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 14½	0 15

Oakey's The original and only Genuine
 Preparation for Cleaning Cutlery,
 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass and
 Flint Cloths and Papers, etc.
 Wellington Mills, London, England
 Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BASKETS
 You can make money as well as oblige your customers if you handle our
Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.
 We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Roll bacon, per lb.	0 11	0 11½
Light hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 14	0 14½
Large hams, per lb.	0 12	0 12½
Shoulder hams, per lb.	0 09½	0 10
Backs, plain, per lb.	0 17½	0 18
" " pea meal	18 50	19 01
Heavy mess pork, per bbl.	23 50	23 50
Short cut, per bbl.	0 12½	0 12½
Lard, tierces, per lb.	0 12½	0 12½
" tubs	0 12½	0 12½
" pails	0 19½	0 19½
" compounds, per lb.	0 8½	0 09½
Plate beef, per 20 lb. bbl.	15 50	16 00
Dressed hogs	0 09½	0 09½

BUTTER—Demand is very great just at present, but the supplies have dropped off some. The factories are not making so much creamery owing to their inability to get milk and cream. As a consequence the choicest varieties have advanced about a cent all along the line.

	Per lb.
Creamery prints	0 25
Creamery solids	0 24½
Farmers' separator butter	0 23
Dairy prints, choice	0 22
" ordinary	0 18
" tubs, choice	0 21
Bakers' butter	0 18

EGGS—The supply still keeps a little in advance of the demand and prices are now around 22c, though some dealers are selling at 21c. This is a little lower than a week ago. Supplies are expected to drop off when harvesting is in full blast, and prices will then go up again.

CHEESE—The present is one of the quietest summers in cheese for several years past. Very little is being done locally, and both supply and demand are light. Prices remain unchanged.

Cheese, large, prime old	0 14½	0 15½
" " new	0 12½	0 13
" " twins, new	0 13	0 13½

POULTRY—Pretty fair business is now being done in this line. Of course, mostly live fowl is being sold, though an increasing number of orders is coming in almost daily for dressed fowl. Live weight quotations continue to be given. Young ducks are slightly firmer.

Spring chickens, per lb, live	0 13
Hens per lb., live	0 10
Young ducks, per lb.	0 10
Turkeys, per lb.	0 13

A NEW EARLY TOMATO.

London Man Secures Crop Several Weeks in Advance of Usual Time.

Phillip Jean, who resides on the Hamilton road, east of this city, has perfected a tomato which will yield a crop several weeks before the ordinary plant. The growers have been watching the plant closely and were surprised to hear that the first crop was sold at the canning company's plant on Rectory Street the early part of this week. The regular season for the tomato begins about the first week in September.

Since the London Canning Company located its plant in this city the growers have taken a much keener interest in the perfecting of produce. Each year Mr. Jean has taken the earliest and largest tomato and kept it for seed and in this manner has perfected the tomato.

Much interest is also being taken in a new butter bean which was imported by the company from Orange, N.J. It is practically solid meat and bears as fast as the ripe ones are picked.—London Free Press.

The reputation of

Rowat's Pickles and Olives

is one based on
Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles. Are you getting your customers interested? Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Royal Salad Dressing

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

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

Windsor, Ont.

Detroit, Mich.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

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

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

Be prepared for the demand this will create.

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

WM. CLARK
Manufacturer
MONTREAL

THE VALUE OF BOVRIL



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

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

BOVRIL Ltd.
27 St. Peter St. MONTREAL

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

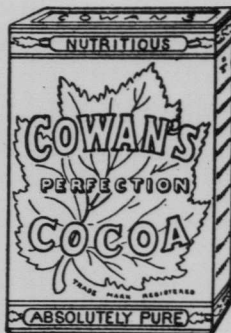
COWAN'S

is the name that is synonymous with the highest excellence in

Cocoa and Chocolate

Cocoa for all purposes, and the very acme of trade-winning

**Dainty
Delicious
Chocolate
Confections**



The Cowan Co., Ltd.



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

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

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

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

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

They have the consumers' confidence—
obtained through MERIT ONLY—
pure, clean, rich and healthful—

Mott's

"Diamond" and "Elite"
brands of

Chocolate

cannot be improved upon in respect to
purity of ingredients and cleanliness.

Ask your wholesaler for MOTT'S.

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

SELLING AGENTS:

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

THE HIGH-WATER MARK in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding month of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strengthening, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co.
Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Steady and Firm with Good Outlook—Business in Cereals Good for Summer Season.

There is little change of any kind to report this week in grain and its products. The markets are generally steady and firm with prices unchanged.

The flour situation seems to depend almost wholly on the reports of the western crop, and in accordance it has been firm, though not to say stiff, during the past week. With the present good prospects for a bumper wheat crop in all parts of Canada, and with less encouraging reports from other wheat-growing countries the outlook for good business this fall is exceedingly bright. Prices promise to be fairly high, but not unreasonably so. Prospects are bright also for a large and increased export business.

Cereals, too, are steady, and manufacturers generally report encouragingly on the business being done at this usually quiet time of the year.

MONTREAL.

FLOUR—During the past week numerous inquiries from foreign countries bring before our notice more forcibly the fact that most sources of supply, except Canada, are short. The Russian wheat crop is very small and the Argentine is not up to last year's crop. All of these conditions, it is thought, will keep prices in Canada fairly high, and it is expected the export price for new flour will be stiff. It is expected that this year Canada's crop, which, if nothing unforeseen occurs, will be a large one and will be distributed pretty widely. Prices remain unchanged locally.

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

ROLLED OATS—At the time of our last quotation considerable activity characterized this market, which, however, seems to have relaxed into its former dull condition. Dealers seem to think this only a temporary condition, and are looking for a permanent brightening up soon. It was thought that prices might weaken, but just now the market possesses a strong undertone, which will tend towards an advance, rather than a decline. Prices are the same.

Fine oatmeal, bags.....	3 85
Standard oatmeal, bags.....	3 05
Granulated ".....	3 05
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 85 1 70
Roll'd oats, 20-lb. bags.....	2 50
" " 80-lb. bags.....	3 25
" " bbls.....	5 25

FEED—The market is firm and the demand is only fair. The volume of trade in this line is made up of small orders, chiefly. Prices have not changed but there is an undertone of strength.

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

TORONTO.

FLOUR—While there is nothing of material interest to note, markets continue firm and steady, the situation generally being controlled by reports from west. The outlook, however, is most favorable.

Manitoba Wheat.	
60 per cent. patents.....	5 30
85 " ".....	5 00
Strong bakers.....	4 90

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

CEREALS — The market remains steady with prices unchanged. New wheat is coming in quite freely though it is not being generally used. Old wheat is scarcer, but is still procurable. Business is particularly good for this season of the year.

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

OFFICERS OF NEW SUGAR CO.

A meeting of the recently-elected Board of Directors of the Berlin Sugar Refining Co., was held in Berlin on Thursday, July 30, at which the following officers were elected:—President, W. H. Breithaupt; Vice-President, E. W. R. Snider; Secretary and Manager, James Fowler; Member of Executive, C. K. Hagedorn.

TRADE NOTES.

Langsner & Lebovics, grocers, Montreal, have been registered.

Wilson & Co.'s flour mill at Arden, Man., was burned last week.

R. I. Leroux, general merchant, Roxton Falls, Que., has assigned.

A. Osborne, general merchant, Keramos, B.C., has sold his business.

Large runs of salmon are reported from southern British Columbia.

Hesterman & Maloon, confectioners, Yorkton, Sask., are succeeded by John McCaslin.

A curator has been appointed for the grocery business of the estate of Martin Delaney, Farnham, Que.

A. Menerey's general store, Warwick, Ont., was broken into one night a week ago and some goods and odd change in the till were taken.

Baker and John, formerly in the employ of Conas & Young, grocers, Victoria, will enter business for themselves having recently purchased the business of A. Hunter.

The general store of Henry C. Hankinson, Weymouth, N.S., was destroyed by fire on July 25. The loss is between two and three hundred dollars.

J. W. Waddell is building a storehouse at Havelock, Ont., and will go into the tea and coffee business on a big scale. He is a tea mixer and expert of many years' experience.

A Square Dealer

Whenever you convince a customer that you have given her good value for her money, she regards you as a square dealer, which is the only sure foundation of success! Whenever you sell a package of

Mooney's Perfection Cream Sodas

you are giving her a square deal. The very fresh, crisp deliciousness of every cracker in the package will convince her of this.



The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



GOX'S INSTANT POWDERED GELATINE

The Purity of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
G.E. Colson & Son, Montreal
Masson & Co., "
P. Tippel & Co., "

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

48 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St. MONTREAL, CANADA

Mr. Groceryman

- ☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.
- ☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.
- ☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

Are you interested in any of the lines that are advertised? A Post Card will bring you price list and full information. Don't forget to mention Canadian Grocer.

TRADE POSSIBILITIES IN AFRICA

Large Opportunities for Canadian Manufacturers Who Are in Earnest.

"Canadian business men do not realize what a fertile field there is in South Africa awaiting their cultivation to yield splendid results."

This is what Captain J. W. C. Martyr, F.R.A.S., Chief South African Agent of the Elder Dempster Company steamships, said to a representative of the Canadian Grocer regarding trade relations between Canada and South Africa. Captain Martyr is visiting Canada with a view to promoting commercial relations between the two countries.

"South African merchants," said he, "would much prefer to handle the lines of Canadian manufacturers, but the latter do not appear to realize this, and they are allowing the United States firms to capture practically all of the trade which Canadians could have for the taking."

"In some lines there is noticeable an increase in exports to our country. I speak chiefly of cheese. Of this South Africans are importing larger quantities than ever, and the Canadian article is now crowding out that of English make. The export of this line may be develop-

ed to an unlimited extent. The United States cannot compete, for the vessels going to South Africa from American ports are not equipped to carry cheese. Freight rates from Canada are more advantageous also.

"Your butter is a little too salty for the trade in South Africa, and the Australian line is sold chiefly. We make very little ourselves."

"There is any amount of trade to be secured in canned meats, fruits and vegetables. Two of the largest American packers control the canned meat trade at present, but if Canadian packers went after the trade in earnest they could win it. Twenty million natives are beginning to use canned goods, besides the white population. This will give you an idea as to the future there is for these."

"The best part of our flour imports are from Canada, two of your large milling companies shipping very largely every year. Our only mills are located at Cape Town and are not able to nearly supply the demand. These are only a few of the lines which might be developed."

"You have every advantage over the United States yet you do not seem anxious to profit by the opportunities presented. Our tariff gives you a preference of three per cent., while freight rates between Canada and South Africa



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.

The Condensed Ads. in The Canadian Grocer bring results

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.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY

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

C. A. PARADIS, Quebec

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only

C. H. BINKS & CO., MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

are in every case below those from the United States to South Africa.

"I might say that our company is willing to do everything possible to promote business. We will gratuitously transport any bona fide Canadian traveler and his samples from Canada to South Africa, and will permit his use of our ship as a sample room, to which he can invite the merchants of the different ports we visit to see his goods. This is possible because we stop two or three days at the ports where we touch.

"It is only a matter of getting busy, and I can assure you Canadian goods would be given the preference every time once they are known."

MUST IMPROVE EVAPORATED APPLES.

Suggestions for Better Curing and Packing which Evaporators Should take Cognizance of.

The following letter, from a firm well qualified to speak authoritatively on the subject, draws attention to a matter which deserves attention and action. It will be read with interest by the wholesale and retail grocery trade generally and should be brought to the attention of manufacturers of evaporated apples.

—Editor.
Editor Canadian Grocer,—We would be glad if you could find space in your valuable paper for a few lines on evaporated apples. Having handled this product largely during the past few years we can easily see where improvements can be made, in the interests of this valuable commodity for Canada. During our experience we have had various complaints. Probably the worst is, the manufacturers do not dry their apples sufficiently to keep them. They are not cured properly, too much moisture is left in the goods, causing them to ferment very soon after the buyers have them in store, especially so when the weather turns a little warm. We have had many complaints of this sort, both locally and from abroad, and it certainly would be in the interests of all manufacturers to see that they pack their goods in dry condition. They should also see that they are better trimmed and cored, and be more particular in screening the apples. Too much small waste and seeds are left in the stock.

It is possible that the question might be asked in making these suggestions, whether we expect to get choice or fancy apples, but this is not the case. The driers in New York State make a good uniform prime evaporated apple, on the conditions mentioned, and the Canadians have lost a lot of ground here, and there is no reason why they cannot take more care and have a better reputation.

One of the difficulties is, we know, that there are too many small plants in Ontario, who pack say, 25 to 50 boxes at a time, and set them aside, waiting for another batch to be made up. As the season advances the quality improves, but there may be a dozen different qualities in making up enough for a carload. When these goods are received on the market, on a contract calling

for prime evaporated apples, some of them will pass, but a portion of the car will not. The fact is, they run very irregularly. We would advise the evaporators to pay more attention to the uniformity of their quality. This can be adjusted by not packing their goods so soon, but letting them lay in a pile until they get a shipment and have these mixed thoroughly to make the lot run uniform. If this is done a good deal of the trouble that has taken place the last two years would be done away with.

We also have had some complaints about short weight. This has caused considerable trouble in several cases that we know of. Buyers are quite willing to pay for the goods whatever they agree to, and expect full weights, and when they arrive and they find they run from three to five pounds short, the packer in some cases is unwilling to adjust such a claim, but the middle buyer of car lots must suffer, unless he makes the shipper give him the allowance, which is only just. This should be avoided from the start, and no doubt the buyers will be more careful in future on account of past troubles. This applies to barrels as well. Most of the shippers try to ship allowing a 20-lb. tare in each, and these barrels will run all the way from 20 to 28 lbs. In packing cores and waste they should allow actual tare.

Unless these things are given more attention and more care is taken Canada is bound to lose a reputation as an exporter and manufacturer of evaporated apples. This latter clause applies to green apples as well. Canadians apparently are more careless about shipping apples, both green and evaporated, than many of our neighbors to the south. We must wake up to keep abreast of the times, pack better goods, and be more true to the brands, so that the buyers will not hesitate so much about buying Canadian brands.

There is a discriminating duty in Germany against our apples, which is unfortunate. If this troublesome question could be overcome our Canadian evaporators would receive about 60c per cwt. more for their apples. The Canadians are letting the matter go along passively, without any action being taken by the authorities to have it settled. The same question will arise this year, and something should certainly be done to offset it. Probably the producer figures he can dispose of his product to domestic consumption. This may be the case in off years of crop, but with any size apple crop it is difficult to dispose of the output, as will be seen by last year's pack. It is up to the evaporator himself to avoid these difficulties, and we feel certain if every one will produce better goods it will pay them doubly in the end.

Yours truly,

W. H. MILLMAN & SONS,
Toronto.

WHO ARE PHILANTHROPISTS?

Patrons of catalogue houses should realize that they cannot get something for nothing, except in a few rare instances, and even then not from the successful mail order houses whose profits make millionaires. If something must

be gotten for nothing it may be had from the small store which has not perfectly systematized its selling cost, but certainly not from the large corporation. They do not know the meaning of philanthropy any more than any one else.

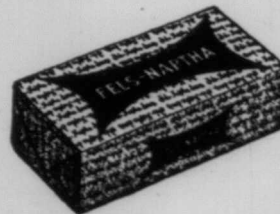
Ask your editor to urge that before sending out of town, customers ask the local dealer what his price is. They will not have to pay any more at home, quality considered, and will see the goods before they buy.

The fruit trade of Toronto has assumed such proportions that three M.C.R. fruit cars will make the trip from Queenston to Toronto every day for the balance of the season.

Summed Up

Fels-Naptha is conceded by consumers to be: The very "best" soap. For, in the shortest time, with the least effort, it will do the most work.

When a dealer has the "best soap"—Fels-Naptha—well displayed and plentifully stocked, it amounts to a direct invitation to the "best" trade to bring dollars and dimes to his store.



FRUITS, VEGETABLES AND FISH

Oranges and Lemons Advancing—Canadian Pears the Latest Arrival—Apples Reported Scarce—Plenty of Potatoes, Tomatoes and Green Corn—Atlantic Sea Fish Hard to Obtain.

Fair business with plentiful supplies of Canadian lines, appear to cover the fruit situation in the Canadian markets this week. Import lines—oranges, lemons, pineapples—are firming up and are decreasing in receipts. Watermelons and California fruit are now ready sellers, and are good, firm lines. Canadian pears have made their appearance and they, together with home-grown plums and peaches, are expected to oust the imported lines of similar fruit. Apples are not coming in so freely as was expected, the dry weather in the country having had much to do with that.

Tomatoes and potatoes are the important lines among the vegetables. From all over the country comes word as to the excellence of these two lines. They are very free in supply also, and this has brought down prices to some extent. They would go lower but for the fact that dealers are bidding high for the privilege of buying. Cabbage continues to arrive freely, and corn is on the markets in great quantities.

Among fish lines the Eastern markets are depending almost entirely on the Pacific Coast for supplies, and the central markets are short on some sea varieties. Fresh water fish, too, are rather scarce, and buyers are picking up everything offering.

MONTREAL.

GREEN FRUITS—Verdelli lemons are now being quoted at \$4.75 to \$5. Pineapples are slightly firmer, the minimum price having advanced 25c. California Valencias are also stronger, now being quoted, in 288 size, at \$5. Blueberries have declined slightly and are now arriving freely. Other lines remain the same. The demand during the week has been very good.

Bananas, fine stalk	1 50	2 00
Coconuts, new, per bag	3 50	5 00
Verdelli lemons	4 75	5 00
California oranges, large Valencias	4 00	5 00
Watermelons, each	0 30	0 45
Pineapples, case	3 50	4 00
Sorrento oranges	3 25	3 50
New Apples, bushel basket	2 50	3 50
Apricots, 4 basket crate	1 50	1 75
Peaches, " "	1 75	2 25
Plums, " "	1 50	2 00
Pears, boxes	2 50	3 00
Tomatoes	1 10	1 25
Blueberries, 18-20 qt. box	1 75	2 25
Raspberries	0 13	0 15
Montreal melons, basket	10 00	15 00

VEGETABLES—Montreal new potatoes are now offering at \$3.25 to \$4 per barrel, and Montreal tomatoes are also weaker, having declined 40c. Other lines have not changed since our last quotations. The demand during the week has been exceptionally good. The Canadian goods which are now offering are having good sale.

Parsley, per doz. bunches	0 35	0 50
Sage, per doz.	0 50	0 60
Savory, per doz.	0 50	0 60
Celery, doz.	0 50	0 60
Water cress, large bunches, per doz	0 40	0 45
Spinach, box	0 40	0 40
Green peppers, crate	3 00	3 00
Montreal cucumbers	0 25	0 35
California asparagus, bunch	1 50	0 00
Beets doz bunch	0 25	0 40
Carrots, doz bunch	0 15	0 15
Tomatoes, hot house, per lb	0 60	0 60
Montreal tomatoes, 40 lb. box	0 75	0 75
Spanish onions, small crates	2 00	2 00
" " large crates	0 02	0 02
Egyptian onions	0 35	0 35
Lettuce, per doz	0 10	0 10
Radishes, doz	0 25	0 25
Canadian parsley, doz	0 25	0 30

Horse radish, per lb	0 10	0 10
Beans, green, bag	0 85	0 85
French beans, wax, bag	0 60	0 68
Egg plant, doz	1 50	1 50
Cabbage, doz	0 25	0 40
New potatoes, green mountain, bbl	2 75	3 25
Montreal new potatoes, bbl	3 25	4 00
Onions large bunch, 2 for	0 15	0 15

FISH—Eastern fresh salmon are finished and B.C. salmon are beginning to arrive in small lots, which, however, will increase as the season advances. Haddock and cod are still scarcer this week, and prices have advanced a little. Brook trout are in poor supply, but it is expected, as the season advances, that they will increase in quantity arriving. Lake trout are fairly plentiful. Whitefish also are a little more plentiful. Demand for smoked and prepared fish is slow. The pickled and salted market is dull also.

Fresh and Frozen Fish.

Brook trout, lb	0 25	0 25
Haddock, per lb	0 05	0 06
Fresh halibut	0 10	0 10
Mackerel, "	0 10	0 10
Dore, "	0 10	0 12
Steak cod, lb	0 06	0 07
Market cod, lb	0 04	0 05
Pike, lb	0 05	0 06
Whitefish, lb	0 10	0 10
Gaspe Salmon	0 17	0 17
Lake trout	0 10	0 10
Sea trout, lb	0 12	0 12
Flounders, lb	0 10	0 10
Bluefish, lb	0 15	0 15
Smoked and Prepared—		
Klippered Herring, 50 in box	1 00	1 00
Yarmouth Bloaters, per box	1 10	1 10
Shredded cod, box of 2 dozen cartons	1 00	1 00
Skinless cod, 100 lb. cases	5 50	5 50
Boneless cod, 20 lb. boxes	0 05	0 05
Boneless fish, 20-lb. boxes, blocks	0 06	0 06
Boneless fish, 25-lb. boxes, per lb	0 04	0 04
Smoked herring, box	0 15	0 15
Dry cod, 112 lb. bundles	6 75	6 75
Oysters and Lobsters—		
American live lobsters, lb	0 22	0 22
Standards, bulk, per imp. gal	1 50	1 50
Standards, quart tins, sealed	0 40	0 40
Paper pails, 100, pint size	1 10	1 10
" " 100, quart size	1 50	1 50
Pickled fish—		
No. 1 Mackerel, 20-lb. kits	1 75	1 75
No. 1 mackerel, half bbls	8 00	8 00
Green cod, large lb	0 04	0 04
Green cod, 1 lb	0 03	0 03
Labrador Salmon, 1-bbls	8 50	8 50

TORONTO.

GREEN FRUITS—Oranges are having an off week. Since the beginning of July this line, along with lemons, have been firming-up, but this week, on account of the arrival of fresh supplies, a drop in price is noted. Pineapples are off and the California fruit is meeting with competition from Canadian lines. Some very fine home-grown peaches and plums are being shown, and within the past few days some excellent specimens of pears have come from the Niagara District. In consequence, there is a decline in price on the imported lines. Some few boxes of raspberries and a few baskets of late cherries are being offered. Canadian melons are meeting with favor and are a good line. Apples are stationary in price, reports from the country not being so roseate as a month ago.

Oranges, late Valencias, California, cases	4 25	5 00
Lemons, Verdelli	5 00	6 00
Apples, early basket	0 20	0 50
Bananas Jamaicas, eighth	1 30	1 50
" " Jamaica firsts, per bunch	1 75	2 25
" " jumbo bunches	1 85	2 25
Gooseberries, Canadian, large baskets	0 90	1 25
Red currants	0 85	1 25
Black currants, basket	1 50	2 00
Raspberries, red, per box	0 12	0 13

Ample Supplies

of all Basket Fruits are now offering, Peaches, Plums, Pears, Apples, Huckleberries, "Lawton Berries."

Also Tomatoes, Cantaloupes, Onions, Potatoes, Cucumbers, Squash, Corn.

Full lines of all seasonable Imported Fruits.

Lemons, Oranges, Bananas, Watermelons, and California Fruits, Peaches, Pears and Plums.



25-27 Church St., TORONTO



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

Thimbleberries.....	0 08	0 10
Blueberries, per basket.....	0 10	1 25
Cocoanuts, per sack.....	4 50	4 50
Watermelons.....	0 20	0 45
Limes, per case.....	1 25	1 25
Cantaloupes, California, crate.....	3 25	4 10
Rockyford.....	3 50	3 50
Cantaloupe, Rockyford, Canadian basket.....	0 50	1 25
Melons, Canadian, basket.....	0 40	0 50
Plums, California.....	1 00	1 25
Plums, Canadian basket.....	1 40	1 75
Pea, he., California.....	1 75	2 01
Bartlett pears, California, box.....	3 00	3 50
Pears, Canadian basket.....	0 40	0 60
Peaches, Niagara, basket.....	0 41	0 75

VEGETABLES—There is a slight decline noted in a number of vegetable lines. Tomatoes have taken a further drop. Along with potatoes they are very plentiful. Potatoes are down some more, but are pretty firm at the prices asked. Buyers are competing in the country for potatoes and farmers are not at all backward in asking the highest price they think obtainable. Cabbage is away down, and green corn is less than a cent a cob. Stocks are plentiful and demand is very fair.

Cucumbers, Canadian, per basket.....	0 03	0 35
Tomatoes, Canadian, per basket.....	0 20	0 30
Beets, Canadian, basket.....	0 25	0 35
Egg plant, each.....	0 40	0 60
Beans, wax, per basket.....	0 20	0 20
Peas, new, basket.....	0 35	0 41
Potatoes, Canadian, per bushel.....	0 80	1 11
" " bbl.....	3 25	3 25
" " new, bbl, Virginia.....	3 50	3 50
Onions, Bermudas, per 50 lb. crate.....	1 00	1 00
" " green, per doz., Canadian.....	0 15	0 15
Carrots, new, per basket.....	0 30	0 35
Green Peppers.....	0 25	0 35
Cabbage, Canadian, doz.....	0 40	0 40
Green corn, doz.....	0 07	0 10
Vegetable marrow, basket.....	0 25	0 25
Squash, basket doz.....	0 30	0 30
White turnips, bush.....	0 50	0 50

FISH—Light supplies are again the ruling feature of the market. Taking all in all, however, a good trade is doing. Prices remain at last week's quotations. Haddie is hardly to be obtained in the country, and so far as the local market is concerned, it is almost impossible to get.

Perch, large, per lb.....	0 06	0 06
Blue pickerel, per lb.....	0 05	0 07
White fish, Georgian Bay, per lb.....	0 05	0 11
Herring, medium, per lb.....	0 05	0 07
Whitefish, Lake Erie.....	0 05	0 11
Cod, fresh.....	0 08	0 09
Trout, fresh, per lb.....	0 11	0 11
Hallbut, fresh caught.....	0 09	0 10
Shredded cod, per doz.....	0 00	0 00
Bluefish, small white, per lb.....	0 07	0 07
Haddock, fresh.....	0 12	0 18
Sturgeon, per lb.....	0 15	0 18
Sea salmon.....	0 65	0 05 1/2
Pike.....	0 02 1/2	0 09
Pickereel, yellow.....	0 02 1/2	0 09

J. S. Steen, grocer, 90 Queen St. E., Toronto, has assigned.

Ship your
DRIED APPLES
before warm weather sets in
O. E. ROBINSON & CO.
Established 1856
Ingersoll - Ontario

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

TO CAR-LOT BUYERS
of
APPLES AND ONIONS

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

WHITE & CO., Limited

Toronto and Hamilton

Phone Main 6565. Cable add. "Whitco."

HERE AGAIN!

W. B. STRINGER, Wholesale Fruit Broker

LEMONS - ORANGES

Correspondence Solicited

TORONTO, CANADA

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California **P** LUMS
PEARS Prices
EACHES Reasonable

HUGH WALKER & SON

GUELPH, ONT.

Your consignment of **Poultry** (dead or alive)

Fruit, Butter and Eggs solicited.

THE DAWSON COMMISSION CO., TORONTO

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

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

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

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

Yearly Contract Rates.

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

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

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

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

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

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

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steam-fitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENTS WANTED.

LUCRATIVE AGENCIES—Several leading British houses (grocery, etc.) require responsible firms as agents in all business centres; representative now in Canada; reliable firms, with extensive clientele, write, stating connections and district covered, "Arthur," 303 Frank Street, Ottawa.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a speciality. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (48)

BOOKS FOR THE GROCER.

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

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

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

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

BUSINESS CHANCES.

AN EXCEPTIONAL OPPORTUNITY to purchase one of the best general store businesses in Southern Alberta. Stock approximately \$20,000, all new. Ill health reason for selling. Has cleared \$5,000 per year and will do better. If satisfactory, financial arrangements can be made; 90 cents on the dollar will buy. Apply Drawer 13. CANADIAN GROCER, Winnipeg, Man.

TRADE NOTES.

White Bros. & Crum, wholesale fruits, Winnipeg, have opened a branch at Regina.

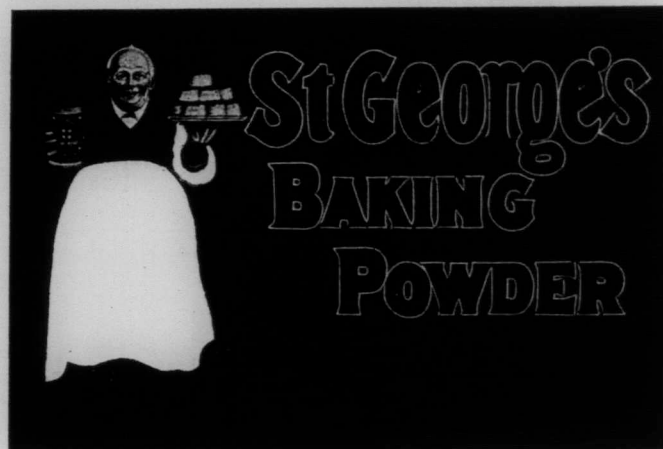
W. Caldwell, Galt, has sold the product of his 12-acre apple orchard to a Hamilton dealer, for \$750.

Big catches of salmon are reported from the Naas and Skeena Rivers, in British Columbia, and canners there are jubilant.

According to report, the pack of Behring Sea salmon is very short this year, and all other Alaska salmon will be 50 per cent. below the average.

The Kootenay strawberry crop was worth \$25,000 this year, and the total value of small fruits is placed at twice that sum. Winnipeg took a great many this season.

The Hybla Butter & Cheese Mfg. Co., Hybla, Ont., capitalized at \$1,500, has been granted a charter. The provisional directors are T. McK. Bartlett, W. G. Woodcox, Jos. B. Rutledge, Jas. Rutledge and J. McK. Sutherland.



ST. GEORGE'S BAKING POWDER WINS.

Grocers throughout Canada will be interested in this reproduction of the 16th sheet St. George's Baking Powder poster, with which they are familiar. This poster was exhibited at the poster display held in connection with the annual convention, in Detroit, of the Canadian and American Bill Posters' Associations, and it was awarded first prize by a committee of three experts, who judged it the essence of simplicity, strength and clever handling of the subject. The wonderful success of St. George's Baking Powder can be attributed to two facts—quality of the baking powder, and the advertising it has had. The National Drug Company turned out a first-class baking powder and then, after making it known to the trade, began an advertising campaign to the consumer through Canada, spending thousands of dollars. They have done everything in their power to assist the grocer, which has resulted in enormous sales. This policy will be continued.—Advt.



Orsi Concentrated Extract of Tomato

is selling in all parts of the country, sales exceeding our highest expectations. Dealers find there is first-class profit in it at \$18 per case of 100 lbs. All sized tins from 1-4 lb. up.

ARE YOU SELLING ORSI?

MUSEO COMMERCIALE ITALIANO
43 St. Antoine St., - MONTREAL

Sole Agents American Continent.

Phone Main 2731.

"King Oscar" Sardines

These are the finest Norwegian Sardines packed. Every tin is packed under Government supervision, which means, finest selected fish, well cured and absolutely pure Olive Oil. These are strong arguments to advance to your customers. If you don't know "King Oscar" Sardines place an order with your jobber. If he doesn't keep them write us.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

NEW PACK



BRUNSWICK BRAND KIPPERED HERRING

Sanitary Can
A-1 Stock



Every tin
guaranteed.

Place your
order now.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE :
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during
berry season.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

McDOUGALL

Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.

CLAY PIPES

Mr. Jos. Cote

Importer of pipes and wholesale tobacco merchant of QUEBEC, cordially thanks his customers who have done the honor to visit his business while passing through Quebec during the Centenary Celebration.

The travellers of this important house are now on the road with the most complete assortment of pipes, cigars, cigarettes, tobaccos of all kinds, biscuits and confectionery, etc. Merchants should, therefore, give attention to what these travellers have to offer before placing their orders.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office 179 Rue St. Joseph: Phone 2097.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

FACTS ABOUT GROCERIES

Interesting Information for Clerks and Grocers Regarding the Goods They Hand Over the Counter.

Vanilla.

Vanilla plants are a genus of trailing or climbing orchids, of which the species known as vanilla planifolia is by far the most valuable for producing the fragrant vanilla pods or beans of commerce. Its home is in Central America and Mexico, but it also grows in various parts of the West Indies and in Fiji Islands, merely requiring a mean temperature of 75 to 80 degrees. It bears greenish-yellow flowers mixed with white, followed by slender three-lobed pods 8 or 10 inches long, and a quarter or half an inch in diameter, which are dark green at first, but are curved and yellow when fully ripe. These pods are filled with pulp and minute black oily seeds, like iron filings, and when gathered emit an aromatic odor so powerful as to often intoxicate those who climb the trees to pick them. When dried in the sun the pods turn to dark brown, or almost black, and shrink to about a quarter their original bulk. They are usually tied in bundles of 50 to 100, and either wrapped in tinfoil or packed in tin boxes.

Turmeric.

It consists of the ground rhizome or root of the *Curcuma longa*, an East Indian plant of the same family as ginger. It is also grown in China and the Archipelago, both for native consumption and for export. The roots are long palmate tubers, distinguished respectively as round and long turmeric, and are of a deep orange color inside. They are often badly worm eaten, but the odor and taste is aromatic, not unlike common ginger, and when chewed it tinges the saliva yellow. The actual coloring matter is called Curcumen. Turmeric is a condiment as well as a

dye, and when ground to an orange red powder is used as a stimulating seasoning. It is the principal ingredient in Indian curries, and is the favorite coloring substance used in making mustard compounds, pudding spice, chow chow, pickles, etc.—Grocery World.

Wax From Sugar Cane.

A patent has been applied for for a process whereby wax can be extracted from the rind of the sugar cane. By the new process this wax is now removed from the filter refuse and turned to commercial uses. It is estimated that one ton of cane will yield 4 kilos of wax very similar in its characteristics to beeswax or Carnauba wax, which can be used for precisely the same purposes. The wax, which resembles that now used very largely for making cylinders for so-called talking machines, is exceedingly hard and capable of taking a high polish. It is understood that 110 factories in Java will this year be using this process.—Home and Colonial Mail.

ENGLISH TRADE IMPROVING.

Mr. Bertram Carr, of Carr & Co., biscuit manufacturers, Carlisle, England, who is visiting Canada at present, states the trade conditions in England are improving gradually and that soon the reflex of the panic on this side, which affected the Old Country, will have disappeared altogether. Manufacturers on the other side have been troubled by strikes, too, but these difficulties have nearly vanished.

BUSINESS AMALGAMATION IN SASKATCHEWAN.

Two firms in Wolseley, Sask., Magee & Thompson, and C. Tidey Co., have amalgamated and formed a joint stock company known as the Magee & Thompson Co., Ltd. Mr. Tidey has withdrawn from the business and the officers of the company, which, by the way, has an authorized capital of \$100,000, are A. G. Thompson, president; Richard Magee, vice-president; John Bradley, secretary. R. A. Magee is manager and H. J. Hunt assistant manager. The grocery end of the business will be in charge of Mr. Bradley.

PERSONAL NOTES.

D. F. Carter, representing Thos. J. Lipton in Quebec, has left Montreal on a trip to Gaspe.

Alexander Turner, of James Turner & Co., wholesale grocers, Hamilton, Ont., called at the Winnipeg office of The Canadian Grocer last week. Mr. Turner is making a trip to the Pacific Coast.

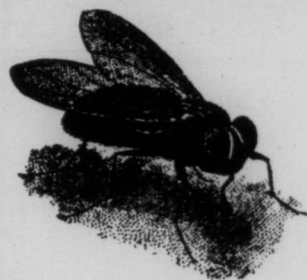
BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





There is only one

FLY PAD

That's **WILSON'S**

The best fly killer made

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE IDEAL STORE FIXTURE



“WALKER BINS”

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

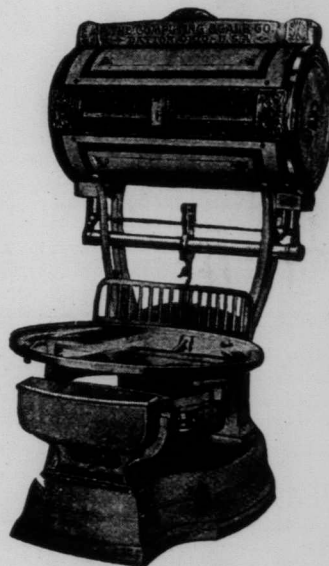
Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

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.

You take no risk when
you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.



—BUY—
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

We make a specialty of
COUNTER CHECK BOOKS

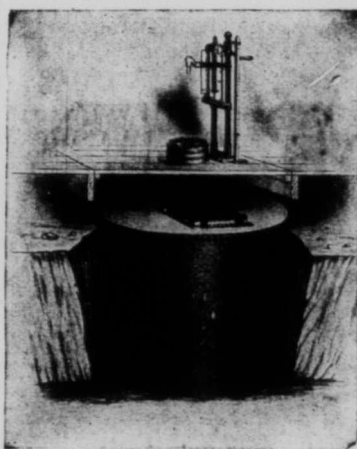
for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada



Cut 6—"Under the Floor" Outfit.

You are Losing Money

With that old fashioned oil tank, you can't help it. But put a Bowser Oil Tank in your store—Then oil will be one of your best money makers.

Send for Catalog B.

It gives you reasons why and describes the different styles of Bowser Tanks.

S. F. Bowser & Co., Ltd.

66-68 Frazer Ave., - - TORONTO

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

NOXIE-KOLA



Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Correspondence Solicited from Jobbers where agencies are not as yet established.

Made by

Crystal Spring Bottling Works

WATERLOO, QUE.

Agents for Nova Scotia and Bermuda Islands: BAULD BROS., Limited, Halifax, N.S.

Agents for New Brunswick: BAIRD & PETERS, St. John, N.B.

Selling Agents—Kane & Brown, Toronto, Ont.; Kane & Brown, Hamilton, Ont.; Geo. Bernhardt, Galt, Ont.; C. J. O'Regan, Quebec, Que.; T. A. Bourque & Co., Sherbrooke, Que.; Raymond & Frere, St. Hyacinthe, Que.; E. D. Tremblay, St. Johns, Que.

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

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

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

TWO CENTS PER WORD

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

TID BIT

We are now offering you the finest pickle ever offered the Canadian trade to retail at 15c. and 25c., packed in 12 varieties. Ask the traveller.

Remember we have advertised on this page for three weeks for complaints and have not received one. Must be something to it. Try them.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

RISING SUN
SUN
STOVE POLISH
IN CAKES



SUN
&
PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. Rowley
DENIA
 Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. Bodi
DENIA
 Finest Selected

SHELLED ALMONDS, in 28-lb. and 14-lb. boxes.

We have the real goods.

Write for samples.

UNDERWOOD and CRICHTON

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.

Whenever you want

SOAP

When you want it quickly, no matter what kind, and at reasonable prices, write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

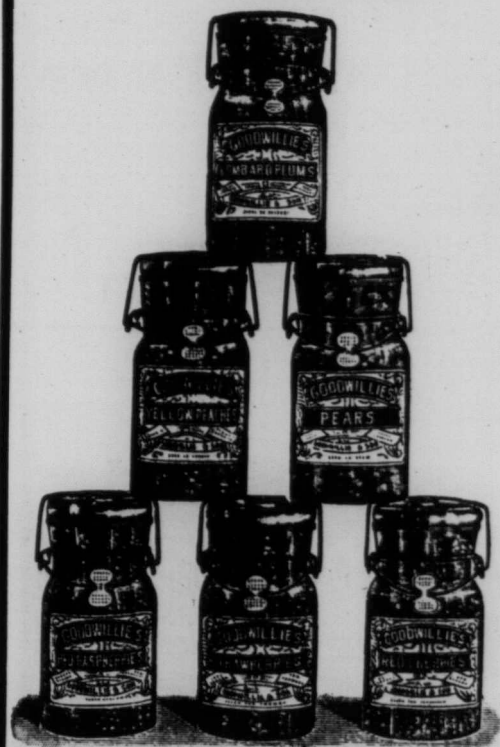
Factory: 1653 Notre Dame St. E.

Offices: 235 Coristine Building

BATO
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 30-lb.
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 2-lb. 1
 7 and
 30-lb.
 Pure
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Ma
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 Rasp
 Straw
 Choc
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 Peach
 Weigh

Goodwillie's Fruits IN GLASS



Have
You
Tasted
Them
Yourself
?

If Not
Do So

Agents:
**Rose
&
Laflamme**
Limited
Montreal
and
Toronto

Shelled Almonds Valencias and Jordans

Cluster Raisins from Sunny Spain

You can give your customers
the richest flavor, most tender
skin and finest quality if you
insist on having the pack of

José Segalerva Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.
BATON'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.
E. 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. 07½
5 and 7-lb. tin pails, 8 and 9 pails in
crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails..... 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 0 07½
7 and 14-lb. wood pails, 8 pails in crate
per lb. 0 07
30-lb. wood pails..... 0 06½
Pure Jams—1-lb. glass jars (12-oz.
gem) 2 doz. in case.....per doz. \$1 80

Jelly Powders
IMPERIAL DESSERT JELLY

TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited
GENESSEE PURE FOOD CO.

JELL-O
The Dainty Dessert

Assorted Case, Contains 4 doz., \$8.60
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.80
Orange (Straight) Contains 2 doz., \$1.80
Raspberry (Straight) Contains 2 doz., \$1.80
Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
Peach (Straight) Contains 2 doz., \$1.80
Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.
White Swan, 15 flavors.
1 doz. in handsome
counter carton, P.R.
doz., 90c.

List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.
THE W. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces...\$0 10
4-bbls. 0 10½
Tubs, 80 lbs. 0 10½
30-lb. Pails. 2 10
30-lb. tins.. 2 00
Cases 3-lb. 0 11
" 5-lb. 0 10½
" 10-lb. 0 10½

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper...per lb. \$0 40
Fancy boxes (88 or 90 sticks)....per box 1 25
" Ringed" 5-lb. boxes.....per lb. 0 40
" Acme" pellets, 5-lb. cases....per can 2 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cases.....per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 30 5-lb. cans..... 1 50
"Purity" licorice 18 sticks..... 1 45
" 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.....

Lye (Concentrated),
GILBERT'S PERFUMER. Per case
1 case of 4 doz..... 25 00
2 cases of 4 doz..... 50 00
3 cases or more..... 1 00

Marmalade.
W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
1 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

E. UPTON & CO.
12-oz. glass jars, 2 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case,
per doz..... 1 75

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz..... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 5 25

THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wetley's condensed, per gross net...\$12 00
per case of doz. net..... 1 00

ST. CHARLES CONDENSING CO.
PRICES:
St. Charles Cream, family size, per case \$4 70
" hotel..... 4 90
Silver Cow Milk..... 5 00
Purity Milk..... 4 10
Good Luck..... 4 30

Mustard.
COOLMAN'S OR KERN'S.
D.H.F., 4-lb. tins.....per doz. \$1 40
" 1-lb. tins..... 2 50
" 7-lb. tins..... 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... 0 25
F. D. 4-lb. tins.....per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil.
LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 17's \$5 75
" pta. 24's 6 50
" 4-pt. 24's..... 25

Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 2 & 3 doz., per doz..... 2 90
Fint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.
COW BRAND.
Case of 1-lb. contain-
ing 90 packages pe
box, \$3 00.
Case of 4-lb. (con-
taining 120 pkg.,
per box, \$3 00.
Case of 1-lb. and 4-
lb. (containing 90
1-lb. and 30 4-lb.
pkgs.) per box, \$3 00.

DWIGHT'S BAKING SODA

Case of 50. pkg. containing 90 pkgs., per
box, \$3
MAGI BRAND. Per case
No. 1, cases, 80 1-lb. packages.....\$3 75
No. 2, " 120 1-lb. " "..... 3 75
No. 3, " 80 1-lb. " "..... 3 75
No. 4, " 40 1-lb. " "..... 3 75
No. 5 Magic soda—cases 100—10-oz. pkg.
1 case..... 1 00
2 cases..... 1 75

UNIFORMITY!

It is not "something similar" that you want. You don't get Uniformity in "something nearly the same." That word means a good deal in this connection. It stands as one of the corner stones on which the magnificent success of

Wood's Package Teas

is founded, and which with their unvarying high quality has made them phenomenal Trade Builders.

The trade-mark "WOOD'S" means something tangible, not "something just as good" or "something nearly the same."

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL



MAY QUEEN PRIMROSE FLEUR-DE-LIS THOMAS WOOD & CO., Importers BOSTON AND MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Table listing soap and washing powder products like Mappole soap, Ortol soap, etc.



3 doz. to box \$3 45 6 doz. to box \$5 90 30 days.

Starch.

Table listing various starch products including Edwardsburg Starch Co., Laundry Starches, and Culinary Starches.

Table listing JAMES DOME BLACK LEAD and NICKLE PLATE STOVE POLISH.

Syrup

Table listing EDWARDSBURG STARCH CO., LTD. products like Crown Brand Perfection Syrup.

Table listing Bee Hive Brand Corn Syrup.

Teas.



SALADA CEYLON.

Table listing SALADA CEYLON TEA prices.

LIPTON'S TEA

Thomas J. Lipton 75 Front St. East, Toronto.



Table listing Lipton's Tea products and prices.



Blue Label, 1 lb. \$0 30 \$0 25

Table listing Blue Label, Orange Label, Brown Label, Green Label, and Red Label teas.

LAPORTE, MARTIN & OIE, LTD.

Table listing Japan Teas like Victoria, Princess Louise, etc.



BLUE RIBBON TEA CO., TORONTO

Table listing Yellow Label, Green Label, Red Label, White Label, Gold Label, Purple Label, and Embossed teas.

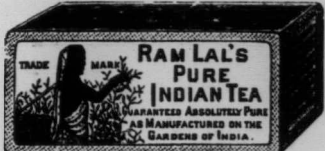


Table listing RAM LAL'S PURE INDIAN TEA prices.



MELAGAMA TEA.

Table listing MELAGAMA TEA prices.

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Table listing KOLONA PURE CEYLON TEA prices.

R. D. GWAYS. London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail. Capital Household, 1's and 1/2's... Old Country, 1's and 1/2's... H. Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO. Montreal and Boston

Table listing Wood's Primrose, Golden Rod, Fleur-de-Lis, etc.

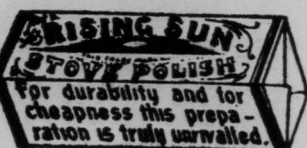
Tobacco.

Table listing THE EMPIRE TOBACCO CO., LIMITED products like Smoking, Chewing, etc.

Table listing Cote's Fine Oheroots, V.H.C., St. Louis, etc.

Veterinary Remedies.

Table listing W. F. YOUNG products like Absorbine, Yeast, etc.



For durability and for cheapness this preparation is truly unrivalled.

CURRENTS

To the Canadian Grocery Trade:

The dried fruit department of your business can be made highly profitable by selling good currants. By good currants we mean currants that are true to name and grown in the best districts—currants that are well-cured and packed under cleanly methods. Our brands fulfill all these requirements. Our name on the case is an absolute guarantee. We have agents in all the principal cities throughout the world. Your jobber will sell you "Meyer's" Currants if you ask for them.

W. Meyer & Co.

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SALT

ALL KINDS

Ample supplies now arriving
to promptly fill all orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Before buying your canned
goods for 1908 write us for
prices on

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vegetables and fruits packed
in the Garden City of Canada.

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ST. CATHARINES, CANADA



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With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

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Hop Yeast.



Highest Honors
at all Expositions.

ESTABLISHED 1852.