

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

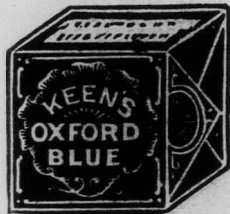
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JUNE 21, 1907.

NO. 25.



More Popular Every Day

As housekeepers experiment under plausible arguments with one brand of laundry blue or another, they become more and more convinced that it doesn't pay them to use any other than

Keen's Oxford Blue

If it doesn't pay *them* it cannot pay *you*
See the argument ?

For sale everywhere

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

"A rose by any other name may smell as sweet"
but NO Laundry Starch other than

Edwardsburg "Silver Gloss"

will do as good work.

The perfection of laundry starch is embodied
in this long-tried and favorite brand—

Every jobber in Canada sells it---

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

Rate of Freight

is just the same on a dozen bottles of C. & B. Pickles as on a dozen bottles of some inferior make, and it will cost you no more for freight on a hundred cases of C. & B. goods than for a hundred cases of lower quality goods—providing the weights are the same. It is therefore well for you to consider that the proportion of freight on the total laid-down cost of C. & B. goods is less than the proportion of freight on the laid-down cost of cheaper or lower grade goods. Look up your prices on C. & B. goods and figure out for yourself how much you will save by buying THE BEST.

CROSSE & BLACKWELL,

LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

SPECIALS FOR THE MONTH



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

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

Push
Progress,
Profits!

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

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

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

Stower's
Lime Juice
Lime Juice Cordial.

“Thistle” Brand
Finnan
Haddies.

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

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,
Montreal,

84 Victoria Street,
Toronto.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOS, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuerne, Paspébiac.

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

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

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

REGINA.

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

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

TORONTO.

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

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

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

GALLON AND EVAPORATED APPLES
BEST PRICES FROM US
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

TORONTO.

LARD
Swift's "Silver Leaf"
Tubs and Pails
Car now on Track.
Anderson, Powis & Co.
Agents

VANCOUVER.

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

WINNIPEG.

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

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

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

(Continued on page 4.)



Meat of Wheat—

Made from the finest quality of No. 1 Manitoba Hard Wheat. The best and most economical breakfast food on the market. Each package makes 12 lbs. delicious breakfast food.

It pays you a good profit—

There's money enough in it to make it worth your while to push it. A greater profit than any other 15c. package on the market.

CASES—36 packages \$4.20 per case.
Freight paid on 5-case lots.

Order from your wholesaler. If he doesn't have it in stock write direct to

THE EBY, BLAIN CO., Limited **WHOLESALE GROCERS**
TORONTO
Selling Agents for the Western Milling Co.

By Selling

BLUE RIBBON TEA

You at once become a **BENEFACTOR**, by supplying your customers with a Tea that has yet to find its equal for quality, strength and flavour.

THINK

of the **BENEFITS** your customers thus gain, by using Blue Ribbon Tea, which costs no more than ordinary tea.

The BLUE RIBBON TEA CO., Ltd.
12 Front St. East, **TORONTO**

Manufacturers' Agents—Continued.

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

W. C. GREGSON & CO.,
PROVISIONS CEREALS POULTRY
LIVERPOOL, Produce Exchange Bldg.

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

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

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

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

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

...ESTABLISHED 1849...

BRADSTREET'S

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

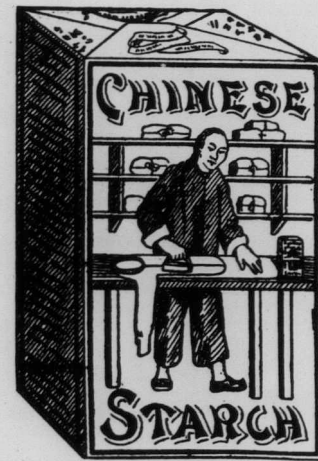
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort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

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

—OFFICES IN CANADA—

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

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



Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

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

BASKETS

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

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

The Oakville Basket Co., OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

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

Write for prices.

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

“If some big oak comes in contact with a steam shovel, that robs it of soil, undermining its roots, it will suffer, just as the grocer will decline when public confidence is lost through neglect or bad service, *which includes poor goods, and carelessness in extending credits, the latter the counterpart of the big steam shovel.* The moral of this is that to hunt for big game one must have a first-class rifle. Who would think of going after a grizzly bear with a poor shotgun?”

The public is the retail grocers' quarry. Do you work it consistently, methodically, intelligently, perseveringly, fairly? Its possibilities are tremendous because its expansive powers are great. The public grows in great numbers and in resources. *Do you?*”

The application.—If you are after big game—the great consuming public—you *must have first-class goods* to attain success, and that is why you should *sell exclusively goods guaranteed as to quality* by the *Canadian Cannery, Limited.*

Brands:—*Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynnavalley, Maple Leaf, Lion, Thistle, Grand River and White Rose.*

Reputation

That word means more to the grocer than to any other merchant on earth. People may buy inferior boots and shoes, they will buy shoddy clothes; but when it comes to groceries they demand

Purity

Wholesomeness

Quality

These words have controlled our business, because we were just as anxious about our reputation as any grocer could be. While this goes far towards explaining the popular demand for

OLD HOMESTEAD BRAND

there are other reasons for the superiority of **the popular brand** which some merchants may overlook. Details, which other canners consider of no consequence, receive careful attention, and fruit and vegetables canned in our factory are never clear of the scrutiny of an expert until they are sealed up in the air-tight cans. Perhaps we do take extraordinary precautions, but the fame of

OLD HOMESTEAD BRAND

and its popularity demand that much—no more, no less. Mr. Grocer! You know the women of Canada would not be so united in their insistence for **Old Homestead Brand** of canned goods if it were only a good brand. The demand for **Old Homestead** goods goes on increasing because **the brand** is incomparable.

Have you mailed your test order?

The Old Homestead Canning Co.

PICTON, ONTARIO

A Matter of Common Sense

Stocking Groceries and Provisions calls for the exercise of common sense—nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for



E. D. S. Brand JAMS and JELLIES

I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E. D. S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

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

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

ARE YOU
SWELLING
YOUR
SALES?

No better way to do it than by selling goods that when sold, **stay sold.** This applies with peculiar emphasis to Greig's White Swan Coffees, Spices, Coconut, Baking Powder, Jelly Powders, Flavors, Icings and Cereals. Every one pre-eminent for quality and absolutely high grade in every respect.

It **pays** to push goods that **satisfy.**

Samples and prices are cheerfully furnished.

THE ROBERT GREIG COMPANY, LIMITED, - TORONTO

GREIG'S **White Swan** BRAND 



**Y. & S.
SCUDDER
M. & R.** } **STICK LICORICE**

**ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.**

and a complete line of
Hard and Soft Licorice Specialties.
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

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

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

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

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

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

When buying your
Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

*4 Cr. Layers
Selected
Fine Off Stalk*

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL
TORONTO

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

Etc.

Specify

"Pansy" and "Daphne"

Brand

Brand

Always of the Highest Quality

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

Agents:

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

It Will Save Money for You



This cut shows the Savoy Awning, Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto



BOOST YOUR BUSINESS

The best and only way to give your business the permanent boost is to satisfy your customers—always.

For doing this, there is nothing like

Mathieu's Nervine Powders

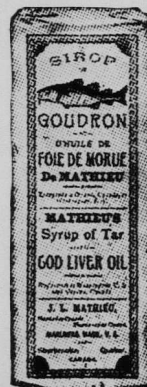
because a headache cured is a permanent customer sure. (18 powders in every 25c. package.)

Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the Summer. A word to the wise is sufficient.

J. L. MATHIEU CO.,

Proprietors,

SHERBROOKE, P.Q.



Mr. Retailer: bear in mind that

Crystal Granulated Sugar

is sold to you direct from the Refinery. For preserving purposes it has no superior

ASK FOR SAMPLES

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

THE CANADIAN GROCER

JAPAN TEAS

It will pay you to get samples and prices from us before buying.
We have exceptional value in above goods.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED
SARNIA, ONT.

YOU CAN PLEASE

your customers every day, if you supply

“JAMES’ DOME”

the cleanest Stove Polish on the market. Always in season.

SORT UP YOUR STOCK.

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



BLACK—GREEN—MIXED

The character of this Brand has an International Reputation. Its success has never been equalled in the history of the tea trade. It leaves every dealer a good "Protected Profit," and sells everlastingly. Experiments with bulk teas and other brands can only prove an unsatisfactory and profitless occupation, for the reason that the quality of "SALADA" has given it a leadership which none can follow.

The foregoing is not simply an advertisement, but Plain Statements of "Fact."

Wholesale terms and samples on application to

"SALADA"

TORONTO, MONTREAL or NEW YORK

PHENIX WASHING POWDER

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

Are You Selling PHENIX ?

SOLE CANADIAN DISTRIBUTORS:

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL



That the grocer's trade may stand at its best is a good reason why he should always be well stocked in

STERLING BRAND PICKLES

a pickle that gives completest satisfaction to most particular people.

MADE IN CANADA BY

The T. A. LYTTLE CO.

Limited

TORONTO, - CANADA

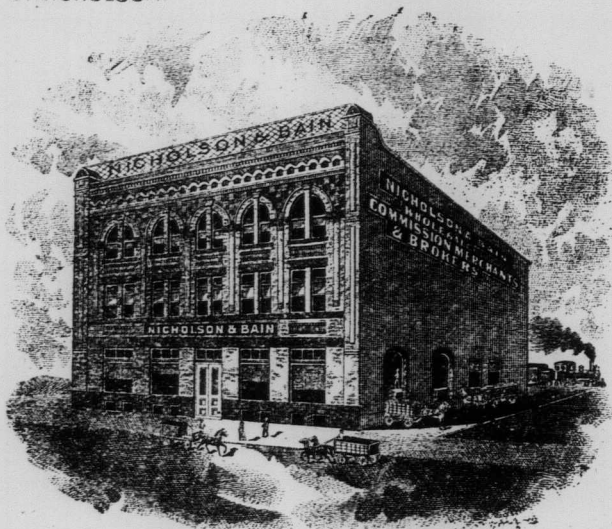
THE CANADIAN GROCER

E. NICHOLSON

D. H. BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

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



BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN.



Winnipeg, May 29th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

We are seeking to add to our list a few more first-class accounts.

We are in position to give you effective representation through Western Canada, and if you will place your interests in our hands, we will do all we can to promote a steady and growing trade for you.

Our situation and facilities are such that we can practically control sales throughout a large section of the most rapidly growing territory in Canada. We have been in business upwards of a quarter of a century, know the trade thoroughly and have the confidence of the dealers generally.

Please let us hear from you. We have room for more lines, and should like to discuss details with you.

Very truly yours,

NICHOLSON & BAIN,

CALGARY

WINNIPEG

EDMONTON



Your Store Is Known



by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

ENGLISH BREWED ALE & 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 England, and our six large breweries are situated in London, Birmingham, Etc.

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.

KOPS BREWERIES, LONDON, S.W. ENGLAND

AGENTS

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

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

NO PREMIUMS

PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromee Street.

Montreal

QUAKER CANNED GOODS

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

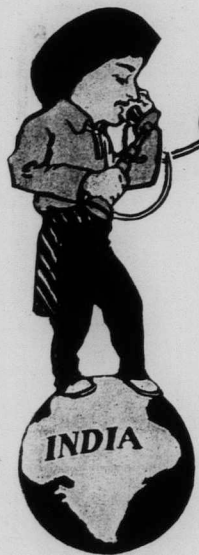


abs
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foun
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will

Merc

7



*For tea - you
can't beat Lipton's*



"Are you not aware that the ordinary chest of tea deteriorates by being left open in the back part or any part of the store? Don't you know that **tea is sensitive** to the odors and conditions surrounding it? It **will absorb** the smell of **onions** in less than 24 hours. It loses its flavor when **exposed to the air**, and no matter what price you pay or how meritorious may be the tea, if you do not **keep it in air-tight packages** the tea loses its virtue and its flavor."

So States The Canadian Grocer

in its Spring issue of May 17, 1907.

LIPTON'S TEAS

are packed only in **air-tight tins**, which will ensure their delightful flavor until the tins are opened by **your customers**.

Owing to the growth of our business in Canada, it has been found necessary to open a branch establishment in Toronto. It is located at 75 Front St. EAST, where prompt and careful attention will be given to your inquiries and orders.

You will receive every welcome at our exhibit at the Retail Merchants' Western Canada's Food Fair in Winnipeg, July 1 to 13.

THOMAS J. LIPTON

THE CANADIAN GROCER

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity is guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices**, but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined

Sugars

Molasses

Walnuts

Almonds

Filberts

Raisins

Currants

Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

GROCERIES

The best for less. No matter what you want in good pure food products, you'll find our stock complete with the very best the market affords. The best for less.

Try "Two Sisters" Best Pastry Flour

Buy DUCHESS BRAND { BAKING POWDER
EXTRACTS, SPICES

Drink "Noxie-Kola"

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

CANNED GOODS for Fall

It is important for you to book Fruits and Vegetables. The outlook at present is blue for the packer.

Tartan
BRAND
SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.

Preference given to all orders booked prior to 30th June.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

9 Good Lines to Sell



- STARCH—Rich and glossy
- BORAX—A household necessity
- AMMONIA POWDER—A great cleanser
- “ BAKING SODA—Absolutely pure
- “ COFFEE—Our own special brand
- “ EXTRACTS—Triple strength
- “ CORN STARCH—Tasty and nourishing
- “ JELLY POWDER—Retails 6 for 25c.

We are prepared to make it worth your while to do so—
Let us send you samples and prices.

Snowdon, Forbes & Co.
449 St. Paul Street
MONTREAL

Lots of Ladies Come to your Store

for their Laundry Soap. Why don't you sell them Toilet Soap as well? You can, when you have

“ROYAL CROWN”

Witch-Hazel Toilet Soap

It is a perfect skin soap—keeps hands and face soft and smooth. You can build up a splendid trade with it. Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

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

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

Mr. Grocer!

Since you must sell Starch,
shouldn't you stock the best?
The only sure way is to stock

IVORINE

not merely on account of its
goodness, but also because it
talks strong and effectively
for you. It saves the lady
of the house trouble. It cer-
tainly does pay to stock
IVORINE.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE**
where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

This is the season when picnickers and campers want a lot of canned and potted meats.

We carry a full line of them in stock.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

St. George's

The Best Advertised Baking Powder In Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And once they use it, they will continue using it—for they will find it better than any other they ever used.

Test St. George's—compare it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.



Only the finest, purest Cream of Tartar—99.90% pure—is used in St. George's. It contains not one atom of adulteration—its formula cannot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

**National Drug and
Chemical Co. of
Canada, Limited,
Montreal**

MORE THAN

JUST PURE

Soap Manufacturers keep on shouting about the purity of their particular brands, because they've nothing else to shout about. All fairly good soap is pure.

WONDERFUL SOAP

is different. Its purity goes without saying. It is the product of a special process of manufacture and most Grocers are surprised at its amazing popularity. Stock it.

THE GUELPH SOAP CO.



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

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

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

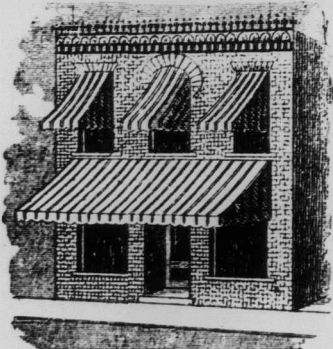
The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



IF YOU
WANT AN
AWNING,



WHY
NOT
TRY

The Tobin Tent & Awning Co., = Ottawa?
IT'S WORTH CONSIDERING.

BLACK JACK

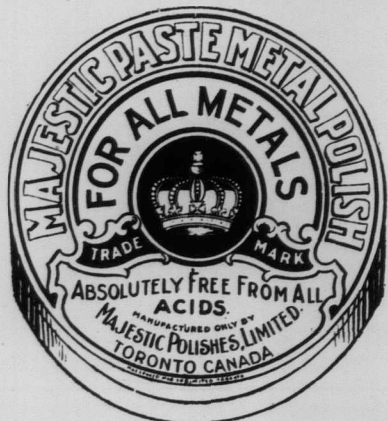
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL
JOBBER

3/4-lb. tins—8 doz. in case.



Majestic Polishes

PASTE OR LIQUID

MAJESTIC

Has no superior. Made in Canada
by Canadians, for Canadians.
Write for samples and prices.

MAJESTIC POLISHES, LIMITED
575 YONGE STREET, - TORONTO, ONTARIO





The
Factory
where
the Best
Canned Goods
in
Canada
are put up---

Get them on
your
shelves

The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co. EDINBURGH

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

A Risky Business!

It certainly is a risky business stocking some of the leather-destroyers sold under the name of shoe polish. You'll not gain the goodwill of the man who pays the bills by ruining his shoes.



Mr. Grocer! Stock

2 in 1

It's safe because it is a leather food. It's a business-builder because it adds months to the life of shoes. You should stock **2 in 1** for your customer's sake as well as for your profits.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

HAMILTON, Canada. Buffalo, U.S.A.

B. B. C.

Red Feather Fancy Table Sugar

Stands without a rival—The most perfect Table Sugar manufactured to-day. Specially prepared for Berries, Fruit and Cereals.

Put up in 5-lb. Bags—12 in a Case

Can be purchased with or without a handsome glass shaker, for distributing the sugar at table—This is bound to be a taker with consumers—and the sugar season is now on—

Ask our travellers about this.

W. H. Gillard & Co., Wholesale Grocers
Hamilton

Branch House—Sault Ste. Marie

Over **6** Carloads

of

Kops ^{Non-Alcoholic} **Ale and Stout**

have been sold by us this spring. The best trade in Canada has bought it. Repeat orders are coming in rapidly.

**Don't you want to
get some of this trade?**

Drop us a post card (costs you only one cent). We will tell you where you can get it and show you a rattling good profit.

Kyle & Hooper

Wholesale Agents for Ontario

27 Front St. East - - Toronto

WHERE'S YOUR

"MONTSERRAT"?

Scorching days are here. Customers will want their favorite thirst quencher—

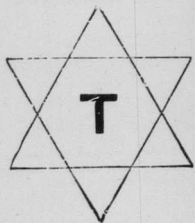
"MONTSERRAT" LIME FRUIT JUICE

Are you sure you have ordered enough?

Your wholesaler has both sizes. Write or phone him.

CANADIAN AGENTS:

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



SPRING DELIVERIES

On account of late shipment, labor troubles, etc., etc., our

Crosse & Blackwell's

Goods have arrived later than usual, but we have now a **full range**, covering Jams, Jellies, Marmalades, Pickles, Sauces, etc., etc.

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

Send Us Your Troublesome Accounts

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency

Claims Collections and Commercial Reports

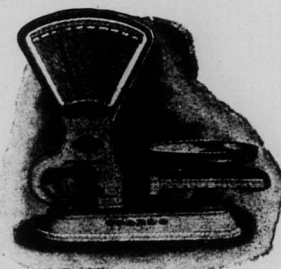
313 New York Life Bldg., MONTREAL

Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

without owning them is actually throwing money away. Toledo Scales will save you dollars every week, please your customers better and pay for themselves in short order.



THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.



MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Governments.

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock

WHITE, COTTELL & CO. LONDON, ENGLAND

Warner Road, Camberwell,

THE CANADIAN GROCER

It's an age of competition and the grocer cannot afford to experiment with his trade.

There's no experiment in selling:—

“MELAGAMA TEA”

It's always top in value, always uniform in quality, always certain to satisfy the customer, and it shows good profit.

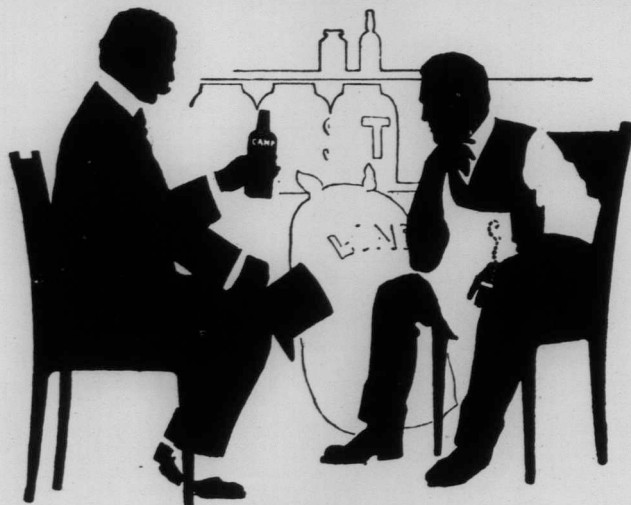
All wide-awake grocers are selling it.

MINTO BROS., Head Office, TORONTO

BRANCHES:—

BUFFALO, N. Y.

NIAGARA FALLS, N. Y.



It Sells Easily!

“CAMP” Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying “CAMP”—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock “CAMP” freely—it pays.

Agents:—Rose & Laflamme, Montreal.

**‘CAMP’
COFFEE**

Manufactured by R. Paterson & Sons, Glasgow.

GROGERS

Every Jar of

Scotch

“BALMORAL”

Marmalade

Proves Its Superiority

Get a stock of it.

PRICES FROM

J. W. WINDSOR,

Montreal.

BE SURE TO ATTEND!

The Retail Grocers' Annual Convention for the Province of Ontario

TO BE HELD AT

Hamilton, Tuesday, July 2nd, 1907

COMMENCING AT 10 O'CLOCK A.M.

A day devoted to live subjects of direct interest to the entire Retail Grocery Trade of the Province. Prominent speakers from the Wholesale and Retail Grocers' organizations of the United States and Canada, will be present. You are invited by the Provincial Officers of the “Grocers' Section” of “The Retail Merchants' Association of Canada.”

M. MOYER, Grocer, Toronto, Provincial Chairman.

E. M. TROWERN, Dominion & Provincial Secretary,
21 Richmond St. West, TORONTO, ONT.

The Annual Convention of the Ontario Provincial Board of “The Retail Merchants' Association of Canada” will be held at Hamilton on the two following days, viz., July 3rd and 4th, to which you are also invited.

VICEROY

RED RED SALMON

When you want Bang up Red Salmon, and want to be sure of getting it, order Viceroy

Price \$1.75 per Dozen

We Guarantee Every Tin.

Mathewson's Sons

WHOLESALE GROCERS

202 McGill Street

MONTREAL



Pure Food is Essential
to Good Health

Grocers Buy

**Wagstaffe's Fine
Old English**

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:

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

Buy only

RIVERDALE BRAND

Canned Goods.

WHY?

The Lakeside Canning Co.
LIMITED
WELLINGTON, ONTARIO

BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

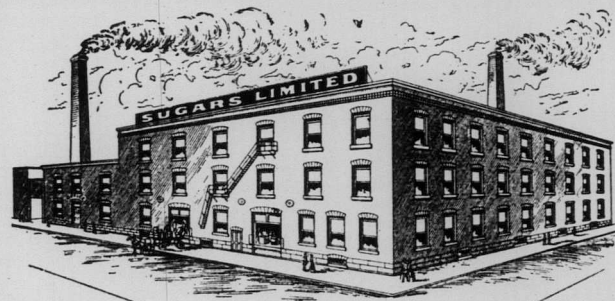
RIVERDALE BRAND

The Lakeside Canning Co.

WELLINGTON

LIMITED

ONTARIO



**Diamond Brand
Maple Syrup**

**Twin Block
Pure Maple Sugar**

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

NEW BRUNSWICK GROCERY TRADE NEWS

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., June 17.

There has been very little change in local markets during the past week. High prices continue to rule. Dealers say that nearly all lines of goods are much higher than they have been for years past. Business continues good and the outlook is exceedingly bright.

Fish—The demand for all kinds of fish is very light. Stocks of last year's fish are well cleaned up. Business is limited until the warm weather is over.

Molasses—The situation is unchanged. Dealers are well supplied with Barbadoes "fancy," which is the selling line, and stocks are ample for all requirements. The importations of choice Barbadoes are very light.

Provisions—Domestic pork is firm and stocks are light. American clear pork is slightly easier. American plate beef is held much firmer owing to the limited offerings of U.S. packers. Lard is lower, in sympathy with U.S. packing houses. Fresh beef, and in fact all kinds of fresh meats, are very high, the ruling prices being higher than for several years past.

Cereals, etc.—Flours are steady; oatmeal and cornmeal have advanced slightly. Beans are higher, with short stocks, and the tendency is upwards.

Sugars—All grades are steady. Prices are as follows: Granulated, (standard), \$4.70—\$4.80; (Austrian), \$4.60—\$4.70; bright yellow, \$4.50—\$5.60; No. 1 yellow, \$4.20—\$4.30; Paris lumps, \$5.50—\$5.75; pulverized, 5½c.—6c.

Dried Fruits—Evaporated apples are steady. There is sufficient stock on this market for all requirements. California raisins and prunes are held firmer. Buyers are without much interest in new stock offered by firms on the coast, owing to the extremely high prices.

Onions are very scarce and much higher. Egyptians are the only line available and are selling at 3½c. to 4c. a lb. Eggs and butter remain about the same as last reported.

* * *

New Cold Storage Plant.

R. J. Graham, of Belleville, Ont., manager of the Lands Produce & Cold Storage Co., arrived in St. John on Thursday last. He announced that the company had decided to build their cold storage plant, (which has been referred to in previous issues), on the eastern side of the harbor. Arrangements were made with Deputy Minister of Railways Butler for the property fronting on Main street, to which there is access by I.C.R. sidings. The new location gives the company more room than on the west side and in addition to a site 100 feet square, there will be an annex 100 by 62½ feet, fronting on Main street, and a boiler house 100x50 feet in the rear. The cost will be proportionately increased and it is expected that \$125,000 or \$135,000 will be expended in construction. Work will be commenced at once, several contracts having already been awarded, and it is expected to have the plant ready for business by the first

of October. The frontage on Main St., Mr. Graham said, would permit of the company building three stores for the sale of butter and eggs, meats and vegetables. It was not yet decided whether these would be let or operated by the company. It depended upon whether or not any St. John men would be enterprising enough to take up the business.

Cold Storage Rates.

Speaking of the rates to be charged for cold storage, Mr. Graham said a schedule had been filed with the Government, and by it the public could at all times avail themselves of the advantages offered. He quoted the following figures, which in each case were for one month's storage:

Apples—10c. a barrel; 4c. a box.
Meats—¼c. a pound.
Game—½c. a pound.
Eggs—1-3c. a dozen.
Butter—6c. to 8c. a package.
Cheese—5c. a box.
Vegetables—10c. a hundredweight.

These prices, said Mr. Graham, are the same as charged in Montreal. It was also intended to have a fish freezer and fish bait freezer as part of the plans, the meat and fish storage being in a separate series of rooms with no air circulation to the rest of the building.

Ten New Factories.

Mr. Graham leaves in a few days for Halifax, where a similar plant will be erected next year. The company, he said, were about to build ten factories for evaporating apples in Nova Scotia. They had been offered by the D.A.R. any sites they might select along the line, and so far had decided on factories at Canning, Kentville, Kingston and Middleport. At Kentville a canning factory for fruits and vegetables of all kinds would also be built, and a cider and vinegar factory at the same place was included in the plans. The central packing station and offices would also be located at Kentville. The ten factories and the other buildings mentioned, would all be finished, if possible, by Sept. 1st. The estimated cost is \$60,000, and employment will be given to about 1,500 people. Sir Frederick Borden, who is interested in the company, is expected here in a few days.

* * *

The insurance loss by the recent fire in the White candy factory has been adjusted for \$1,240.93, of which \$301 is the loss on the building; \$87.25 on the machinery, and \$852.68 on stock.

Percy Bethune, formerly of the head office staff of the Edwardsburg Starch Co., Montreal, and for some time latterly with Tees & Persse, Edmonton, has taken a position with Bedlington & Co., Edmonton. Mr. Bethune, though a young man, has that energy in him which will win out.

EDITOR'S COLUMN

We want The Canadian Grocer to be the clearing house for grocery ideas. If you want to grumble some about the railways, or the Government, or the weather or about the trade in general, don't "chew the rag" at home, write to The Grocer. It may help some, and anyway, you will feel better.

* * *

But, not all kicks, please. Say something nice about somebody, a brother grocer, if he deserves it; or your wholesaler, your organization, or even The Canadian Grocer. We're not above accepting bouquets when they are handed to us nicely.

* * *

Ask questions. There may be a lot of fellows want to know just what you do and they'll be just as pleased as you to get the information.

* * *

There's the cost of doing business. Goodness knows, it's important enough to every grocer. Write us your views on that. If you do know to a T the cost of doing business, tell us how you do it; if you don't know, tell us why. It will all go to make the paper better worth while.

* * *

Have you any ideas on window dressing? If you have we want them; not because we're so short ourselves, but variety is the spice of window dressing as well as of other forms of activity. This window dressing business is important, it's one of the spots in a grocery store where ideas make money. There are a good many grocers who haven't dreamt it yet; but they're getting there slowly.

* * *

We have a great regard for commercial travelers. With one or two far away exceptions they are all mighty good fellows. We like to hear from them. They get about and see a lot of retailers and doubtless once in a while get away with an idea as well as an order. We would like to hear from them one or two at a time, on any subject they choose.

* * *

We want news, grocery news. Send us an item about yourself, if your neighbor doesn't, and one about him, too. We want to know what the grocers are doing everywhere. When you start a movement for early closing or a half-holiday, or an organization, or a benefit fund for the poor wholesalers, don't leave us in the dark about it; we want to know.

FROM GROCER CORRESPONDENTS

LONDON.

The passing of the oldest fruit store in London is an event of no little interest to the citizens. For forty-four years the store at No. 392 Richmond street has been occupied by Richard Mountjoy, London's oldest fruiterer. When he started in business the premises had just been vacated by the Wesleyans who had for some time used them as a place of worship. A few years later the building was torn down and the present structure erected in its place. Mr. Mountjoy, who for some years was associated in business with his brother, the late A. Mountjoy, stuck to the stand and has continued there ever since, the store serving as a sort of guide post for people revisiting the city after a long absence. Directly opposite is the city hall, alongside of which, to the north, years ago stood a cottage which was the Mountjoy home, but was long since torn down to make room for the business premises which now stand there. But at last Mr. Mountjoy has, through the property changing hands, been forced out of No. 392 Richmond, and in a few days the place will know him no more. In place of his business will hereafter be found a gents' furnishing store. Mr. Mountjoy, however, is by no means forced out of business, for he has secured the store at 226 Dundas street, where, in future, he will be found. But for a long time he will be missed at the old stand.

Will Give Up Groceries.

C. H. Lee has cleared out the whole of his grocery stock in the New York store, Dundas street, and in a few days the place will be in possession of the Canadian Packing Company, who will use it for a retail meat store. Much of Mr. Lee's stock has been purchased by consumers at bargain prices, and the remainder has found its way into other stores. Mr. Lee seems glad to get out of the business, and the prospects are if he again embarks in any enterprise it will not be in the grocery line. He has found that rents and the cost of help have almost doubled in the past five years or so, while profits have hardly held their own. Therefore, he has reached the conclusion that there is little money in groceries.

A deputation from the Retail Grocers' Association will visit Toronto in a few days to make arrangements for their approaching excursion to the Queen City.

The city council has adopted the area in which push cart men may pursue their calling as laid out by a committee of the Retail Grocers' Association, and the itinerants will now be placed where they can do least harm to storekeepers. It is thought that the result will be to drive the majority of them out of business.

Short Weights.

The city license inspector and the market clerk have reported to the city council what has for a long time been

well known to the citizens generally—that is, that citizens are systematically victimized on the market by farmers giving short weight and short measure. Berry-boxes, supposed to contain a quart, do not hold a pint in some cases. Rolls of butter weigh from 10 to 14 ounces, instead of a pound. Bags of potatoes average about 70 pounds. An article called maple syrup is sold, whereas it never knew what it was to linger in the bosom of a tree. It was made in a pot from cheap brown sugar. It is popularly supposed that bags of potatoes shall weigh 90 pounds, but there is nothing in the law to this effect. Consequently, if a farmer or huckster is hauled up for selling short-weight he will probably swear that he sold the potatoes by the bag—and a bag may weigh 50 pounds or it may weigh 100. It is the same with berries and butter. The berries are sold by the box, and the housewife imagines she is securing a quart. Butter is not sold by the pound, but by the roll. And a roll does not have to weigh a pound. Some of them weigh only about 10 ounces.

The retail grocer is, of course, compelled to buy in the same way, and na-

“Grocer Correspondents! Give your views on matters of importance to the trade. Let us get up a Bureau of Information.”

—Kingston Correspondent.

turally must sell as he buys. At the recent meeting in this city of the Wholesale Grocers' Guild of Ontario, a suggestion was made that the sugar refiners be asked to put sugar up in 125-lb. bags, instead of 100-lb. bags, as at present, for the reason that sugar sacks, which hold about 70 lbs. of potatoes, are bought up by farmers and others and used in the sale of the tubers. The 125-lb. sacks hold about 90 pounds, to which buyers contend they are entitled. The city council will request the Ontario Union of Municipalities to petition the Legislature for a law which will state the weight of a bag of potatoes, a roll of butter, and the measure of a box of berries. In this way it is hoped to overcome the sharp practices of unprincipled people on the market. In the meantime the people of London are warned to buy butter only by the pound, potatoes by the bushel, and berries by the quart. The inspector also reports that he has had several so-called pound boxes of biscuits sold in stores weighed and found that none of them went over 14 ounces. This matter will be looked into.

Retailers report trade very good, but owing to the backwardness of the berry crops, the demand for sugar is nothing like it usually is at this time of year. A few days of the present wea-

ther will bring the berries forward, however.

Local wholesale grocers have for some time complained of the small discounts allowed by manufacturers of cereal foods and have repeatedly made representations to them without any tangible result. The matter was taken up at a meeting of the local guild this morning when it was decided to press upon the manufacturers the disability under which they labor in this matter.

KINGSTON.

Kingston, dear old Kingston, the grandfather of all Canada, was honored by a visit from a prince of royal blood from far off Japan, to wit: His Imperial Highness Prince Fushimi, G.C.B. He came up through the beautiful Thousand Islands on a special steamer supplied by the R. & O. Navigation Co., and commissioned by the Dominion Government. Immense crowds greeted him, and the mayor and a select party drove him over to our military college, where, no doubt, he would gain valuable information in the military line. The prince was of the basket-fired May picking type and was quite a draw.

How to Choose a Horse.

The grocer's best friend is the delivery horse, but there is not one grocer out of ten who has good judgment in choosing one. High steppers and trotters are, as a rule, poor horses to buy unless you have a driver possessed of brains. The big-bodied, short-legged French horse with the chicken breast is the kind to buy, and they can get around quick and generally feel good after work. A well-groomed horse, a bright, clean waggon and shining harness speaks to the public of the carefulness and cleanliness of the driver. The driver should look tidy as well, and wear a clean apron and a smiling face. It all helps trade.

Give me the man who looks for work; who does little talking and never shirks the duties of everyday life, and who whistles instead of whines. Work shortens the day. Loafing and killing time and watching the clock lengthens it. These are the things that tend to mould a boy's future and make him a success or a failure. It all lies with the boy. I like the boy who studies his work and does not require to be goaded on like an animal. Young man, “plan your work—then work your plan,” and you will quickly climb into position.

Poetry and Problems.

Look here, Mr. Grocer, now honest and true; in a case like this, say, what would you do?

A certain grocer had two carpenters dealing with him. The one paid cash for everything he bought and gave the dealer no trouble but to take down his order and deliver his goods. The other fellow ran up an account; got behind; disputed statements; had the bookkeeper itemize and go over accounts just to be nasty; went sometimes to another store with his cash. The grocer had a barn and stable to build. To whom

should he give the contract? Yes, to whom? Hard proposition!

Toll Gates and Tobacco.

Councillor Stonners, one of the most honorable men of the county, is fighting hard to rid us of the abominable toll gates, and his persistence will win. Toll gates will soon be a thing of the past.

The tobacco men are getting back to right principles and doing away with the coupons, stamps and tags. These tips come out of some one, as the price will show. When tags were given a certain make sold for 45c. a lb.; since they were discontinued the price is 39c. Who paid for the tags? What a way to do business!

The Barriefield Camp.

The big camp at Barriefield, near here, is on, and to see the infantry and cavalry rushing here and there makes one feel that war is declared. Some of the country boys feel big in soldier's clothes and it is an education to see the movements and attitudes of those in the saddle. Some look as though glued to the saddle, others bob up and down like a Jack-in-the-box. Capt. Sharp, clerk in Crawford's grocery, was up to Toronto taking a course and expects a coloneley. The captain is very popular, and has a kind word and joke for everyone.

At the services in St. George's Cathedral for the 14th Regiment, Capt. Arthur Craig sang a solo in fine voice.

Arthur is one of W. G. Craig & Co.'s representatives. He is leader of St. Andrew's choir.

How do you hang your paper bags? Some use wire-spring device, string, iron with knife to penetrate the bags. I would suggest that the manufacturers do it and charge a little extra. Bags are used for everything, and it keeps one stringing half of the time.

WOODSTOCK.

A. E. Sage, who has for a number of years conducted a grocery business on Dundas street east, has decided to locate in Los Angeles, California, where he will become the proprietor of a similar business. Mr. Sage left for California a few weeks ago on a trip in which he intended to combine pleasure and business. The business end of it results in his removal from this city. Mr. Sage has been a popular citizen, and has made a success of his business by combining up-to-date methods with strict honesty in all his dealings. A couple of years ago he erected a new building, combining a fine store with living quarters. His departure makes a good opening for another grocer. Mr. Sage's property is being advertised for sale.

The weekly half-holiday movement is at last taking definite shape. Petitions have been prepared, and are this week being circulated among the grocers, druggists, butchers and other lines of trade, so that the prevailing opinion on the subject of a weekly half-holiday may be determined. The petition will pro-

vide for a change in the day from Thursday to Wednesday. This is done at the request of the grocers. It is not expected that it will meet with any opposition from any of the trades with the exception of the barbers. The latter have a five-year agreement to close on Thursday afternoons, and declare they will not change. This, however, will not affect the other business men. If the holiday movement is a success, it will go into effect the first week in July and continue to the end of August.

Angus Rose, a local egg buyer on a large scale, told your correspondent the other day he was finding eggs very plentiful this summer, the available quantity being slightly larger than in the corresponding months of last year. He said the price was also slightly in advance, as he was paying fifteen and sixteen cents per dozen, which was over a cent more than he paid last year in the early months of the summer. He believed the tendency would be for prices to go lower as the season advanced. Wholesale dealers said their storehouses were full. If they were, there was sure to be a drop in prices.

The New Condensery.

The municipal authorities of Woodstock are making strenuous efforts to land the milk condensery, which the company controlling the St. Charles Condensery at Ingersoll propose to construct in this district. The promoters of the concern are really the men behind the New York Milk Company, New York City, a company with a capital of about fifty millions of dollars, and over a hundred branch condenseries. Tillsonburg is also fighting to be the site of the new industry, but it is confidently believed here, that if location is finally decided upon for Oxford county, Woodstock will be the place favored by reason of its better railway facilities and the other advantages coming from the fact of its being a larger place. Listowel and St. Mary's are among other places which are bidding for the industry.

The finance and industrial committees of the city council and the council of the board of trade have had a committee visiting the farmers within a radius of six miles of the city, ascertaining the number of cows in the district, and the feeling of the farmers towards the project. The reports have been most encouraging, and the district promises to be a profitable one for the company. The promoters have been asked to submit their proposition in writing, and it is expected that a location will be selected in a few days. The company's proposal is to build a factory, 315 by 75 feet, two storeys in height, and install a suitable and thorough plant. The capacity of output would be larger than in the Ingersoll factory, and 125 hands would be employed, of whom 40 would be girls and the remainder men. In wages \$3,000 per month would be paid out. They ask the city for a free site of about five acres,

with water and sewer connections, exemption from taxation, with the exception of school purposes, for ten years. They desire, if possible, a daily milk supply of fifteen thousand pounds.

Farmers generally are of the opinion that the crops of this season will be pretty good on the whole, after all the pessimistic reports which have been circulated as the result of the backward weather which has prevailed for the past few months. There is no doubt that in some districts the growth of crops is very deficient, and indicates a serious shortage, but in other places there are no grounds for complaint. On the whole, it is believed that they will turn out pretty nearly up to the average.

VICTORIA, B.C.

June 5th, 1907.

The 24th of May celebration is over once more and everything was a grand success, the city having almost more visitors than the hotels could accommodate.

The following is a list of the grocers who won prizes in the grand parade of horses and delivery wagons:

Best single horse and wagon, as used in actual delivery—1st, Dixi H. Ross & Co.; 2nd, Fred. Carne; 3rd, Dixi H. Ross & Co.

Best float in parade—1st, A. E. Todd; 2nd, F. P. Watson.

Best double team and wagon—1st, F. R. Stewart & Co.

There were many entries in all of these events, so it seems that the grocers more than held their own.

The weekly half-holiday has as last been settled as far as the grocers are concerned. The following "Public Notice," which was given four inches display space in the papers, and signed, "The Victoria Retail Grocers," explains: "After June 1st the retail grocers of Victoria will close their places of business on Thursday of each week at 12.30, remaining closed the rest of the day. This step is taken to enable the employer and employes to have a little relaxation during the summer months. We, as grocers of the city of Victoria, ask one and all of our patrons to help us by ordering early on Thursday morning, as an afternoon each week will compensate for our long hours."

The farmers are all praying for rain, as the fruit crop will be seriously damaged if rain does not fall within the next two weeks. For strawberries it is already too late, as the bulk of the crop in the early districts have already been gathered. The later districts have not suffered so much, and if rain comes soon there is every chance of a good crop. What berries have been marketed have brought good prices, the lowest figure yet reached being \$5 for a crate of 24 lbs. Of course, it is a little early for low prices yet.

There are few market changes of importance, almost everything seems to have a tendency to advance, and almost every line in groceries has advanced during the last few months. Flour has jumped 60c. per barrel within the last month. Sugar also is climbing. The Brackman-Ker Milling Co. have raised the price of rolled oats, and almost all their products.

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ST. CATHARINES.

With the advent of summer the canned goods man comes to the front. He has been securing his tin cans and other requirements for the coming season. The five canneries that St. Catharines is supplied with are busy, with their large staffs of workmen, preparing and canning asparagus and other early varieties of vegetables. Months ago they let contracts for supplies of tomatoes, beans, peas, etc. Peaches, plums, pears, strawberries and other fruits come in their season. One firm, that of the J. Hurschell Wethey Company, in addition to being canners of fruits and vegetables are manufacturers of the J. H. Wethey mincemeat, which has gained such wide popularity, and the goods are shipped in large quantities along the line from St. Catharines to the Pacific ocean in the west and to the Atlantic in the east.

The retail grocers are not, unfortunately a unit in anything. They could not carry out the conditions of their grocers' association. One was jealous of the other, and feared that some one or other would secure the bulk of trade. They agreed to close their stores each Wednesday afternoon, and immediately that came into operation the compact was broken and there is no Wednesday afternoon holiday for the clerk.

John W. Timmons, the grocer, and Salanti, an Italian, are the only importers of bananas, pineapples and other tropical fruits and vegetables, and they supply the other retail grocers.

The cold and wet spring delayed farm operations. Potatoes, tomatoes, peas, corn and grain were late in being planted or sown, and the late frosts threatened destruction of the buds on fruit trees. In some sections the frost did some damage but not enough to injure the prospects for a full crop. Fruit growers say there will be an abundance of peaches, plums, cherries, apricots, pears, raspberries, but strawberries will be a light crop. Apples will be a fair crop, but of an inferior quality. The cause of this is the apple is such an uncertain crop that the farmers, as a rule, pay no attention to cultivating the roots of the trees, removing the grass and using fertilizers. The fertilizer is being extensively used in fruit and vegetable grounds and is giving general satisfaction. The farmer usually orders his bone, etc., fertilizer in the winter, so that it is ready for use when required. They know it to be a good article and it is being brought into more prominence each year.

STRATFORD.

Raspberries will be backward this year. The early growths are only just getting into shape. Many thought that the raspberry crop would be spoiled completely, but although the recent backward weather has retarded the growth still the crop has not been killed. Strawberries, as yet, have been very scarce.

Last week your correspondent interviewed a number of the dealers on the important question of "weighing in,"

and found that there are a few who do not weigh all imported goods, while other merchants weighed goods received from certain firms. One merchant thought that all imported goods should be weighed. He sometimes found a shortage in weight and consequently was at a loss. Especially was this the case during the Christmas season, but this he attributed to the fault of transportation, as the goods found to be short in weight were generally confined to the fruit line.

CHATHAM.

N. A. McGeachy & Sons' city dairy has been given an outside coat of paint, making it the only entirely white building, both outside and inside, in the city.

Miss Nettie Collins, of McCorvie's grocery staff, who was ill for some days last week, was able to resume her duties Tuesday morning.

W. E. Parrott has just put up a new black and white sign over his King street store. The firm name appears in big, bold white letters, such as can hardly escape attention.

Despite the action of the local Retail Merchants' Association in "passing up" the suggested weekly half-holiday during the summer months, there is considerable likelihood that the dry goods and men's furnishing stores will have Friday afternoons off during the hot weather. A requisition was circulated among the merchants in these lines last week, and was numerously signed.

McGeachy & Sons have installed a Rice & Adams patent bottler, by which twelve milk bottles can be filled at once. This machine ensures a capacity of 1,000 bottles per hour.

The Crop Outlook.

The grain crops in this section give promise of being very fair this year, although it is possible they will not compare favorably with the exceptionally heavy ones of last year.

"Yes, I think the outlook for the crops this year is a bright one," was the verdict of N. H. Stevens, when interrogated on the subject. "Barley and oats, in particular, appear to be coming along very satisfactorily, and the acreage promises to eclipse even that of last year. I am sorry to know that the wheat crop has proven a partial failure, owing to the severe winter. Hundreds of acres of fall wheat have been ploughed under, and the wheat ground sowed with oats and barley. As regards corn and beans, it is difficult to venture an opinion, as large areas are still being sowed. Quite a quantity had to be re-sowed owing to the first crop having been planted too early and lost through the cold. The ground has most of the time been too cold for the seed to germinate. As nearly as can be ascertained, I consider the chances for a good average acreage of corn and beans very bright.

"I think things look pretty fair for the crops so far, and it is to be hoped that we have no more cold weather to delay the growth."

Triangle Grocery Changes Hands.

The Triangle Grocery, at the junction of Thames street and Grand avenue, recently changed hands, W. H. Marshall selling out to Clifford Morrison, of Tupperville.

During the seven years, more or less, since Mr. Marshall left the employ of McCorvie & McKerrall to set up in business for himself, he has managed to build up an excellent trade at this point. He handled both ends of the grocery business with more than average skill, being at once a shrewd buyer and a good seller. During the past few years Mr. Marshall's name has been more than once mentioned in connection with municipal honors, but he invariably declined. For the present he is retiring from active business.

The new proprietor, Clifford Morrison, was for some years connected with the Tupperville Milling Company. He is polite and obliging, and should make good here. The Triangle Block, situated at the junction of two leading streets, is logically a first-class stand. Though the window space is small, Mr. Morrison is making good use of it, and his tasty and attractive displays during the last week or so have attracted considerable attention.

A Grateful Marketer.

Owing to the honesty of Grocer V. J. Bosworth, there was a very happy woman on the market Saturday morning. Mr. Bosworth was just leaving the market when he picked up a purse near one of the doors of the building. The purse contained about \$7, and Mr. Bosworth thought the best way to locate the owner would be to hand the property over to the chief of police. He was in the act of doing so when a lady came running up to the officer to tell him that she had lost her purse. She was naturally highly elated at its providential recovery, and Mr. Bosworth was the recipient of many hearty thanks.

Incidentally, Mr. Bosworth's place of business on William street has always that clean, attractive appearance which draws business. The proprietor is one of the most regular attendants at the R.M.A. meetings, and takes an active interest in trade organization.

Railway Extension Begun.

The C. W. & L. E. electric railway is to be extended to the lake this fall. The announcement last week of the company's decision to extend was the source of considerable gratification to local merchants. The extension will put them in touch with the farmers at Raleigh and Harwich townships, and should prove a big business booster, not only for Chatham but likewise for Blenheim, which thriving town is also on the route.

The contracts for the work have been let, and a commencement was made on the grading operations on Saturday morning last. The city council's action in granting the railway the privilege of laying its tracks on the west side of Queen street to the corporation limits aroused some opposition, however, and

has resulted in the Robertsons, of Inshes estate, owners of part of the adjoining property, obtaining an interim injunction at Toronto restraining the company from proceeding with their tracks. It is confidently anticipated, however, that the consequent halt will be no more than temporary. As a result of these complications, Ald. Jas. N. Massey, chairman of the railway committee, has had a busy time of it lately.

Canada Flour Mills Office.

The Canada Flour Mills Company are making arrangements to change the site of their office from its present location on Kent and Dover streets to the building adjoining the mills, which was used by the company some years ago. Gangs of men are now at work remodelling and renovating the future office, and the staff expect to occupy their new quarters in a couple of weeks.

The object of the change is to get the business office nearer the mills, as farmers have found it inconvenient to go out of their way in visiting the present office. The new quarters will be steam heated, comfortably and thoroughly modernized in every respect.

Assessment Passed Up.

The civic finance committee has "passed up" the request of the Retail Merchants' Association for the changing of their business assessment from a 35 per cent. to a 30 per cent. basis. The committee brought in their report at the city council meeting on Monday night, to the effect that, after consulting with the city solicitor, they had come to the conclusion that the council could not legally take any action, and that, accordingly, merchants who desired relief must go to the court of revision.

There is no doubt but that the merchants will do so, and that a test case will promptly be made. The association are, in view of the Provincial Secretary's letter upholding their contention, confident that they will carry the matter through successfully.

A Conflict in Dates.

The grocers' section of the R. M. A. hold their regular meetings on the second Tuesday of each month. There was no meeting, however, on the last meeting night, for the simple reason that it was the R. M. A. meeting night as well.

The R. M. A. have been in rather an awkward position in regard to a meeting night. Originally they met on the second Monday of the month. That date was found to conflict pretty frequently with city council meetings, either regular or special, and as a result a change was deemed imperative. A number of dates were suggested, but relinquished in deference to the board of trade, the lodges and other organizations. Finally, the second Tuesday of the month was chosen. Secretary Wm. Anderson, of the grocers' section, intended to bring the matter up at the last R. M. A. meeting with a view to making another change, but owing to his accident was prevented from doing so.

GUELPH.

Victor Davey, son of A. Davey, an old Guelph grocer, and a man who has followed the trade all his life, paid a flying visit to his old town last week. He came on the farmers' excursion from Peterboro. He is now managing a branch at Peterboro for T. Kinnear & Co., of Toronto, and is doing well.

There is some talk of Sunday street cars in Guelph this week, after about two or three thousand people having to walk out to the cemetery to the decoration ceremony of the Oddfellows on Sunday. It does seem too bad to keep a machine standing in the barn idle and so many people having to walk, but Guelph is not ready to give up her quiet, restful Sundays yet, for there are other days when these services could be held just as well as Sunday.

The deputation of the Clerks' and Salesmen's Association who went to Hamilton last week to make arrangements for the excursion to be held by the association, report having chartered the Macassa for a moonlight excursion, which will probably be run on the third Thursday of July. The boat will leave the dock at 8.30 p.m., and will return about 11 o'clock p.m. They conferred with Mr. Bird, of the Grafton Co., and president of the Hamilton association, who promised that the Hamilton clerks would join the Guelphites on the occasion. He stated that there would be about four hundred from that city. The fare for the round trip from Guelph will be \$1.50.

Mr. Bibby, late of George Williams', has accepted the management of the Guelph Co-operative Association grocery department. It is now only a very few years since this association was formed and a baking business on a small scale was launched on St. George's square. Since that time the venture has been accorded a hearty support by the citizens, and a short time ago a large block was purchased on Quebec street, and half of it occupied, the business being enlarged to include groceries. Then came a set-back in the fire, which practically ruined the block, but this has not dampened the enterprise of the concern and now the block is being refitted and repaired and both stores will be occupied by the association.

The part used as a bakery and grocery store will be continued and the other store, formerly occupied by the Guelph Paper Co., will be used as a butcher shop as soon as the present meat by-law is repealed. It is also proposed to open a shoe store upstairs in the near future.

The Guelph Paper Co. have moved to the store opposite, formerly occupied by George Harper, who has in turn moved across the street.

The "Made in Canada" fair was formally opened by Lieutenant-Governor Mortimer Clark, on Monday afternoon and is in full blast.

Eggs continue to be scarce and are retailing in the stores this week at 20c. a dozen.

Mr. A. M. McLaren, Elora Road, has added a fine new delivery wagon to his outfit. It was built by Reid & Ross and is just up-to-date. In fact, Guelph grocers all deserve credit for their nice tidy rigs and good horses and gentlemanly drivers. It would bother a stranger to judge a store here by its outside department.

Tom Hewer, for about twenty years driver of Guelph's hose wagon and a general good fellow, has bought out his brother Jim's grocery store on Nottingham Street and took possession on June 1st. We thought Tom had more sense than to leave the city cashier, which is sure once a month, for a chance among the poor grocers. But we are always glad to welcome someone else to our pleasures. Tom is careful and is a good buyer, and that is half the battle.

* * *

Does it pay a grocer to handle coal oil or let the hardwareman handle it is a live question I would like to see discussed. I used to fight hard and yet feel that way inclined that it pays, but from recent figuring and watching I am forced to the conclusion that it doesn't pay an ordinary grocer to handle it. I took two 40-gallon tanks and filled one with American oil and the other with Canadian oil. We filled both on Monday and both were empty in one week at a profit of 5c a gallon, making a profit on 80 gallons at 5 cents a gallon of \$4.

I have a good driver and he undertook to look after that department and every day till Saturday did fine. But, Saturday his horse turned too quick and although his oil was kept separate in front of his wagon from the groceries, when the horse swerved round five orders were simply spoilt. Leaks, repairs to tanks, change of drivers, and risk from fire, smell, and lots of other things must and does—whether we know it or not—make handling oil unprofitable for the grocer. Some grocers talk of self-measuring tanks, like the syrup or molasses pump, but I am prepared to say for myself that 5 cents a gallon doesn't pay unless you can produce something different than I ever saw in Guelph.

Handling of Oil by Grocers.

It has long been an open question with the groceryman whether or not it pays him to handle coal oil in connection with his business. The reason for this question is because of the ordinary method which has been in vogue ever since oil was sold. What grocer or general storekeeper or his clerks, using the old methods, does not dread to see an oil can come into his store? The question submitted by the Guelph correspondent was submitted to the Bowser oil tank people and they referred it to a grocer who is a user of what is known as the Bowser Self-measuring Oil Tanks, and has been for the past eight years. He explained that it is possible, by means of the Bowser tank, to draw five gallons in less than a minute, without any funnels or measures, direct into the customer's can, eliminating thereby overflow, dripping, spilling, seeping, oily hands, oil-soaked floors etc. Furthermore, as the tanks and pumps are air, gas and oil tight, there can be no evaporation. Therefore, as the grocer in question said, he is able to sell as many gallons as he buys, and thus secures all his oil profits, and at the same time obviates all the dirty, sloppy, contaminating characteristics incident to the old way, and it is a positive pleasure waiting upon oil customers, instead of a dread. Not only is he able to draw oil so quickly, but there

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INGERSOLL.

is the consolation in the thought that the measurement is absolutely correct, inasmuch as the equipments are inspected by the Government Inspector of Weights and Measures. He continued:

"You might ask how I combat the danger of spilling oil in a delivery wagon. This, too, is simple. I arrange a box, which is permanent and tin-lined and sufficiently high in the front part of the wagon, and all oil cans to be delivered are set in this box. Thus, should one be overturned, there is no chance whatever of the oil coming in contact with the groceries, etc., which are done up in packages, and stored in other parts of the wagon.

"I am satisfied that my Bowsers have paid for themselves several times over during the eight years they have been in use. I can heartily recommend them to all handlers of all kinds of oil. The kind I use are incomparably superior to anything I have ever seen, and I consider them one of the best appliances in my store, and I use a cash register and computing scale. As previously stated, I have been using my Bowsers for the last eight years, and they have not cost me one cent for repairs."

The Guelph Made-in-Canada exhibition in aid of the General Hospital starts next Monday, June 17th, and again we have it emphasized that who ever wrote that article "Taking Alms" in The Grocer a week or two ago knew what he was talking about. There is not one merchant in Guelph that can get out of going down deeper in his pocket than he really can afford and in fact every man, woman and child will be literally robbed. Admitted the cause is good, but I know of at least two stores where the first lady came in for her booth and got 50 lbs. of tea. The next would sell on commission the same article. Another wanted fruit, and so on, and the wholesalers are bled also for the same object and in as many different ways. Then Mr. Grocer goes to the fair and puts up as much more in the way of buying other things that he really doesn't want just to oblige the ladies. The poster show will be a success no doubt, but how many will feel the effects long after the poster show is forgotten? Why can't the Government, county and city grants to these public institutions, which we all have to make up, be made large enough to do away with the necessity of such ways of raising money for these institutions?

* * *

A lady asked me the other day why the year 1907 was like a broken-down wagon. I said I didn't know. She said, "There is no spring in it."

* * *

I have been selling pineapples for years and it remained for a young lady to inform me this week that the easiest way to use them is not to peel but to simply tear them apart. This was a new wrinkle to me and I tried it. Just take the nearest section to the core at the bottom and press your thumb in and force it out and so on each section in rotation and one of the hardest things about the preparing of those prickly pines is overcome.

Fire, which broke out in the roof of the Manchester mill, owned by the Manchester Cereal Company, shortly after ten o'clock on Monday night, threatened to destroy the entire structure. The flames had gained considerable headway when the firemen arrived on the scene, but through their heroic efforts they were prevented from spreading to other parts of the building, and after over an hour's strenuous work they were entirely subdued. The fact that the fire started on the roof and the absence of a wind were factors that greatly favored the firemen. The roof was almost completely destroyed, as was the machinery on the upper floor, while the machinery in other parts of the mill was seriously damaged by water and it will be several weeks before it is all in running order again. The damage, which is heavy, is fully covered by insurance.

The origin of the fire is believed to have been a spark from a passing T. L. E. & P locomotive, as a large hole was eaten through the roof on the west side, which would indicate that a spark had dropped there.

"Whew, but it's hot!" This is the exclamation of the people who only a few days ago were shuddering in their winter wearing apparel and at the same time complaining bitterly at the weather conditions. It has been said that all things come to those who wait, and this also seems to be true of the warm weather. It has arrived at last, and with a vengeance. The ice cream parlors are being besieged day and night, hammocks are being brought out once more, and the indications generally point to a real, genuine summer and, of course, the grocers are delighted. How they have been longing for "The Good Old Summer Time," when the housewife will take life easy and call or "ring up" for the greater portion of her table supplies. The demand for canned goods, fruits and vegetables, cakes and pastry goes up with the mercury, and every day is filled with the activity which gladdens the heart of the retailer. But, while the consumer may see additional expense in the matter of provisions during the warm spell, he is financially ahead as compared with the days when he must carry up the coal or split the wood.

For the second time in the course of a few weeks the town of Tillsonburg has sent a deputation here for the purpose of interviewing the manager of the St. Charles condensing factory in regard to securing the new factory which the company intend establishing in western Ontario. Tillsonburg is hot on the trail of new industries that can in any way recommend themselves, and when the second deputation came here last week they made a definite proposition in regard to securing the proposed factory. Other towns are equally anxious of getting the new industry, and, as yet, no definite announcement has been made as to the location. The condensing factory here is regarded as one of the best institutions in the town, as it is of great bene-

fit to both the farmers and the townspeople.

What about a half-holiday? This is the cry from the clerks of the town now that the warm weather has arrived. Only echo answers, and it seems as though the much-desired recreation will have to be taken after "business" hours.

Benjamin Pardoe, for many years a resident of Ingersoll, died on Sunday, aged 79 years and 6 months.

This is the preserving season for pineapples and the receipts have been large with local grocers and the demand keen. All seasonable products are arriving in plentiful quantities and the people of this district are evidently keeping right up with the market. Butter still ranges in price from 25 to 30 cents per pound while 16 cents is the ruling figure for eggs. These prices are considerably in excess of those of former years.

Samples of Fels-Naptha soap were recently distributed amongst the housewives of the town and the advertisement has been given a more permanent form by a large display in the window of the "2 Maes," MacLeod & McBain.

The employes of the St. Charles Condensing Company have arranged to run their seventh annual excursion to Detroit on the 17th of July, and it is expected they will be accompanied by a large contingent of citizens.

GOOD THING IN STRATFORD.

Albert Myers, clerk at Barker's grocery store on Huron street, Stratford, possesses the knack of dressing unique, as well as attractive, windows. He has something different from others, something original. He recognizes the fact that an attractive window draws custom. Recently Mr. Myers dressed a good window advertising maple syrup and sugar. In the window to-day he has a new idea. It is a railroad scene and shows a train, comprising an engine, coal car and two box cars on a well laid track. The train is supposed to be travelling through the country, bringing a new shipment of goods to Barker's store. Grass is growing on all sides and the track is laid over a river. A telegraph line also runs alongside of the railway track. In the corner of the window, and presumably located in the corner of a field, is a good sized barn, and on the barn is painted a sign, which reads as follows: "Just arrived, a direct importation of Lipton's Old Country pickles, sauces, etc."

PETERBOROUGH.

Why do retail grocers not advertise their goods in the local press? Hundreds and thousands of families are reached every day by the papers and there never was a time when the successful housewife looked the daily paper over for advertisements as she does today. The display ads. in the paper are as essential to the wife or housekeeper as the stock markets and sporting columns are to the man. She takes up the paper as soon as it arrives at the door, and her keen sense of duty, her desire to make money go as far as pos-

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sible, her wish to make her table look well and to provide appetizing and nutritious food for her husband and family prompts her to look for advertisements in the papers.

The dry goods merchants and clothiers advertise extensively, and they could not successfully conduct a business if they did not. Women, the same as men, often want something, and they do not know exactly what. Sometimes they see it in a window, but more often they see it advertised. Thousands of dollars' worth of dry goods are sold in Peterborough through the daily advertisements in the papers that would not have been sold otherwise. A woman who has a house to look after has not time to continually study fashion plates and magazines, and thus keep herself posted in the latest fabrics and novelties. The drygoodsmen realize this and they undertake daily to place before her a list of articles that are new and stylish, and she has got into the habit of looking in the press for those announcements.

Grocers claim that they have nothing to advertise. Everything they sell is a necessity of life. When persons want them they will come for them. Such an argument is only the argument of a lazy, behind-the-times person. No one gets anything in this age by waiting. Everything that is worth having must be gone after. The sooner the grocer realizes this, the sooner his business will commence to prosper, and the sooner his profits and bank account will begin to increase.

Retailer's Duty to the Housewife.

If a housewife has no time to study fashion plates, much less has she time to study trade journals, in which wholesalers and manufacturers advertise, to find out what to get for to-morrow's dinner. It is not the duty of a trade journal to educate the housekeeper. It is the duty of the retail grocer, and him alone. If he gets in a new line of canned goods, or if he is enterprising enough to add an entirely new line of food stuffs to his stock he should be enterprising enough to go to every house in the city and countryside and tell about it. How will the people find out about it otherwise? The way to do this is to advertise, and it is the only way.

Not ten per cent. of the people know what any one store carries in stock, and the grocers, evidently, are unconcerned whether they do or not. In Peterborough there are nearly 100 stores carrying a stock of groceries. These are scattered all over the city, mostly in the residential parts where a woman can run out in the morning and get a few little things she finds she needs and get back to the house without losing any time. She never thinks of the hundreds of tasty delicacies she might get, and she is in such a hurry the grocer cannot tell her about them. Thus thousands of dollars worth of business is lost every year.

The large stores in the centre of the city are being driven out. There is not enough business to enable them to pay the heavy expenses. The small stores

are cropping up all over. These carry a general stock, the so-called "necessities of life." The big stores carry the varied stock and are losing the general trade.

Advertising a Necessity.

There is only one cause—they do not advertise. They cannot hold the trade. The corner grocery is nearer to the people and they get a big share of the business. The only remedy for the grocer is to advertise. Tell the people about the fresh goods that are received every day. Suggest to them a new brand of pickles, a new kind of canned fruit, the cooked meats, fresh biscuits and the hundreds of other palatable things so much desired in the hot weather. The people want those things and would buy them if they only knew where to get them. The corner grocer does not carry them, and in warm weather a woman will not run around the city looking for something to eat that is cool and refreshing. She has no time and less inclination. If she saw advertised that a certain store had what she wanted she would soon telephone an order or send for it.

When the grocer is getting the order for the special article he can very easily get another order for the general groceries. What he wants to do is to reverse his system of doing business. Get the people coming for luxuries and then sell them groceries as well. A hundred stores in the city sell groceries and then the clerk or proprietor might think to suggest to the customer some dainty, thus making the "necessities of life" the main feature. The profit of a grocery store is not on sugars, flour, vinegar, molasses, etc.; it is on spices, teas, coffees, pickles, fancy canned goods, fancy biscuits, etc. These are the things to advertise. They are what the people want and are willing to pay for. They will buy ordinary groceries any way and from the nearest store. But they will go a mile for a luxury.

Free Mail Delivery.

This city it to have a free mail delivery in a very short time. The postmaster here has received the different sorting boxes and all the paraphernalia necessary for six mail carriers. The postoffice here is far too small to accommodate the amount of mail matter handled and the result is a great many mistakes are made. The six men who will deliver the mail will be divided as follows: Two in the business section and one in each of the four outlying wards. This service will be greatly appreciated by local citizens.

The tourist season is now opened, and every day summer residents arrive in the city on their way to Stoney Lake points, or Chemong or down to Rice Lake, and the local grocers are getting a share of the business. A large number of big orders have been filled and shipped out. This business, however, is not nearly so good as it used to be, as there are several grocery stores at Stoney Lake and fresh supplies are brought in daily.

Short-weight Butter.

The swooping down of the police on the market a couple of weeks ago and the discovery that considerable short weight butter was offered for sale has caused considerable discussion in the city. A prominent citizen informed The Grocer this week, and was most emphatic in his statements, that several grocers in the city were selling light weight butter, but were not getting into trouble over it. He stated that when farmers brought print butter to the grocers the man behind the counter weighs it and pays for it according to weight. He then turns around and sells it by the package, each print being disposed of as a pound. Frequently when weighed they did not contain sixteen ounces, and the consumer was suffering as a result of this practice.

Your correspondent interviewed a leading local grocer regarding this matter, and was informed that he had heard that some grocers in the city were in the habit of handling butter in this way, but he did not know to what extent the practice prevailed. He considered that it was a very unfair thing to do, as it was deliberately deceiving the purchaser. He would like to see all butter sold by weight, as it was the only fair way of buying and selling this commodity. Unless butter is looked after very carefully in a store, there is always more or less loss of weight from evaporation of moisture, so that the consumer who buys butter by the print is likely to often find that he is not getting as much as he supposed, or what he paid for.

GALT.

The present warm spell has had a very beneficial effect on the grocery trade in Galt, and the merchants state that the trade at present is better than it has been at any time this year.

It is understood on good authority that the proposed appeal against the ruling of Police Magistrate Blake, in which a transient trader was fined for a breach of the transient traders' by-law, will not materialize. The retail merchants are somewhat disappointed in that the case has been dropped, as it was their desire that a test case be made, and the merits of the by-law proved. It is quite possible that the supposed transient trader has not the necessary funds with which to carry the case to a higher court. In the meantime it is hardly possible that he will again reappear with his little grip of "samples."

The question of devising ways and means whereby a dustless Sunday can be obtained is agitating the merchants of Galt. On a windy Sunday Main St. resembles a desert sand storm, and when the stores are opened on Monday morning it requires several hours' work to remove the dust. It has been suggested that the street be given a liberal application of water late on Saturday evening or early on Sunday morning.

Preparations are going on apace for the big old boys' reunion in August. It is estimated that there will be between four and five thousand visitors in Galt for four days. What this will mean to the merchants can easily be imagined,

THE CANADIAN GROCER

as the old boys and girls must certainly eat.

A local grocer stated to-day that Canadian-grown strawberries would probably be placed on sale next week. "Although the crop is rather late," he said, "advices from the fruit growers are to the effect that the crop will be exceedingly large. It is surprising the difference the strawberry season makes in the grocery trade in general. The amount of sugar sold, for instance, is simply astounding. And in addition to the sugar sold, there are numerous other articles that are never called for at other times."

With the warm weather the demand for breakfast foods is beginning to increase. During the winter the Galt Scotchman will hear of nothing but rolled oats, but with the warm summer weather the ready-cooked foods are largely in demand.

The Saturday market in Galt was larger than for some time. There was a profusion of greenstuffs and vegetables. Butter dropped one cent to 22 cents per pound, and eggs increased two cents to 22 cents per dozen.

Arthur White, employed by Deans & Walker, had a narrow escape while driving on Sunday. He was accompanied by two young ladies and was driving through Victoria park, when the horse became frightened. One of the young ladies, in jumping from the rig, sustained a broken ankle. The two other occupants remained in the rig and escaped with a severe fright.

Eric Connawarf, who was for some years with Jno. Laird's grocery establishment, now on the road for the Christie-Brown Co., is spending his holidays in Galt. When he leaves his native town he will be accompanied by a lifelong helpmeet in the person of Miss Murray, daughter of James Murray, the well-known Dumfries street grocer. Eric's many friends in Galt are extending preliminary congratulations. The happy event will take place on Wednesday, June 26.

The present hot spell has created an almost unprecedented demand for lemons and many citizens do not resent being handed specimens of this fruit.

Deans & Walker, who always lead in fancy foreign fruits, are this week handling peaches, pears, apricots, berries, etc.

A well-known grocer to-day asked your correspondent why the Galt grocers did not recognize the benefits of organization and form a Retail Grocers' Association in Galt. Why?

An effort is being made by the Galt Beautifying Club to have the bill boards removed from the public thoroughfares.

HAMILTON.

Our wholesalers report business the best ever, most of them working overtime to relieve the congestion in their shipping departments. A strike of the Hendrie teamsters also helped to tie things up, but the strike was of short duration, the men going back at the old rate of pay. The boats running out from here are doing a great freight business. The fast sailer Turbinia is now running a triangular trip, from here to Toronto and thence across the lake to Queenston, making a delightful day's outing for Hamilton grocers and any

others who care to avail themselves of it.

Half-holiday Popular.

Our Wednesday half-holidays are very much enjoyed, and there are few grocery stores not closed. Of course, here, as elsewhere, there are some men too mean, or some too disgruntled with petty grudges, to do as the majority would like. Other dealers are following the grocers in closing, and, from the present outlook, before the summer is over all the stores in the city will close Wednesday afternoons excepting the department stores, and, of course, they never agree with anyone. However, these half days are a bright spot in the week's business and are enjoyed by the clerks and others to the fullest extent.

R. M. A. Convention.

At the last meeting of the Grocers' Association the question of attending the Retail Merchants' convention was taken up. Some time ago the grocers asked them for information concerning the convention, but never received any satisfactory explanations, only a proposition from their organizer to affiliate with the Retail Merchants, which was promptly turned down. The grocers are willing and anxious to help out the convention, but say "no" to any scheme for amalgamation. As yet it does not appear as if the local branch of the R. M. A. intended to take an active part in the convention.

The Approaching Picnic.

The whole city is talking of the grocers' picnic. As the time comes nearer it looms up larger than ever, and it looks a fortunate thing that Mr. Main, the chairman, with his usual forethought conceived the plan of going by two railroads. All danger of crowding is avoided, and hundreds of people will now join in who have been afraid of the crowd in other years. Two railroads, with one hundred first-class coaches, two bands, a baby show, two hundred dollars in cash prizes for games, champion boy dancer and other attractions too great to enumerate. Come along on 17th July and see how we look.

TO BOOST LEAMINGTON.

Over 20 of the business men of Leamington held a meeting last week, for the purpose of organizing in the interests of the town. Those present were enthusiastic in favor of the project, and a business men's association was formed. The following executive were named: president, S. G. Morse; vice-president, Mr. Purvis; secretary, Mr. McSween; treasurer, Mr. Burrows; executive committee, Station Agent Sands, W. J. Hazelton, W. D. Cox, A. T. Boles, J. E. Johnson and S. French. Harmony, good feeling and public spirit were in evidence throughout. The meeting passed a resolution favoring the park by-law, and hopes were expressed that that measure would carry by a good majority.

PERSONALS.

J. G. Wallace, London, was in Montreal during the week.

T. H. Estabrooks, St. John, N.B., was in Montreal the early part of the week.

Mr. Lochner, representative of Wm. Hills, Jr., New York, was in Toronto this week.

Robert Meighen, president of the Lake of the Woods Milling Company, is in the west on business at present.

Gordon Hagmeier, Hespeler, recently injured his knee in a ball game, but is again able to be about. Mr. Hagmeier won first prize in The Grocer's April window dressing.

Mr. Gilliam, representing Missir & Co., Smyrna and New York, was a caller upon the jobbing trade in Toronto this week, being introduced by Wallace Anderson, of Anderson, Powis & Co.

C. S. Bare, representing Campbell's soups, Camden, N.J., was in Montreal during the week calling upon the jobbing trade. Rose & Laflamme are agents for Ontario east of Kingston and for the Province of Quebec.

Wm. Ashworth, representing the N. K. Fairbank Co., Montreal, when seen by The Grocer this week on his return from a trip through Western Ontario, spoke of business being satisfactory despite the very backward spring.

D. McL. Brophy, Montreal, was a visitor to Toronto last week, calling upon his principals, McGrestor, Harris & Co., and the Atlantic Soap Co. Mr. Brophy represents these two firms in Montreal and the Province of Quebec. A good all round salesman and square and popular traveler, "Dan" Brophy is doing well.

R. J. Helstrop, who represented E. W. Gillett & Co., Ltd., in Northern Ontario, has taken up the work for the company in Nova Scotia. T. T. Cartwright, the special representative of E. W. Gillett & Co., is at present in Newfoundland. The genial T. T.'s face is known wherever Magic Baking Powder and Royal Yeast are used.

Henry Wright, president of the MacLaren Imperial Cheese Co., and C. L. Marshall, manager of the company's brokerage department, have gone on a week's fishing expedition into the valley of the Trent. Mr. Marshall has just returned from a trip to Halifax and way-by cities in the interests of MacLaren Bros.

W. Murray, Montreal representative E. W. Gillett Company, Toronto, has returned from Saranac Lake where he accompanied Mrs. Murray whose health is very poor. Mr. Murray hopes that some time spent at the lake will improve her health, as do his many friends, especially since Mr. Murray has four children to look after while alone.

EXPORT OF SIBERIAN BUTTER.

The Russian Department of Railways publishes the following data respecting the quantities of butter, in tons, shipped via the Siberian Railway into European Russia for the last five years: 1902, 31,131; 1903, 36,123; 1904, 34,803; 1905, 31,258; 1906, 46,738.

EFFECTIVE WINDOW DRESSING

A Winner in The Canadian Grocer's May Competition—Increase in the Use of Adjustable Window Partitions—An Attractive Display in Woodstock.

This window, the one shown in the accompanying illustration, was awarded second prize in the May competition of The Canadian Grocer. It is a Halifax display of Lipton goods. There's a lot of work in the making of this window and it looks good, but it didn't impress the judges as being up to the standard of what a first prize window should be. This is the English style of solid trimming that is not favored by the best trimmers in this country. It is held that more artistic arrangement and more attractive, therefore better selling effect, can be obtained by a lighter, airier trimming. Certainly time is a large consideration in window dressing, especially as success depends so largely upon frequent changes. One thing about Choat

they will be and we shall shortly show some illustrations of them on this page.

A "TARTAN" PRIZE.

Here is a letter received by Balfour, Smye & Co., Hamilton, from a British Columbia town. It shows how prize lists are made up by the wholesalers and also how popular "Tartan" goods are:

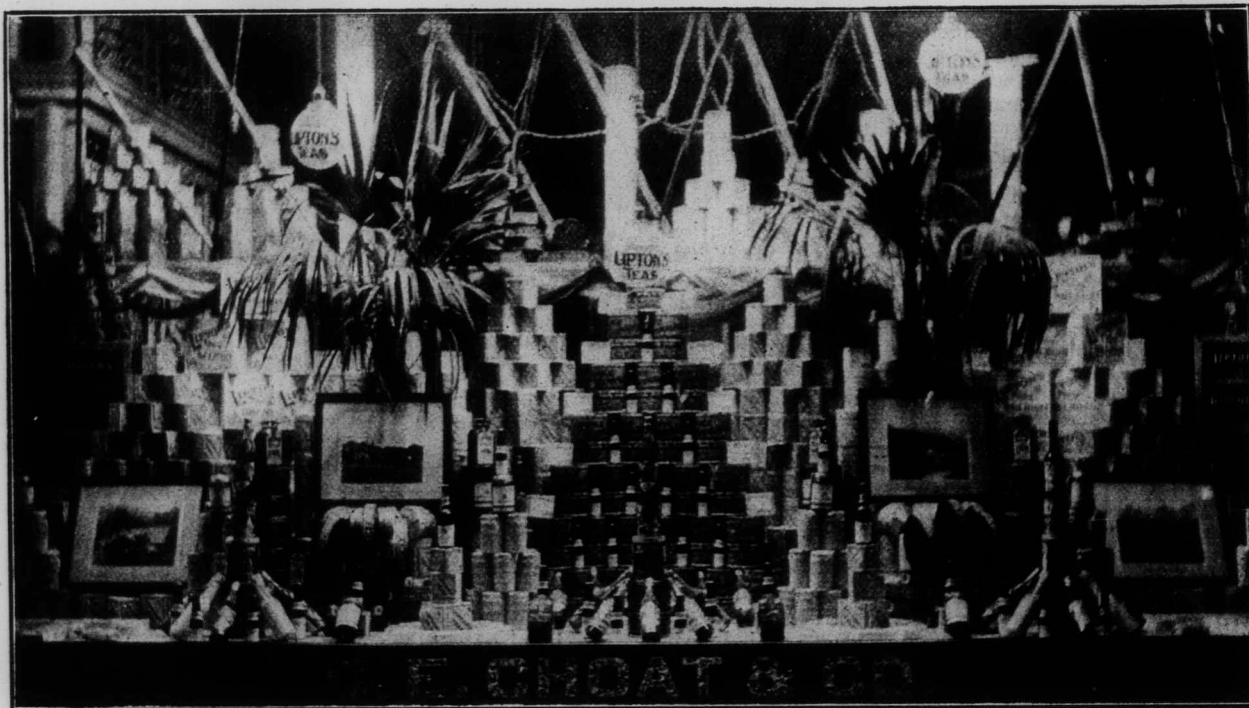
"We are going to have a celebration here Dominion Day and thought possibly you would like to join us in the way of a prize and do a little advertising for "Tartan" goods, at the same time, although they hardly need adver-

1. The price—If you want a first-class oil you must be prepared to pay for it from 80 cents to \$1 per quart. If the price is much below this for a small bottle, the quality is inferior.

2. The color—Oil that is dark yellow in color will be found to be almost entirely composed of cottonseed. A deep green or yellow oil contains some foreign adulterant or artificial coloring. Pure olive oil should be of the palest green with an opalescent shimmer. This color is only found in the finest virgin oil—in oil made from the first pressing of olives hand picked and carefully selected.

3. The taste—Oil adulterated with cottonseed leaves a disagreeable taste in the mouth. Pure olive oil tastes of the olive. Frequently there is no taste in it whatever, in which case it has been heavily adulterated.

4. Test by cold—One of the simplest and most efficient tests to determine the



C. E. CHOAT & CO., HALIFAX—Second Prize Window in May; and there was no First.

& Co.: they are thorough and they don't do things by halves. This is not the first time they have won a prize in the window-dressing competitions.

WINDOW PARTITIONS.

Window dressing as an art is progressing very fast in Canada. The grocer is sharing in it, but not to the extent he ought to. A device that is coming into general use by the better window trimmers in other lines is the window partition. Even in very small windows, light lattice work of wood or metal is being used very effectively to separate displays of different goods. It is the recognition and practical working out of the axiom that window dressers should not mix things up. These adjustable window partitions have not yet been taken up by the grocers, but

tising here as they have been used daily in every home, hotel, camp and mine in the district for quite a number of years.

"There will be ladies' races and ladies' nail-driving contest, where a piece of Tartan silk for a waist might make a grand hit.

"Let me hear from you as early as possible as I want to get it on the prize list."

HOW TO TEST OLIVE OIL.

Here are four ways by which the purity of olive oil may be tested. If the article purchased fails to stand any one of them, the buyer may be certain that a peanut or cottonseed adulteration has been substituted for the genuine product.

purity of olive oil is to place a small bottle of it in a pan of cracked ice for two or three hours. Fine olive oil is easily affected by the cold, quickly turning cloudy and dull when subjected to a low temperature. If under the conditions above described the oil remains clear and fluid, it has been adulterated. The pure oil will become separated into small white grains, holding them apparently in solution. On again placing the bottle in a warm place, the cloudiness will disappear and the oil resume its brightness.

The Australian Government has authorized an expenditure of \$40,000 for the construction of a steam trawler, which is to be used for the development of the coastal fisheries of New South Wales.

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THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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TORONTO 10 Front Street East
Telephone Main 2701

WINNIPEG 511 Union Bank Bldg
Telephone 3726

VANCOUVER F. R. Munro

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7 Market Wharf
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CONVENTION AT HAMILTON.

The convention of the grocers' section of the Retail Merchants' Association in Hamilton, on July 2nd, will be of prime interest to the entire trade. The Canadian Grocer has earnestly advocated the organization of a national association of their own. It is promised that the merits of this proposition, as opposed to an organization of the grocers, in conjunction with other retailers, will be thoroughly discussed. The Grocer would venture to urge upon its readers the importance of attending this convention. Organization there should be, and if the grocers cannot see their way to an association of their own they should make the most of the facilities for association offered by the Retailers' Association.

ONE DEATH.

A few weeks ago The Canadian Grocer told how the family of Wm. Stewart had been poisoned by tomato soup. Mrs. Stewart, who has been an invalid for some years, has since died, never having recovered from the effects of the poison. The remains of the soup have been sent for analysis. It is most unlikely that the poison was ptomaine. What is much more probable is that the tomatoes were kept in a damp place,

causing rust to attack the tin from the outside. A very small opening is sufficient to admit the air, which enables the contents of the can to abstract poison from the metal. The lesson seems to be that retailers cannot be too careful where they store their stocks of canned goods.

EGGS.

There is an interesting egg season ahead. Packers have stocked up at unprecedentedly high prices. Last year they thought they were going some when they filled cold storage and pickle vats at prices never before heard of. But they got out all right. The end of the season saw the market bare of storage eggs and to a small extent the American hen was called on temporarily for assistance. Now that the packers have laid away considerable quantities of eggs they are stopping to take thought for a moment. Deliveries of eggs in the United States have been of record size and prices are away below those ruling in Ontario. As things now stand a Chicago packer can lay down eggs in Winnipeg next fall at a cost of a cent less than Ontario packers can. Representatives of Chicago houses are now in the west making contracts. The west is a considerable factor in the Ontario eggmen's market. What the next six or eight months will hatch out for the Ontario egg packers will be watched for with interest.

LOCAL ADVERTISING.

Our Peterborough correspondent in his letter this week has some remarks to make on the value to the retailer of local advertising that are sound and to the point. We would like to see more attention given to this phase of the grocery business, and to that end invite our friends to give us their experience and suggestions. Given two grocers in a small town—one of them a regular advertiser in the local paper, and the other advertising spasmodically or not at all—and it is not a difficult matter to pick the winner with precision. To the retailer who is just starting in business, this method of announcing himself a candidate for trade is the surest, safest, and in fact the only way which can be relied upon to attract to himself the attention of the people he most desires to reach. The initial expense to which he will be put is merely nominal compared with the amount of money he would waste by sitting down and waiting for business to come to him. Let him at the outset engage a small space in his paper and fill it with new copy every day or week, as he can afford.

Nothing so surely illustrates the progressiveness of a man as the amount of advertising he is able to do.

JAPAN TEAS.

Japan teas are of great interest to the grocery trade at present, being the most live lines mentioned in the tea market. Japans are high this year—they were not low last season, but prices asked this year are above those quoted in the past in most instances. Teas of the better grades, above 30c. say, have been advanced a greater percentage than the cheaper teas. In some quarters there has been talk of a radical advance, but inquiry reveals the fact that while the market in Japan is very firm there has been nothing in the nature of a quick jump in prices. Prospects are that Japan teas will be firm for some time to come. It cannot be expected that dealers will watch the prices of Ceylon and Indian teas climb gradually upwards without raising their own quotations, and it is evident that they are resolved to secure the best prices possible for their goods. This is only natural. Tending also to keep the prices up is the recent consolidation in Japan of the great majority of the Japanese houses. Whereas last year there was more or less price-cutting, owing to keen competition, there will not likely be anything in that line in 1907.

Scant information is obtainable regarding second crop teas, which are of more interest to Canadians than any others. Prospects are favorable, but it is impossible to tell what kind of a crop will be harvested. Likely prices will be firm.

FIXING PRICES.

While a ring-around-a-rosy of retail grocers to fix prices would be illegal and vicious, the manufacturer of a proprietary article has a perfect right to fix its retail price and take all fair means to prevent the price being broken. Furthermore an organization of retail grocers, with a view to lessening price-cutting, are wholly justified in asking and urging manufacturers of proprietary articles to name the retail price. And the organized retailers are justified in helping the manufacturer to keep the price.

The interest of the consumer is in no way threatened thereby. There are three classes of price-cutters. There's the man who wants to give away groceries to help him sell his dry goods; there's the dishonest man, and there's the fathead who doesn't know he's losing money. The legitimate grocer has a perfect right, the right of self-preservation, to protect himself from all three.

CANNED GOODS

MONTREAL—Beans are exceedingly scarce and wholesalers find it difficult to fill such orders as they are taking for this line. Some Maritime beans, from around Sussex, are offering on the Montreal market at present, but do not seem to be in great request. It is not often that these beans get so far west. As a rule all the beans used in this district come from the west. There is a fair stock of corn held from all that can be learned and prices are firm under but fair demand. Peas are in good demand and stocks are ample to take care of all business. Canned salmon is very brisk. Packers expect higher prices for new pack. They say the run will probably not be larger nor smaller than other years but the cost of production has increased to such an extent that they will have to ask higher figures of the trade in order to make some profit. As a last word, tomatoes are in fair supply and will likely last over unless there should be a sudden increase in demand for this line.

TORONTO. — Slowly but surely the market is getting into better position. This is in regard to vegetables. Fruits are as strong as they can be and there are very few left. It is quite evident however that holders of tomatoes are much less anxious to sell. Stocks are going fast into consumption; there are two extra weeks at least to provide for and the new crop is still problematical. New canned lobsters are now on this market.

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

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

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

FRUITS.

Apples, standard, 3's.....	1 07½	1 05
" preserved, 3's.....	1 32½	1 30
" standard gal.....		2 85
Blueberries—		
2's, standard.....	0 95	0 92½
2's, preserved.....	1 45	1 42½
Gals., standard.....		4 50
Cherries—		
2's, red, pitted.....	2 27½	2 25
2's, " not pitted.....	1 77½	1 75
Gals., red pitted.....		8 80
" not pitted.....		7 40
2's, black, pitted.....	2 27½	2 25
2's, " not pitted.....	1 77½	1 75
2's, white, pitted.....	2 42½	2 40
2's, " not pitted.....	1 92½	1 90
Currants—		
2's, red, H.S.....	1 82½	1 80
Gals., red, solid pack.....		7 40
Gals., red, standard.....		5 15
2's, preserved.....	2 02½	2 00
2's, black, H.S.....	1 92½	1 90
2's, preserved.....	2 15	2 12½
Gals., black, standard.....		6 65
Gals., solid pack.....		8 15
Gooseberries—		
2's, H.S.....	2 17½	2 15
2's, preserved.....	2 40	2 37½
Gals., standard.....		6 50
Gals., solid pack.....		8 50
Lawtonberries—		
2's, H.S.....	1 80	1 77½
2's, preserved.....	1 97½	1 95
Gals., standard.....		5 50
Peaches—		
1's, yellow (flats).....	1 72½	1 70
2's, yellow.....	2 65	2 62½
2's, yellow.....		3 25
3's, yellow (whole).....	2 42½	2 40
2's, white.....	1 77½	1 75
2's, white.....	2 55	2 52½
3's, white.....	2 75	2 72½
3's, pie.....	1 32½	1 30
Gals., pie, peeled.....	4 67½	4 65
Gals., pie, not peeled.....	3 72½	3 70
Pears—		
2's, Flemish Beauty.....	1 67½	1 65
2's, Flemish Beauty.....	2 02½	2 00

3's, Flemish Beauty.....	2 17½	2 15
2's, Bartlett.....	1 82½	1 80
2's, Bartlett.....	2 22½	2 20
3's, Bartlett.....	2 37½	2 35
3's, pie, not peeled.....	1 32½	1 30
Gals., pie, peeled.....	4 02½	4 00
Gals., pie, not peeled.....	3 42½	3 40
Pineapple—		
2's, sliced.....	2 02½	2 00
2's, grated.....	2 12½	2 10
2's, whole.....	2 82½	2 80
Florida 2's, sliced or grated.....		2 60
Singapore, 1½'s, sliced.....		1 50
" 2½'s, whole.....		2 30
Plums, Damson—		
2's, light syrup.....	1 30	1 27½
3's, light syrup.....	1 72½	1 70
2's, heavy syrup.....	1 35	1 32½
2's, heavy syrup.....	1 67½	1 65
3's, heavy syrup.....	1 97½	1 95
Gals., standard.....	3 37½	3 35
Plums, Lombard—		
2's, light syrup.....	1 25	1 22½
3's, light syrup.....	1 75	1 72½
2's, heavy syrup.....	1 40	1 37½
2's, heavy syrup.....	1 72½	1 70
3's, heavy syrup.....	1 97½	1 95
Gals., standard.....	3 57½	3 55
Plums, greengage—		
2's, light syrup.....	1 30	1 27½
2's, heavy syrup.....	1 45	1 42½
2's, heavy syrup.....	1 72½	1 70
3's, heavy syrup.....	2 00	1 97½
Gals., standard.....	3 87½	3 85
Plums, egg—		
2's, heavy syrup.....	1 72½	1 70
2's, heavy syrup.....	2 00	1 97½
3's, heavy syrup.....	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries).....	1 55	1 52½
2's, H. S.....	1 74	1 75
2's, preserved.....	1 97½	1 95
Gals., standard.....		5 65
" solid pack.....		8 65
Raspberries, Black—		
2's, black, H. S.....	1 77½	1 75
2's, preserved.....	1 92½	1 90
Gals., standard.....		5 40
" solid pack.....		8 40
Strawberries—		
2's, heavy syrup.....		2 50
2's, " preserved.....		2 17½
Gals., " standard.....		6 42½
Gals., " solid pack.....		9 17½

VEGETABLE

Asparagus—		
2's, tips, California.....		3 90
2's, Canadian.....	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red.....		1 02½
2's, whole.....		0 92½
3's, sliced.....		1 25
3's, whole.....		1 15
Beans—		
Fancy brands.....		
2's, golden wax.....	0 90	0 85
3's.....	1 35	1 32½
Gals., ".....	3 92½	3 90
2's, refugee or valentine (green).....		0 90
Gals.....		0 97½
2's, crystal wax.....	1 65	1 62
Red kidney, 2's.....	1 30	1 27½
Lima, 2's.....		1 30
Corn—		
2's.....	0 95	0 92½
Gals., on cob.....		4 65
Carrots—		
2's.....	0 97½	0 95
3's.....	1 07½	1 05
Cabbage—		
3's.....	0 92½	0 90
Cauliflower—		
2's.....	1 47½	1 45
3's.....	1 87½	1 85
Parsnips—		
2's.....	0 97½	0 95
3's.....	1 07½	1 05
Peas—		
1's, extra fine sifted.....	1 02½	1 00
2's, standard.....	0 87½	0 85
2's, early June.....	0 97½	0 95
2's, sweet wrinkled.....	1 02½	1 00
2's extra fine sifted.....	1 27½	1 25
Gals., No. 4.....	3 92½	3 90
Pumpkins, 3's.....	0 95	0 92½
Gals.....	3 22½	3 00
Rhubarb—		
2's, preserved.....	1 20	1 17½
3's.....	1 97½	1 95
Gals., standard.....		2 75
Spinach—		
2's.....	1 45	1 42½
3's.....	1 87½	1 85
Gals.....	5 17½	5 17
Squash—		
3's.....	1 20	1 17½
Gals.....	3 52½	3 50
Tomatoes—		
2's.....	1 00	0 97½
3's, all kinds.....	1 20	1 17½
Gals., all kinds.....	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's.....		0 50
" " 3's.....		0 80
Chili sauce same as tomato sauce.....		0 75
Catnips, tin, 2's.....		4 50
" gal.....		7 70
" jugs.....		12 00

FISH.

Lobster, tails.....		4 00
" 1-lb. flats.....		4 30
" 1-lb. flats.....		4 25
Mackerel.....		1 10
" Scotch.....		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Tails, per doz.....	1 80	1 90
1-lb. Flat.....		1 95
1-lb. ".....		1 90
Rivers inlet.....		1 65
Northern River Sockeyes.....		1 65
Cohoos, per doz.....		1 35
Humpbacks, ".....		1 00
Sardines, French ½'s.....		0 12
" " ¼'s.....		0 25
" Portuguese ¼'s.....		0 08
" P. & C., ¼'s.....		0 25
" P. & C., ½'s.....		0 35
" Domestic, ½'s.....		0 03
Mustard, ½ size, cases 50 tins, per 100.....		4 00
Haddies, per doz.....		1 10
Kipperred herrings, domestic.....		1 20
" imported.....		1 35
Herrings in tomato sauce, domestic.....		1 00
" " imported.....		1 30

MEATS, ETC.

Beef, corned 1s, per doz.....		1 400
" 2s, ".....		2 5
" 6s, ".....		7 50
" 14s, ".....		17 50
		Per dozen tins.
Chicken, 1's, boneless.....		3 00
Turkey, 1's, ".....		3 00
Duck, 1's, ".....		2 85
Tongue, 1's, lunch.....	2 75	3 00
Soup, 2's, giblet.....		1 95
" 2's, tomato.....	1 00	
" 3's.....	1 45	
Pig's feet, 1's, boneless.....		1 40
" 1½'s.....		2 50

ONTARIO MARKETS.

POINTERS—
Sugar—10c. lower.
Lard—Lower.
Fair outlook for dried fruits.
Cloves—Very high.
Cuban pines—Lower.
Texas fresh tomatoes—Much lower.

Toronto, June 20, 1907.
Business continues satisfactory, but without much feature. The demand for canned fruits is not abated and vegetables are gradually getting a stronger position. Prunes are in a very strong position and the demand is very active. There are still many bitter complaints against the railways for delays in delivering goods. Collections are fairly satisfactory so far as the wholesale grocery trade is concerned. The decline in sugar seems to have come opportunely for both wholesaler and retailer. For some time buying has been very light and the large purchases of a few weeks ago when the market was advancing must be pretty well cleaned up. The market is still weak, but further declines are not confidently expected. The tea trade is a little quiet, with an easier tone to the market, accompanied by a greater falling off of quality than is usual, greater, it is said in London, than for five years. Cloves, which fluctuate violently in price, are again very high. Prices in nearly all lines are very firm.

TEA—Prices in London are tending downward except for high grades, and quality, especially of low grades, is off to a degree not known in five years. The average auction price for May was 8d., against 7½d. for the same month last year. Movements of tea in London for the year, 1st June, 1906, to end of May, 1907, show the strong statistical position of the article, the deliveries marking an expansion of 5½ millions, while imports were 5½ millions less than during the preceding season. Stocks are moderate, being 13½ millions less than at the corresponding period last year.

Locally trade is from hand to mouth and quiet.

GROCERY NEWS OF THE PACIFIC COAST

(Special Correspondence of Canadian Grocer.)

Vancouver, B.C., June 13, 1907.

Salmon canners have been puzzled by the action of selling firms in England, who recently conducted forced auction sales of canned salmon, so disturbing the market that prices dropped three to four shillings a case. The condition of the industry here and the prospect of a small run again this season on the Fraser would warrant firm prices with upward tendency, but the situation just now is very much the reverse. Following this action the announcement is made that the American packers have put up the price of the Columbia River pack 60c per case. The possibility is that before very long the B. C. brands will be back to their former prices.

* * *

For some years there has been a growing trade in cured salmon and halibut exported to Europe, Germany in particular demanding a considerable quantity. A company is now being formed to go into the industry exclusively. The fish will be put up by what is locally known as the "mild cure" process by which, though partially cured, they do not absorb the usual quantity of salt put into salted fish. On reaching their destination the fish are almost as good as fresh. At the point of distribution the fish are taken out of the brine and slightly smoked for marketing. A great deal of frozen fish is also being shipped to the Old Country and this too will be very much developed.

* * *

Eastern fruit growers are not standing idly by while the B. C. fruit men are capturing the big demand market of the Northwest. At present there is a move on foot in the Province of Ontario to send men into Manitoba and the Northwest to organize the districts and to secure co-operation in the various business centres for the handling of eastern fruit.

Fruit prospects throughout the province are generally very promising. Late spring frosts have not damaged the young fruit to any material degree. If the rainfall in the coast district were more equably divided and some of it available in the present dry weather the crop of strawberries in the coast districts would be very large. As it is there is promise of a good crop and the berries are now ripening very quickly. The market is still being supplied with some from Oregon and Washington, the prices of which have hitherto been from \$4 to \$4.25 per crate. The local fruit now marketed is bringing \$3 and will be lower in a week.

Navel oranges are off the market, none coming forward now. The price of other varieties is advancing. St. Michaels bring \$4.25 and valencias \$4.75. Lemons are still moving up in the list and are quoted at \$5.50 to \$6.50 per case. Fancy apples, imported, are being sold in limited quantities, bringing up to \$3.50 per box. The California cherries are freely marketed now, prices being 20c per lb. to the trade. The range of fruits is somewhat limited at the present moment.

In produce circles, eastern creamery is now on the market, the price being 26c and 27c to the trade. Local creamery is becoming more plentiful and is still quoted at 30c. Local dairy is being very freely marketed and price ranges from 25c to 30c. Local fresh eggs are 28c per dozen, with fresh eastern stock 2c per dozen less. The market is well supplied now. Cured meats show an advance of nearly two cents per pound. This is in sympathy with present high prices for all butcher stock. In the provinces of Alberta and Saskatchewan live hogs are selling at 7½c per pound, and beef is 4c to 5c live weight. The prospect is that these prices will continue in the prairie provinces for the candid men in the stock country freely admit, what everyone who has ever been over the west knows, that the percentage of losses in range cattle was extremely heavy last winter. Indeed, many big ranches are practically wiped out.

* * *

In vegetables, the potato market is still going up. If there were any Ashcrofts obtainable they would readily sell at \$50 per ton. The best stock to be secured is sold at \$45 per ton, and little sells below \$40. New potatoes from local sources will not be in for some weeks yet and the California new potatoes have been very dear this spring. Hothouse lettuce is being superseded by the open-grown stock, the price, however, still being \$1.50 per crate. Radishes and other bunch vegetables are all of local supply now and prices are jobbing at 40c and 50c per dozen. Hothouse cucumbers are \$1.50 per dozen. Tomatoes \$4.50 per crate.

* * *

In grocery prices slight increases are noted in rolled oats and oatmeal. Rolled oats in 10-7's have gone up 20c to \$3. Oatmeal is now \$3.50 to \$3.75, according to the size of sack. Cornmeal in 100-lbs. is selling at \$2.40, a ten cent increase, while in 10-lb. cartons it is \$2.60 per 100 lbs. Sugars have not been again increased, the base price being \$5.50 for granulated and \$4.65 for yellow.

WITH THE MOONLIGHTERS.

Toronto Grocers Take an Evening Off in the Big Steamer Cayuga.

The Retail Grocers' Association of Toronto gave a moonlight excursion on Monday evening—no, they didn't "give" it, because some of the passengers when they saw T. Clark, Davie Bell, Ben Panter, J. S. Bond and F. W. Johnstone sitting about a mission oak table on the lower deck, gazing eagerly at a pile of bills and a heap of silver, accused them of playing poker, and it had to be explained that they were the finance committee and the swag was a collection of fifty and twenty-five cents from each entity of the male and female sections of the cargo respectively.

There was a crowd sufficient to insure the financial safety of the undertaking, but there were not enough grocers pre-

sent. As a matter of fact, there are not enough grocers in the association. Toronto should have the strongest and most active Grocers' Association in Canada, and it could have. Now, if David Bell, secretary, would set his mind to it he could quickly realize that result.

Large as the crowd of moonlighters was, it was lost on the great steamer, the Cayuga, and if it hadn't been for the blockade about the dancers in the stern and about the 48th Highlanders' band in the prow, one would have wondered where the people had hidden themselves away. From the smoking room, on the hurricane deck, where some congenial worthies euchred the hours, to the ladies' cabin, where only the stewardess and an infant made merry, there was no hint of crowding.

There wasn't even a crowd of travelers, but there was merit in that, for it meant, in part at any rate, that the association had not put any ticket buying proposition up to the wholesalers. Fred Rose, J. H. Blair and Steve Searle were the Red Rose tea magnets for the occasion, and they drew many admiring glances. After just a little while they didn't look quite as lonely as some others—R. Crowley, of White & Co., for instance. He kept away from the signs of sorcery, and if he didn't look happy he, at least, appeared to be all there.

For an out and out game euchre player Charlie Kimpton is hard to beat. That last winning hand put smiles all over his genial face. The trouble was, he says that Ab. Johnston trumped his ace.

James Mortimer, of Christie, Brown fame, was on hand as usual. To his other accomplishments he has added another one lately, at least Jack Wright, of MacLaren Imperial Cheese Co., says so. The latest one he tells is something about the experiences of two brawny Scotch laddies and a poached egg.

BIG FLOUR SHIPMENTS TO CHINA.

American flour merchants in Hongkong state that unusually large contracts have been placed for Australian flour to be delivered in Hongkong. These contracts are understood to total more flour than has ever before been contracted for in Australia for the Hongkong market, and estimates place the total amount at from 300,000 to 500,000 bags, while it is stated that 80,000 bags is the largest that has ever been under contract at any one time in the past. The reason given for the ability of the Australian millers to secure this business is that the American mills are now and have been for some time unable to make deliveries.

Mr. Rowley, Underdown & Crichton, London, Denia and Valencia, was in Montreal during the week and dropped in to see The Grocer. This firm is already well known in the Canadian market, and intends to boom its special brands even more in the near future. "F. W. Rowley" and "S. Bodi" are the brands of Valencia raisins best known in Canada as coming from this house. Walnuts are handled in large quantities also. Wm. C. Christmas has been appointed Montreal agent.

AT THE DUBLIN EXHIBITION

Major Sloan, Toronto, Tells of His Impressions While Over the Water.

Major Sloan, of Sloan & Co., Toronto, one of Ireland's most loyal sons, and one of Front street's shrewdest wholesale grocers, has just returned from a two months' visit to the land that gave him birth, and his enthusiasm for Ould Oireland is such that one almost acquires a brogue merely through listening to him describe the glories of County Cavan. "I landed at Liverpool," says Major Sloan, "but it was not long before I was headed for the land of the Shamrock. My intentions were to see something of foreign parts, but once in Ireland I could not tear myself away, and there I stayed till work called me back.

The Dublin Exhibition.

"I paid a visit to the Dublin exhibition about the end of May, and although many of the foreign exhibits were not in place in the buildings allotted to the different nationalities, including that of France, yet I found quite enough to interest me during three visits. I was agreeably surprised to see such a magnificent show. The grounds consisted of about fifty acres, well laid out, and buildings were most suitable for the purposes of an exhibition. The Canadian building naturally attracted my attention. It is admirably adapted to do full justice to the Dominion, and the exhibits of the staple products—grain, lumber, minerals, fish, dairy, etc., were finely displayed and seemed to attract more attention than any other display there. I called on Manager Col. Hutcheson, and his assistants, Mr. Brodie and another gentleman from Quebec, who received me most cordially, and I congratulated them upon the fine showing of the Canadian exhibits so admirably arranged and displayed for the purpose of attracting the attention of that class of Irish emigrants who possessed agricultural ambitions.

"I doubt whether the majority of Canadian people are aware of the grand patriotic work the colonel and his assistants are accomplishing on behalf of our Dominion—work for which the Dominion Government undoubtedly deserve great praise. The Canadian building was most beautifully illuminated in the evening and showed views of the Northwest—well adapted to attract the attention of the class most required in our country. I hope and believe that the gallant colonel and his associates are having the marked success to which their labor and energy entitles them."

London.

In London, Major Sloan was particularly struck with the way in which everyone, both poor and rich, seemed to enjoy themselves to the fullest extent by taking advantage of the various attractions, indoor and out, provided them as a legitimate means of spending their money without extortion. "I noticed, for instance," he said, "the admirable arrangements for people riding on horseback and driving in carriages. In our own city I remember, when a bridle path had been suggested for riders, hearing some people cry, 'Oh, this is all in the interest of the rich and weary,' as Mr. Dooley would say. This is a

very grave mistake, because, by encouraging the rich to spend their money by keeping horses, etc., and thereby employing grooms, coachmen, harness makers, saddlers, carriage builders, etc., all classes get the benefit, directly or indirectly, and tends to keep the money in circulation at home, instead of driving people abroad to spend it. Our mayor and city council should be backed up by every newspaper and patriotic citizen in making Toronto an attractive place to live in for all classes. Certainly they will always receive whatever support and encouragement I can offer along these lines."

A Square Deal for the Stranger.

"Also in London it seems to be an unwritten law that her citizens never take advantage of strangers, who get good value for their money always, whether it is in the way of board or purchases of any description. However, this is a matter that our enterprising business people, certainly the grocers, might well be depended upon to look after. The numerous parks, squares, gardens and playgrounds are a lively sight just now. Boating is another form of outdoor recreation which receives marked attention and with the facilities at our own doors should have more attention here.

"I certainly had a delightful trip and I feel better for it, as do all the members of my family who accompanied me, but, of course, we are glad to be back again in old Toronto, which, after all, is a city no citizen need be ashamed of and which only needs her people to continue their enterprise to place her in the front rank of the finest city in the world."

COMPANIES INCORPORATED.

R. BARRON.—Robert Barron, Elspet Barron, George Barron, R. Barron Jr., and J. H. Barron, all of Toronto, will take over, as a going concern, the business at present being carried on under the style of Robert Barron, and along the same lines as those upon which it has hitherto been conducted. The business will, as formerly, comprise that of a wholesale and retail grocer, including fish, flour, provision and fruit departments. The company will be known as R. Barron, Limited. The share capital is \$150,000, made up of 1,500 shares of \$100 each. The provisional directors are the members of the company mentioned above.

ONTARIO BOTTLING WORKS.—W. A. Wilson, J. H. Clary, Geo. E. Buchanan, Lottie Anderson, and Aloyes Bauer are the incorporators and provisional directors of a company to be known as the New Ontario Bottling Works. Objects: To make and sell carbonated waters, and to carry on a general wholesale business in cigars, confectionery, pickles, cider and vinegar. Share capital \$10,000, divided into 100 shares of \$100 each. Head office at Sudbury.

A. E. SHINN.—The following are the incorporators of a company to be known as the A. E. Shinn Company, whose ob-

jects are to make and sell bread and confectioneries. Annie E. McVeity, John R. Borthwick, Edward Cushing, W. H. Dwyer, Ralph T. Holcomb, and Haldane Millar, all of Ottawa, incorporators. These, with the exception of Edward Cushing, are also the provisional directors. Share capital \$50,000, in 500 shares of \$100 each. Head office at Ottawa.

FOSTER & HOLTERMANN.—A company has been incorporated under the title of Foster & Holtermann, with the object of dealing in honey and beekeepers' supplies, and for that purpose of acquiring the business and assets of the business now being carried on under the firm name of Foster & Holtermann. The incorporators are R. F. Holtermann, Frank M. Foster, Arthur G. Olive, Helen R. Olive, Edith A. Sweet, Elizabeth S. Ruddy, and Kate R. Robinson, all of Brantford. The provisional directors are R. F. Holtermann, F. M. Foster, and A. G. Olive, above mentioned. Share capital \$10,000, in 100 shares of \$100 each. Head office to be at Brantford.

WELLINGTON PRESERVING CO.—Jacob F. Beringer and Thomas E. Owens, of Picton, Edward A. Pearce and Francis Owens of Bloomfield, and Henry Pearce, Junior, of Montreal, are the incorporators, and J. F. Beringer, J. E. Owens and E. A. Pearce, above mentioned, the provisional directors, of a company to be known as the Wellington Preserving Company, the objects of which are to preserve and pickle meats, fish, fruits and vegetables, and generally to carry on the business of packers and canners in all branches. Share capital \$40,000, of 400 shares of \$100 each. Head office at Picton.

LARGER PREMISES.

Hill & Co., Orangeville, are refitting and enlarging their big departmental store. They are adapting to their use the whole of the building, only part of which they have heretofore occupied. This will give them about twice the available space they have had. Mr. Walker, partner and manager, has undertaken the extensions to meet the requirements of the rapidly expanding business. To stock the larger space he has made some heavy purchases. When the work of extension is completed the company will have one of the finest stores in the northern country.

Mr. Walker, while cautious in his methods, believes in being abreast of the times. He is pleased with the increase in the volume of business since he came to Orangeville and the idea of enlargement is his.

FIRST CAR ARRIVES.

The first car of California deciduous fruit was sold Tuesday last by White & Co., Ltd., at their auction rooms, corner Scott and Esplanade streets. The sale was considered a very satisfactory one, it being the first car of the season, and consisted of peaches, plums and apricots. Last season they handled just 50 cars and they are starting out to beat this record this season. White & Co. have now completed all alterations in their new warehouse, corner Church and Front streets, and they have one of the finest warehouses to be found anywhere.

WEIGHING IN AND WATCHING CREDIT.

Writing in regard to short weight, John A. Green, secretary of the National Association of Retail Grocers of the United States, says:

From all parts of the United States come inquiries in regard to what should be done about short weight. It is a deplorable fact that many of the retail grocers have for a number of years been paying for an amount of goods they have never received, and this present agitation in regard to full weight or full count might well be taken seriously by every one engaged in the trade.

To my personal knowledge, within a short time, I have come to know the fact that cheese especially are apt to be from one to four pounds short of the weights as marked on the boxes.

Some have been apt to criticize the dealer in his effort to secure proper weight in the goods purchased. The error should not be laid at the door of the shipper so much as the purchaser, for all who have ever engaged help of any description know that there are those who cannot be depended upon, and who, rather than take a little time to weigh goods, do not use the proper care to see that they are weighed and rightly billed. So that it behooves the trade press to keep before its readers the necessity of weighing the goods that come into the store.

That there has been a tremendous shrinkage cannot be denied, and, in fact, I know of no other way where the retailer can increase his profits to any greater extent than to use the necessary caution of weighing everything that comes into his store.

Improved Methods.

My experience of the last few weeks has shown to me a considerable improvement in the trade, in the way of better business methods that are being adopted in conducting business, the care that is being taken in regard to opening up new accounts, as well as the exceptional vigilance in regard to collecting.

It is but a short time ago that anyone in the retail business would hesitate to ask a person soliciting credit for a recommendation or a statement of their financial standing, and it was almost considered a crime to ask a man to settle up his account, but those days are gone, and in many cities and towns now cards are presented to anyone asking credit, which read something like the following:

APPLICATION FOR CREDIT.

Name
 Address
 Employed by
 Last deal with
 Address
 By week or month
 Reference

Wherever this card is used, it has given the utmost satisfaction. It not only compels a person to make a statement, but calls for a written statement, and while a person may verbally make

a misstatement, a great deal of caution would be used before making a misstatement in writing, so that the card used has a two-fold purpose. The first, to get a statement, the next to obtain a written statement, making a person criminally liable if he obtains goods under a false written statement. So that the card is recommended as being of great help wherever credit is extended.

Competition has come into all lines of trade, so that it is absolutely necessary that the profit on goods should be figured net. A credit rating is of material assistance.

This card, in some instances, when filled out, is given to the secretary of the association, thereby enabling members to "keep tab" on a person moving around a town or city, and eventually furnishes a record which is invaluable to the retail trade.

It would be well if this matter could be kept directly before the notice of the retail dealer, and there would be no question, then, as to the help that would be derived from the watchfulness in weighing and looking after the goods that come into the store, and as to the collecting of accounts.

Grocery Business all Right.

There is no more attractive business in the United States than that of the retail grocer. The coming in contact with every family in his neighborhood, the many experiences that come to his notice, the business men of large experience that he comes in contact with, all go to make his business a pleasant one, and with the proper care, I know of no business to-day that is as lucrative, that would furnish as comfortable an income, and would tend to make life pleasant, as that of the retail grocer, and I can truthfully say that after spending twenty-three years behind the counter, with the experience I have received during that time, that were I to start in business again with the experience I have, there is no business that I would prefer above that of the retail grocery business.

TRADE NOTES.

P. G. Colvin, grocer, of Hamilton, has sold to Ethel Fell.

J. C. Hypson, grocer, Kenora, has sold to J. F. Cardinal.

S. Draper, confectioner, of Elmvale, has been burnt out.

John Fraser, general store, Bayfield, has sold to John Reid.

The assets of H. Gagne, general store, Capucins, have been sold.

D. H. Conner, Upper Bedford, was in Montreal early in the week.

A. Primeau, grocer, of Lindsay, has suffered partial loss by fire.

W. S. McDowell, confectioner, of Almonte, has suffered loss by fire.

The assets of Louis Charbonneau, grocer, of Montreal, have been sold.

Steve Ostaff has succeeded to the business of Ostaff Bros., Fort William.

The assets of J. N. Fortin, general store, St. Ephrem de Tring, have been sold.

Orange and lemon peels have been advanced one cent. Cotton seed oil is up 20c.

The assets of Louis Levesque, general store, Petit Meschins, have been sold.

James Andrew, baker and confectioner, Toronto, has sold to Minchinton Bros.

J. H. C. Gammon, confectioner, etc., of Penticton, has been succeeded by C. E. Pomrey.

M. H. Ritchie, general store, Poplar Point, has been succeeded by Chineluitsky Bros.

McAllister & Robinson, general store, Boissevain, have been succeeded by Robinson & McAroy.

The Lashburn Trading Co., of Lashburn, general store, have been succeeded by Klombies Bros.

G. Labonte & Co., general store, St. Remi d'Amherst, have been burnt out. The stock was partially insured.

J. W. McIntyre, Walkerton, has sold his grocery business to John Goos. Mr. McIntyre left on Sunday for Vancouver.

Ex-Mayor H. Laporte, of Laporte, Martin & Co., Montreal, is expected home from his European trip on Monday.

Sam Meyers, of the American Tobacco Co., was in Kingston lately. Sam is the hustling secretary of the Ottawa old boys' re-union, to be held in July and August.

A. E. Fish & Co., of Ayer's Cliff, have dissolved, and A. E. Fish and G. G. Fish have registered.

R. J. Gilleland, grocer and china merchant at Portage la Prairie, dropped dead at his home recently. He was an early settler at the Portage.

Beaver & Reid, grocers, confectioners and bakers, Uxbridge, have dissolved partnership, Mr. Beaver continuing the business. Mr. Reid is going west.

A. T. Cooper, general store, Elmvale, and S. Manning, who conducts a boot and shoe department in connection with his grocery store in the same town, have suffered partial loss to their stock by fire. The general store of W. T. Stewart, also of Elmvale, has been burnt out.

LATE J. N. CHRISTIE.

John N. Christie, who died last week, was one of the oldest grocery travelers covering territory in Canada.

Mr. Christie, or "J. N.," as he was familiarly known, was born near Aberdeen, Scotland, 59 years ago, and came to Canada in 1882. For many years he was a trusted employe of the old firm of Carter, Galbraith & Co., and later he joined the staff of William Galbraith & Son, in whose employ he was at the time of his death.

He was well and favorably known in the grocery trade and had a most extensive and valuable connection from Halifax to the Soo. He will be a hard man to replace.

GROCERY TRADE NEWS OF
THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

It will not be long now until the sockeye salmon will be running on the Fraser river and in the northern waters of the Pacific coast, the first week in June usually seeing the commencement of the run. The year is not expected to be a big run on the Fraser, and restrictions are imposed looking to the improvement of the run four years hence. The run of spring salmon has been very disappointing all season. Many fishermen on the river have not been putting their boats and nets in the water at all for some time. Recently some of the traps on Vancouver Island have made some hauls, putting down their nets, more by way of experiment than as a regularly planned campaign. There were some good catches, however. The springs thus caught are for the most part mild-cured for shipment to Europe, Germany taking the bulk of the exports. The market for fresh salmon is also supplied from the catches of springs.

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The German steamer Lyra, which arrived recently from the Orient, brought the first shipment of refined sugar which has been received in this province for a number of years. The B.C. Sugar Refinery, which brings in the raw product from the South Seas, has had a practical monopoly of the trade. The consignment was a thousand tons, quite a factor in the local market. The steamer did not come to Vancouver, discharging the cargo of sugar at Victoria.

The sugar market in local wholesales has been advancing lately, an increase of ten cents per hundred being just announced.

* * *

Two new meat packing concerns are likely to become quite a factor in the province. The first is the Vancouver-Prince Rupert Meat Co., which has been successfully floated with a paid-up capital of \$100,000, to operate in both retail and wholesale fresh meat trade. The new company takes over valuable contracts held by P. J. Russell in railway supply, and also plant and equipment of the London meat market. A number of wealthy men, including many stockmen of the upper country, are largely interested in the new venture, which is to form a rival to the old-established P. Burns Co., which has large connections throughout the country.

The second enterprise is a proposed pork-packing company to be established in the upper Okanagan valley, at Enderby, Armstrong or Vernon. Representatives of those interested have been looking over the ground with a view to satisfying themselves as to the supplies of hogs possible to be depended upon. As soon as the locality is decided on it is the intention to put up a plant at once.

MIXED 'EM.

Why does this man stand upon the pavement, trembling with terror, afraid to enter his own home?

Listen and I will tell you:

This afternoon at 3 o'clock he received a letter from his bank asking him to step around and pay a note that

was due. He scribbled the following answer upon a slip of paper:

"Can't possibly do it. Got to meet another little thing this afternoon that won't be put off."

About the same time a messenger boy brought him a note from his wife asking him to meet her at his office at 4 to go with her to the dentist's.

Of course he got the answers mixed, and he is wondering whether he had better attempt an explanation or set out for Australia.

NOTES.

J. N. Bolsby, grocer and confectioner, of Kelwood, has commenced business.

J. F. Brownscombe, Uxbridge, has gone up to New Liskeard. He is in with some Toronto capitalists in a mining undertaking.

Lawrence J. Levy, of United Factories, Limited, made a flying trip to Kingston, Brockville and Belleville, and reports business brisk for this season of the year.

Contracts have been let for the erection of a 150-barrel capacity flour mill at Arcola. J. M. Dyck has the work in hand and will take charge of the mill when completed.

The Calgary Board of Trade have received notice to quit their present premises. This is on account of the C.P.R. whose intention it is to get to work immediately on their new \$250,000 building.

The warehouse of J. F. Cairns, First Avenue, Saskatoon, was completely destroyed by fire on May 27th. The estimated cost is about \$45,000. Insurance carried does not amount to more than \$15,000. The building contained almost 20 cars of goods.

Mathewson's Sons, Montreal, have been appointed city agents for Kit coffee, Kit chutney pickles, and Kit chutney sauce. These lines are very attractive and the quality appears to be there, too. Some attractive advertising cards are being distributed.

George Gillespie, member of the firm of Gillespie & Co., Montreal, passed away recently. Deceased had been ailing for some time and had not taken an active interest in the business for some months, having been in California for his health. The business of the firm will be conducted without any change in management.

Bed Bug and Roach Killer

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

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

For sale by leading wholesalers

A. NATHAN, 149 ONTARIO STREET WEST
MONTREAL

Expert Bookkeeping

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

Davenport, Pickup & Co.

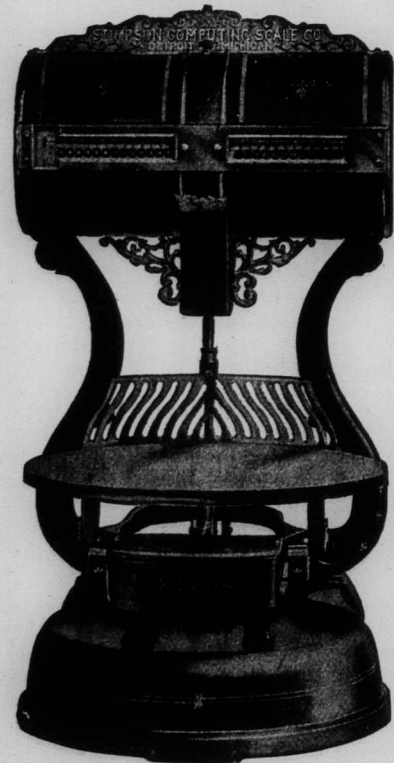
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

**Our New Improved
No. 30 Scale**



This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price \$120—\$20 cash and \$10 per month.

**STIMPSON COMPUTING
SCALE CO.**

34 ARTHUR STREET
WINNIPEG, MAN.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending



Gold Standard JAVA & MOCHA
"THE-CHAFFLESS-COFFEE"

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited
WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

—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.

It pays to have proper connections in

The West

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

Consign your cars to us and please your customers.

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

LARD

BUY THE BEST



MADE BY

FEARMAN

HAMILTON

The Secret of Success

Commercial supremacy does not just happen. There are strong and apparent reasons for the success of all live merchants. Many grocers attribute their success to the fact that they stock



**Corona
Brand**



of Groceries and Provisions, and that reason will certainly stand all the argument one can bring against it.

CORONA BRAND is merely another name for the best brand of Groceries and Provisions on the market.

The Montreal Packing Co.,

LIMITED
MONTREAL, P.Q.

THE SHREWD GROCER only stocks that brand of provisions which adds to his reputation while it boosts his bank account.

RYAN BRAND

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

is demanded by particular housewives because it's their surety of purity and wholesomeness.

Can you afford to stock inferior brands?

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

A firm week an prices a higher, ly expect business that sto accumul it was could no Official Ontarios to 12c; are goo season c be prett export t Advice effect th too goo however, little ch cannot l ers.

Receipt over the those of year, be boxes fo boxes 1906. R have bec for the be seen 88,458 h like peri Expor each we six days exported vious w correspo exports 261,309 1906.

The al tion a g could, a

The b again in vices or were h agents i from 2s. ness of larger d tinue at America at full week. Britain boxes a boxes s increase cipal sc dency of are purc and th stocks, sale.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

A firmer feeling prevails in cheese this week and it will be noticed that the prices asked by dealers are slightly higher. The advanced figures were hardly expected and cannot last. Export business has been so brisk, however, that stocks have not had any chance to accumulate locally and as a consequence it was possible to put up prices as could not otherwise have been done.

Official quotations for cheese read: Ontarios, 12c to 12½c; Townships, 11½c to 12c; Quebecs, 11½c to 11¾c. These are good figures to be ruling at this season of the year, when prices should be pretty low for the encouragement of export trade.

Advices from the other side are to the effect that consumption is fair, but none too good. Stocks are not accumulating, however, for the simple reason that little cheese is being sent over which cannot be taken care of by the consumers.

Receipts last week show an increase over the previous week, but are behind those of the corresponding week last year, being 71,787 boxes against 63,604 boxes for the previous week, and 93,162 boxes for the corresponding week in 1906. Receipts to end of last week have been 263,594 boxes against 352,052 for the same period last year. It will be seen that receipts this year are still 88,458 boxes behind what they were for like period in 1906.

Exports are gradually picking up and each week are larger than the previous six days. Last week 72,379 boxes were exported, against 48,406 boxes the previous week and 103,645 boxes for the corresponding week last season. Total exports since May 1, 1907, amount to 261,309 boxes against 361,755 boxes in 1906.

The above figures illustrate the situation a good deal better than any words could, and a little study over them will

give one an idea as to what's what in the cheese trade just now.

Contrary to expectations, there has not been any decline in butter prices, rather has there been a slight increase since the last time of writing. To-day Townships is quoted at 21c against 20c to 20½c a week ago; Quebec creamery is 20½c to 20¾c against 20¼c to 20½c; Ontario is 20c, same as last week, while Ontario dairy is ¼c higher, being sold at 18½c.

The market is firm at the time of writing, but dealers are hoping for lower prices. There must be some decline before there can be any export trade. So far there has been very little business transacted with importers in England. Only 295 packages in all have been shipped since May 1, which is a very small amount, especially when compared with last year's figures for the same period, 50,220 packages. Last week 243 packages were exported, against 30 packages the previous week and 18,636 packages the corresponding week in 1906.

Considering conditions which exist in the Old Country it is not so very surprising to find such a small amount of business being transacted. Last year, as has been stated several times in these columns, many importers burned their fingers with Canadian butter, and they are very wary about having anything to do with the article this season. At the same time it is impossible to secure in England prices based upon those which rule here now. They are this week anywhere from one cent to two cents higher than what they should be to tempt Old Country buyers.

Plenty of fresh grass butter has been coming in for the past couple of weeks. Week ending June 15, 15,424 packages were received, against 12,908 packages week previous, and 29,266 packages corresponding week 1906. Receipts since May 1 have been 71,939 packages against 116,148 packages in 1906.

THE PROVISION SITUATION

The bacon market in Great Britain is again in the buyers' favor. Cable advices on Tuesday stated that buyers were holding off and that views of agents indicated a decline this week of from 2s. to 2s. 6d. The increasing weakness of the market seems to be due to larger deliveries. Danish deliveries continue at high water mark. Receipts of American produce in England are back at full normal—about 12,000 boxes a week. Canadian shipments to Great Britain are now about 2,500 to 3,000 boxes a week, which is about 700 or 800 boxes short of normal. In the face of increased receipts from the three principal sources of supply the whole tendency of the market is weaker. Buyers are purchasing only from hand to mouth and that further tends to increase stocks, and holders are pressing for sale.

In view of these conditions, packers in Canada naturally were not so keen for hogs and prices declined slightly. The price this week f.o.b. is \$6.60 to \$6.65, about \$7 delivered. The decline means lighter receipts. Last week the total was under 30,000, against about 40,000 the week before. Unless the situation in England improves materially the packers will endeavor to get prices still lower, but should there be an improvement the packers are to go out after more hogs by putting up the price. The opinion is held that deliveries will continue nearly normal during the summer.

Locally, conditions are about unchanged. The warm weather increases the consumption of smoked meats and prices throughout the list are firm, with the exception of lard. In that the American market is in control and the decline

there necessitates a lowering of prices on this side.

The American market is easier. The Journal of Commerce, reviewing last week, says:

"The past week has witnessed more activity in future hog products, at rather better prices early, on support by packers, but the receipts of hogs continued so heavy through the week, being 100,000 more than a year ago at the west, that the packers withdrew their support after the shorts had covered, and allowed the market to decline, helped by the liquidation and break in the grain market, notwithstanding receipts lightened up the latter part of the week, as receipts promise to continue and state reports of condition of hogs in May indicate a large summer supply of well matured hogs. These conditions keep the trade from buying anything beyond immediate wants, and even concessions in prices have not stimulated demand.

PROVISION MARKETS

MONTREAL.

PROVISIONS.—With the coming of the warm weather business in smoked meats is beginning to boom in earnest. Packers in Montreal report a very active demand from all parts of the country and expect during the next couple of months to do an excellent trade. Breakfast bacon is this week one cent lower. Pure and compound lard is offered at lower figures also.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12	0 13
" " 20-lb. pails, wood	0 12	0 13
" " cases, 10-lb. tins, 60 lbs. in case	0 12	0 13
" " 5-lb.	0 12	0 13
" " 3-lb.	0 12	0 13
Lard, compound tierces, per lb.	0 10	0 10½
" " tubs	0 10	0 11
" " 20-lb. pails, wood	2 10	2 28
" " 20-lb. pails, tin	2 0	2 18
" " cases, 10-lb. tins, 60 lbs. in case	6 10	6 11
" " 5-lb.	0 10	0 11
" " 3-lb.	0 10	0 11
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22	00
American short cut clear	24	50
American fat back	22	50
Breakfast bacon, per lb.	0 15	0 15½
Hams	0 14	0 16
Extra plate beef, per bbl.	15	50

BUTTER.—Butter is firmer this week although it was thought better prices for the retailer would rule this week. Instead, figures asked are, in some instances a cent and a half above last week's quotations. A decline is likely, however.

New creamery, choice, boxes	0 22
" " pound prints	0 22
Dairy, tubs	0 18

CHEESE.—Cheese is firm this week. Receipts are increasing and export trade is beginning to boom. Locally, dealers report demand very good.

Cheese, old	0 14	0 16
" " new, large	0 13	
" " twins	0 13	

EGGS.—Eggs are very weak and prices are likely to be lower now than they are at any time. Dealers are buying in the country at 15c and are quoting 17c to 18c, and in some cases 19c and 21c. Good eggs are obtainable, however, for the first mentioned figures, the latter being rather high.

It's High Time the Trade Knew

that high-priced Canned Beans—those high-priced, much-tooted brands—haven't a shadow of merit over

Clark's Pork and Beans

and really that they have to hump themselves to be even near as good.

Don't Pay the Difference! Give your customers

Clark's Pork and Beans in Chili Sauce

and they will be more than satisfied.

You can Sell Five Times as Many Clark's

as all other brands put together, so it's quite easy to figure which pays you best.



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

WILSON'S

FLY PADS

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

HONEY.—Business is very quiet and prices given are nominal.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10½
Buckwheat	0 07	0 08

TORONTO.

PROVISIONS—There is an active demand for smoked meats, which the warm weather tends to improve. Prices are firm. Lard is the weak spot because American has gone low enough to be in line for import and to meet it prices have declined ¼c. to ½c.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Small hams, per lb.	0 15	0 15½
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11	0 11½
Bacon, plain, per lb.	0 16½	0 17
" pea meal	0 17	0 17½
Heavy mess pork, per bbl.	22 50	23 00
Short cut, per bbl.	0 11½	0 12
Lard, tierces, per lb.	0 12	0 12½
" tubs "	0 12½	0 13
" pails "	0 08	0 10
" compounds, per lb.	12 00	13 00
Plate beef, per 200-lb. bbl.	9 50	11 00
Beef, hind quarters	6 00	7 50
" front quarters	7 50	9 00
" choice carcasses	6 00	7 00
" common	0 09	0 11
Mutton	0 12½	0 15
Lamb	9 25	9 75
Hogs, street lots	0 08	0 10½
Veal		

BUTTER—Just what is going to transpire is not clear to the shrewdest dealers. Prices are lower, but dealers are still shy about accumulating stocks, expecting or fearing lower prices. Large rolls are off the market. The flow of milk is about at its height for the season, but supplies would scarcely indicate that. Probably cheese, because of the

high price, is attracting more than its normal share.

	Per lb.
Creamery prints	0 20 0 21
Creamery solids	0 19 0 19½
Dairy prints, choice	0 17 0 18
" " ordinary	0 16 0 17
" tubs choice	0 16½ 0 17½
" tubs, ordinary	0 15 0 16
Baker's butter	0 14 0 16

CHEESE—What little old cheese there is available is held at 15c. New cheese is ¼c. lower.

Old cheese	0 15
New "	0 12½ 0 12½

EGGS—Prices are a little lower again. Packers are getting full up and while production is perhaps a fifth short of the maximum, consumption has decreased somewhat. Then, comparatively, eggs are much lower in Chicago, and American houses now have their representatives in the Canadian west making contracts for delivery up to January 15.

Eggs	0 17½ 0 18
------	------------

HONEY—The market continues unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" in the comb, per doz.	2 00 2 50
Buckwheat honey, per lb.	0 15 0 08
" in comb, per doz	1 50

POULTRY—Receipts are heavier and prices are considerably lower. Demand is still very inactive.

Live Weight.

Spring chickens, per lb.	0 20
Old fowl	0 10
Ducks	0 10
Spring ducks	0 20

Dressed weight.

Spring chickens, per lb.	0 20
Old fowl	0 10
Ducks	0 10
Spring ducks	0 25
Tom Turkeys	0 12
Hen "	0 14

SULPHUR TO PRESERVE MEAT.

A new and simple process of preserving meat has been discovered by Prof. Lapparent, Paris. The method is given as follows:

The meat to be preserved is hung up in a tight box, and then a few sulphur threads are placed in it and ignited, after which the box is closed. The meat will be preserved for a longer time than is necessary in housekeeping, and its taste is not at all affected. If it is intended to preserve meat for several months, it should be treated with sulphur fumes as soon as possible after the slaughter; the meat should not contain any sawed bones, as decomposition proceeds from them; the boxes in which the meat is kept ought to be air-tight and be filled for from twenty-four to forty-eight hours with carbonic acid.

By analysis Professor Lapparent proves that meat which in this manner has been preserved for three months contained no free sulphuric acid, and after being boiled contained only three to four ounces of sulphuric-acid salts in 220 pounds, a perfectly harmless quantity.

J. E. Elmsley, the Chicago representative of the Salada Tea Co., was in town last week, returning home on Monday. He reports that great progress is being made in that city, his increase for the first twenty-two weeks of this year over the corresponding period of last year being 44 per cent.

O'Mara's Bacon

Quotations cheerfully given by the following

Selling Agents:

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

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

JOSEPH O'MARA

Manufacturer and Exporter of
BACON, HAMS, LARD, Etc

Palmerston, Ont.

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

Money in a Name

When the Proverb Cobbler declared that there was nothing in a name, he evidently forgot the business world entirely. All shrewd grocers know that

Purnell's

Sauces—Pickles—Vinegar

assure profit and reputation—the kind of reputation that corners the paying trade. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand?

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

- | | | |
|---------------------|--------------------------------|-----------------------|
| J. W. GORHAM & Co., | Jerusalem Warehouse, | HALIFAX, N.S. |
| E. JARDINE, | | ST. JOHN, N.B. |
| H. HASZARD, | | CHARLOTTETOWN, P.E.I. |
| E. MITCHELL & Co., | 26 St Peter St., | QUEBEC. |
| C. S. HARDING, | Room 46, Canada Life Building, | MONTREAL. |
| BICKLE & GREENING, | | HAMILTON, ONT. |
| CARMAN ESCOTT CO., | 722 Union Bank | WINNIPEG, MAN. |
| O. E. JARVIS & Co., | | VANCOUVER, B.C. |
| KYLE & HOOPER, | 27 Front Street East, | TORONTO. |

A LONG STORY IN FEW WORDS

Reliable



Preferable



Saleable



Profitable

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

CEREALS AND CONFECTIONERY

Not Much Change in the Market Situation—Flour Trade Very Quiet in Absence of Buying—Opinions Wanted on the Handling of Confectionery.

Grain markets are in much the same position as a week ago. Of course, there have been fluctuations, but the net result is about unchanged. The Chicago wheat market has receded 14 cents from the high point, and regained half of it. The Winnipeg market, which never got so high, has receded 10c., and recovered in about the same proportion as Chicago. The reason for Chicago wheat reaching a higher point than Winnipeg is that the United States think they can dispose of the coming crop within their own borders, leaving them independent of export markets. Canada, however, must export a large portion of its crop and, therefore, export prices will largely rule.

The flour trade is now almost stagnant. The trade is pretty well stocked and the lower wheat markets encourage buyers to expect a decline. What little buying there is for immediate requirements. Some of the mills are busy, however, on old contracts, delayed by the inability to secure shipments of wheat. Ontario wheat is very scarce, farmers holding back for a dollar. Mills are working on western and quite a few are taking advantage of the lull for their annual overhauling.

Many western oats are selling in Ontario, both for milling and feed. Cereal mills report oat products unusually active for this season. There is an active demand also for wheat cereals.

Confectionery.

Why should a grocer handle, say, figs and reject confectionery? But they

don't reject. Every grocer sells "candies," but many still reject the larger possibilities offered by specializing in high class confectionery. We would like to have some expressions of opinion from grocers on this subject: "Why don't they sell confectionery?" There are many handling it very successfully. We would like to have from them the story of their success.

MONTREAL.

FLOUR.—Prices have not been changed since last report. Local trading is satisfactory, but export business is not

SPRAGUE

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

NAP. G. KIROUAC & CO.,

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

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS

Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

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

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.

LONDON, ONTARIO

Carman, Escott & Co., Winnipeg, agents from North Bay to Edmonton.

Shallcross, McCauley, Vancouver and Victoria, agents for British Columbia

F. H. Hodgson, Montreal Agent.

Robt. Jardine, St. John, N.B., Agent for Maritime Provinces.



Registe

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In Nova S

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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

Ice Cream Powder

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

THE BEST BY ACTUAL TEST
It has been proven to the satisfaction of all particular grocers that
McLAUCHLAN'S CREAM SODA BISCUITS
are just as perfect as Soda Biscuits can be baked—and they hold their goodness.
McLAUCHLAN & SONS CO., OWEN SOUND, ONT.

EPPS'S GRATEFUL COMFORTING

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

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

THE MOST NUTRITIOUS COCOA

as large as it might be. Some millers however are doing quite a lot of business with Great Britain. One concern reports export trade slow in that buyers are hesitating because they expect that wheat having come down the mills will also lower their prices. There appears to be no prospect of an immediate drop.

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

ROLLED OATS.—Fair business is being done in rolled oats at prices that have not changed.

Fine oatmeal, bags.....	2 60 2 75
Standard oatmeal, bags.....	2 60 2 75
Granulated.....	2 60 2 75
Gold dust cornmeal, 98 lb bags.....	1 70 2 00
White cornmeal.....	1 85 1 75
Roller oats, 90-lb. bags.....	2 40 2 50
" 80-lb. bags.....	2 30 2 3 1/2
" bbls.....	5 05 5 35

FEED.—The situation is unchanged and prices continue to rule high. Congestion on the roads is still very bad.

Ontario bran.....	24 00 25 00
Ontario shorts.....	23 00 24 00
Manitoba shorts.....	22 00 23 00
" bran.....	21 00
Mouillie, milled.....	23 00 30 00
straight grained.....	28 00 30 00
Feed flour.....	1 25 1 40

TORONTO.

FLOUR — The market continues unchanged with little business passing at the moment. Millers are still busy on contracts, but buyers are holding off expecting a decline. There is some enquiry for export, but prices are away out of line for the present.

Manitoba Wheat.

60 per cent. patents.....	4 90 5 00
85.....	4 80
Strong bakers.....	4 30 4 40

Winter Wheat.

Straight roller.....	4 25 4 35
patents.....	4 45 4 65
Blended.....	4 35 4 40

CEREALS — Ontario farmers are now delivering some grain, which makes things easier for the millers. There is a good active demand for products and a large Toronto miller declared he never had had such a busy season in oats.

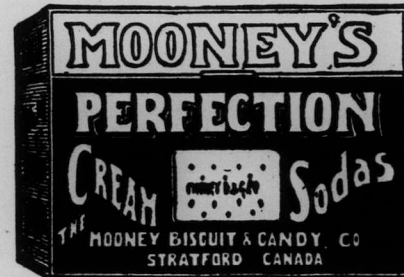
Roller wheat in barrels, 100 lbs.....	2 75 3 00
Boiled oats, in wood, per bbl.....	5 25
" " in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, per bbl.....	5 55
" " in bags 98 lbs.....	2 65

SOME DAY A BAKER

may produce a better biscuit than

Perfection Cream Sodas

but that day seems pretty far away at present. The unanimous decision of popular opinion is that



is by far the best manufactured in Canada, and equal in downright goodness to any manufactured anywhere at any price.

Lasting Goodness

is the crucial test of the baker's product—especially biscuits.

PERFECTION CREAM SODAS

are just as delicious and satisfying when you serve them as on the day our inspector sanctions their packing.

Can we forward you any information?

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



COX'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:
C. E. Colson & son, Montreal
D. Masson & Co.,
A. P. Tippet & Co.

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

When You Want a Supreme Test

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

Western Canada Flour Mills Co., LIMITED



Mills at
WINNIPEG, GODERICH and BRANDON

Toronto Office
Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

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

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

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

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

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL

Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO

Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Dealers are requested to write for special free deal.

Pride of Canada

In every line there is a standard of excellence by which all other makes are judged.

Pure Maple Syrup and Maple Sugar to be a standard **must be pure.**

Pride of Canada Maple Syrup and Maple Sugar is the pure article, and is a standard—the standard. Others have tried to equal its quality but have failed.

We lead the Market.

Is it not in your best interests to stock the best?

If you are not handling Pride of Canada write us to-day.

Leave the rest to us.

**The Maple Tree
Producers Association**
Waterloo, Quebec



"SURPRISINGLY SUSTAINING"

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

**McLEAN'S
"WHITE MOSS"
COCOANUT**



Are You Selling It?

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-ay)

"As dripping water will wear away a stone" so the use of

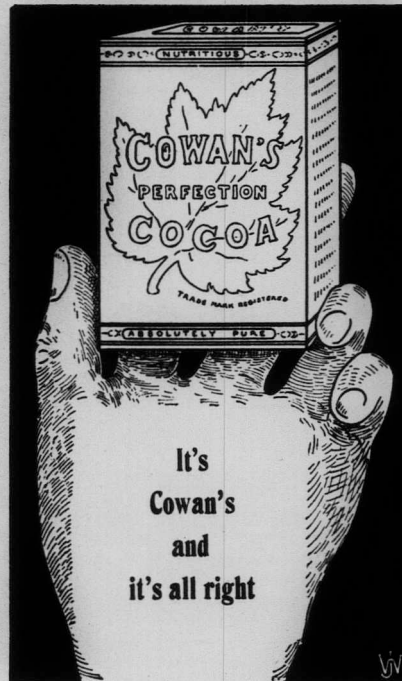
CAILLER'S SWISS MILK CHOCOLATE

will kill all desire for any other brand either imported or domestic.

There's a richness, a delicacy and satisfaction about CAILLER'S that cannot be equalled. Ask your jobber for sample order or write direct to

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

A Matter of Business Sense



It is understood that The Maple Leaf (our trade mark) is the outward symbol of purity and quality; but some grocers fail to realize that

Cowan's Cocoa and Chocolate

are twin trade-builders of national reputation. Give yourself a square deal by stocking Cowan's Cocoa and Chocolate instead of inferior brands.

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

You say everything when your customers ask for THE BEST Chocolate when you hand out

Mott's

"Diamond" and "Elite"
brands of

Chocolate

Pure Cocoa Bean, finest sugar, cleanest manufacture.

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

SELLING AGENTS:
J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

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

BUSINESS MEN IN MUNICIPAL LIFE

No. 21.

Ald. Jas. N. Massey, Chatham

Ald. James N. Massey possesses the distinction of being the youngest member of the Chatham city council. He is also one of the youngest business men in the city. In both these capacities he has proven singularly successful.

Ald. Massey is a native of Chatham, and is just 32 years of age. He is a son of Nathaniel Massey, for many years one of the best known drovers and cattle dealers in Kent, and at present license inspector for the west riding of that county.

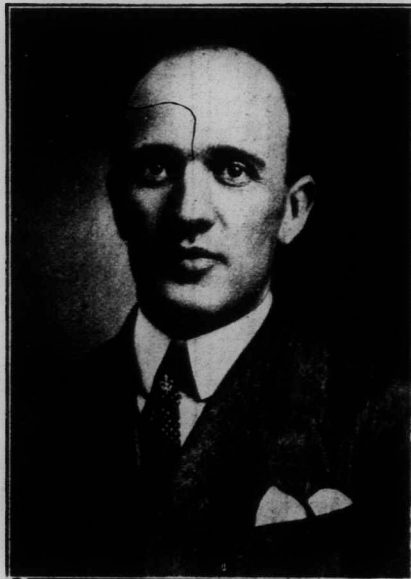
Born, brought up and educated in the Maple City, Ald. Massey is in close touch with its business life. He received a good public school education, which was supplemented by three years at the Chatham Collegiate Institute and rounded out by a commercial course at the Canada Business College. At the conclusion of this last course Mr. Massey, then 17 years of age, entered the employ of F. A. Gonne, at that time one of the city's leading grocers. In Mr. Gonne's employ he spent five years.

Then, at the early age of 22, he entered the grocery business in partnership with R. O. Knight, the firm name being Massey & Knight. This partnership subsisted for five years, when, on Mr. Knight's withdrawal four years

ago, Mr. Massey continued the business alone. Mr. Massey proved a successful business man. Incidentally, he specialized.

His specialty was potatoes, in which he dealt extensively, building up a big wholesale trade in this particular line, in addition to his regular business. Mr. Massey's business training, combined with his personal popularity, made it inevitable that he should be talked of as a good man for municipal honors. Several times he was placed in nomination, but he steadfastly declined to run till January, 1906, when he yielded to the persuasions of his friends and suffered himself to become a candidate. At the end of a week's campaign he found himself elected to the city council by a magnificent vote, he being fourth on the list. During the year 1906 he served on the property and industrial committees of the city council. Last January the public recognized his services by returning him again to the council. He is at present a member of the property and railway committees, holding the chairmanship of the latter body.

Fraternally, Mr. Massey is associated with the Masonic body, having been a popular and esteemed member of Wellington Lodge, No. 46, for some ten years past.



ALD. JAS. N. MASSEY, CHATHAM.

J. R. Croft, Limehouse, was a caller at the offices of The Grocer last Friday. As an old and appreciative subscriber, he was pleased to hand the name of a fellow grocer to the subscription department.

BRANSON'S

COFFEE WITH CHICORY

SHEREEF COFFEE



Branson's Coffees
Have a Thirty Years'
Record.

is prepared from high quality and specially blended coffees, with the necessary proportion of best chicory, and is of uniform and unvarying quality—"THE BEST."

Nothing else on the market to come up to it in point of fine flavor and excellence in the cup.

There is Only One "Best"—Branson's

GREEN & CO., 23 Scott St., TORONTO

The
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because
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LEA AND PERRINS,
SOLD
 BY
FIRST-CLASS
GROCERS
ONLY!
J. M. Douglas & Co., Montreal, Canadian Agents
SAUCE

BY ROYAL WARRANT.  BY ROYAL WARRANT. 

The Only Luck There Is



A Wise Business Policy

The shrewd grocer knows that it is wise business policy to stock

"HORSESHOE" Brand
 of
HAMS AND BREAKFAST BACON

because we have reduced the curing of meat to an exact and simple science. Most packers are alive to the necessity of cleanliness; but—few know how to retain the succulent and appetising goodness of prime, fresh pork.

We know how

JOHN DUFF & SON
Hamilton, Can.

A Canner That Cans for \$30

Our easily-operated Canning Machine preserves fruit and vegetables.
 Can your goods and sell at big profits.
 Canners cost from \$30 to \$90 and pay for themselves in short season.
 Are you interested?
 Write at once for descriptive booklet.

The Modern Canner Co.,
Canadian Branch, St. Jacobs, Ont.



Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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

FRUITS, VEGETABLES AND FISH

Warm Weather Conducive to Activity in all Branches—Florida Pines Will be Small—Rain Wanted in Ontario—Vegetables Active.

The weather this last week appears to have given satisfaction to everyone, and with the exception of one or two of the fish-men, there are no complaints. All lines of fruit and vegetables are booming and in many instances the supply has a hard job to keep pace with the demand. Cuban pineapples, notwithstanding the initial lateness of the season, are dropping out earlier than was expected, and receipts for the last week have been light. The sizes throughout the season have been unusually small, and, so far as can be learned at present, the Florida pines are likely to be even smaller. A few cases of the latter have been received in Toronto, but the stock is miserably insufficient, both in size and quality.

The gravest apprehensions are entertained for the success of the Ontario strawberries, and unless some rain comes this way very shortly, it is

doubtful whether the crops will be able to stand such a long-continued drought. Latest advices report that the beds are baked hard and dry and that some heavy showers are necessary at once if the crop is to be of average proportions.

Potatoes are quiet. The hot weather has materially affected sales through checking the consumption of meat, but Delawares are in good supply, and even at top prices the movement is considered satisfactory for the time of year. Ontarios are, of course, almost done. No one will buy them in preference to Delawares, and there is a sufficient quantity of the latter to take care of all offers.

The sunny weather will bring out more local vegetables than have so far been in evidence. Tomatoes have taken a drop, owing partly to increased supply, and partly to the stock deteriorating somewhat in quality. They are selling rapidly at the reduced prices.

VEGETABLES

SOUTHERN

Cabbage Beans
Tomatoes Peas
New Potatoes Cukes, etc.

CANADIAN

Asparagus
Lettuce Onions
Radish

STRAWBERRIES

The finest MARYLAND received fresh daily.

PINEAPPLES

Would recommend you not to delay your Pineapple business. Cubans are about over; Florida crop is short and will not last long.

McWILLIAM
Mc. AND E.
EVERIST
25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL
ESTABLISHED 1886

FRUITS AND VEGETABLES

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

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

YOU ALWAYS GET THE **BEST GOODS**

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

FRESH

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

Also full lines of Oranges, Lemons and Bananas

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

HUGH WALKER & SON
Guelph, Ont.
Established 1861

MONTREAL.

GREEN FRUITS—Bananas are in excellent demand and will probably sell very freely until after July 1. Prices at seaboard are high and local quotations are firm. Lemons are easier in price, as are also apples. The former are beginning to sell. Valencias oranges are quoted \$3.50, which is a better price than has ruled for some time. Strawberries are selling very quickly at 14c. and 15c. Limes are 25c. lower.

New dates, per lb	0 04	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 25	2 75
Cocconuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 75
Apples, bbl.	3 00	8 50
Lemons	3 25	4 50
California oranges, navel	3 00	4 00
Jamaica oranges, per bbl.	4 75	5 50
Valencia oranges, case	3 75	3 50
Sorrento oranges	2 75	3 25
Messina oranges	4 25	
Strawberries, qua. t.	0 14	0 15
New figs, per lb	0 08	0 12
Florida grape fruit, box	7 50	
Limes, crates	1 00	
California cherries, 10 lb box	2 75	3 00

VEGETABLES—With the coming of warm weather business in vegetables is getting better. Prices are declining with increased receipts on the market. Parsley is now quoted 35c. to 40c. There has been quite a decline also in new cabbage. Florida tomatoes are selling \$3.50 to \$4.50. Green and wax beans are easier. Radishes are selling freely at more reasonable prices, while demand for cucumbers is better at easier figures. There has been a big drop in the price of new potatoes, \$6 now ruling.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz.	0 60	
Savory, per doz.	0 60	
New cabbage, crate	2 50	
Florida tomatoes, crate	3 50	4 50
Turnips, bag	1 25	1 50
Green beans, basket	4 50	5 50
Wax beans, large bunches, per doz	0 75	
Lettuce, per doz.	0 40	0 75
Boston lettuce, per doz.	1 00	
Asparagus, doz. bunches	4 00	6 00
Radishes, doz.	0 10	0 15
Spinach, per box	1 00	1 00
Cucumbers, per doz	1 00	1 25
" basket	3 25	3 50
Paranips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	1 25
New potatoes, lb	0 06	0 06
" bbl.	0 00	0 00
Jersey sweet potatoes, basket	3 50	
Egyptian onions, lb	0 03	
New beets, doz. bunches	1 50	

The Can

Old "ba
Carrots, bag
New carrots,
Mushrooms, lb
Horseradish, lb
Rhubarb, doz

FISH—
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Haddock, per
Halibut,
Mackerel, new
Dore,
Smelts
Steak cod, lb.
Brook trout, lb
Market cod, lb
Pike, lb.
Lake trout, lb
Grass pike, lb.
White fish, lb.
B.O. Salmon,
Gaspé salmon,
Flounders, lb.

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Oysters—
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Standards,
PICKLED FISH—
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Oranges—
Navel's, fancy
126's,
150's, 176'
Valencias, o
 " 71
Late Valencia C
Bloods, 80's,
Ovals, 80's 10
Sorrentos, 20
Grape fruit, Flor
Lemons No. 1's
 " 2's
 " Messina
Pineapples, 30's,
 " 37's,
 " 42's,
Apples, large red
Bananas, Jamaic
Bananas, jumbo
Strawberries, N.
Limes, per crate.

VEGETA
week has be
which have
per 4-baske

Old " bag	2 00	2
Carrots, bag	1 50	1 75
New carrots, doz. bunches	1 25	1 50
Mushrooms, lb.	0 85	0 85
Horseradish, lb.	0 15	0 15
Rhubarb, doz. bunches	0 15	0 25

FISH—Owing to the extremely hot weather there is little activity in fish circles. Prices are cheaper on several lines this week. Haddock is down $\frac{1}{2}$ c., while mackerel are lower also, 10c. being the figure asked. New mackerel are expected to arrive in quantities any day. The season is already three weeks late. Gaspé salmon is easier through increased receipts. B.C. salmon is practically unobtainable. Lake fish are plentiful. Brook trout are scarce. In smoked and salted fish, haddies, kippers and Yarmouth bloaters are easier.

Fresh and Frozen Fish.		
Haddock, per lb.	0 04	0 05
Halibut, express, per lb.	0 08	0 09
Mackerel, new, express per lb.	0 08	0 10
Dore,	0 09	0 12
Smelts	0 08	0 10
Steak cod, lb.	0 05	0 06
Brook trout, lb.	0 22	0 22
Market cod, lb.	0 04	0 04
Pike, lb.	0 06	0 06
Lake trout, lb.	0 19	0 10
Grass pike, lb.	0 08	0 08
White fish, lb.	0 07	0 09
B. C. Salmon, lb.	0 12	0 12
Gaspé salmon, lb.	0 16	0 16
Flounders, lb.	0 10	0 10
Smoked and Salted—		
New haddies, boxes, per lb.	0 08	0 08
Kippered herring, half boxes	1 00	1 00
Smoked herring, per small box	0 10	0 10
Yarmouth bloaters, box.	1 10	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	5 50	5 50
Boneless cod, 20 lb. boxes	0 06	0 06
Boneless fish, 20 lb. boxes, bricks	0 05	0 05
Boneless fish, 25 lb., boxes, per lb.	0 04	0 04
Shredded cod, 2 doz., per case.	1 80	1 80
Oysters—		
Standards, bulk, per imp. gal.	1 50	1 50
Standards, Imp., qt. tins, sealed	0 40	0 40
Pickled fish—		
No. 1 Labrador herring, per bbl.	5 00	5 00
per half bbl.	2 75	2 75
No. 1 N.S. herring, half bbls.	2 50	2 50
No. 1 Sea trout, bbls.	10 50	10 50
No. 1 Sea trout, kegs.	5 75	5 75
Labrador salmon in bbls.	12 50	12 50
Labrador salmon, half bbls.	6 50	6 50
Large green cod, 200 lb. bbls.	8 00	8 00
No. 1 green cod, in bbls. of 200 lbs.	6 50	6 50
Small	4 50	4 50
No. 1 Mackerel, pail	1 75	1 75
No. 1 green haddock, bbl.	6 00	6 00

TORONTO.

GREEN FRUITS—Contrary to the expectations of the majority of those who were in the best position to know, pineapples have again taken a drop, and there are no positive indications that rock bottom has yet been reached. The reduction scarcely affects the 24s or 30s. Of the former size there are practically none left, and the latter are quickly disappearing. In the 42s, however, there is a drop of 25c. per case. If the Ontario berries are to amount to anything there will have to be some rain very shortly. Bananas are firm, and high at seaboard.

Oranges—		
Navel's, fancy, 80's, 96's, 112's, 250's, 288's	3 50	4 00
126's	4 10	4 50
150's, 176's	4 51	4 75
Valencias, ordinary 420's, per case	5 25	5 75
large, 420's, per case	5 75	6 00
714's, per box	5 50	6 00
Late Valencia Californias, all sizes	4 50	5 00
Bloods, 80's, 100's, 150's	2 75	2 75
Ovals, 80's, 100's, 150's $\frac{1}{2}$ boxes	2 25	2 50
Sorrentos, 20's, 300's	3 25	3 10
Grape fruit, Floridas, 46's, 54's, 64's, 80's	4 00	4 50
Lemons No. 1's 300, 360	3 50	4 00
2's 300, 360	4 00	4 25
Messinas and Sorrentos, 300's	3 75	4 25
Pineapples, 30's, per case	3 40	3 50
34's, "	2 75	3 00
42's, "	3 25	3 25
Apples, large red, per box of 12 doz.	1 50	2 00
Bananas, Jamaica firsts, per bunch	2 00	2 50
Bananas, jumbo bunches	0 17	0 18
Strawberries, N. Carolina, per qt.	1 00	1 00
James, per crate	1 00	1 00

VEGETABLES—The feature of the week has been the big drop in tomatoes, which have gone down from 75c. to \$1.25 per 4-basket crate. The quality of the

Tuesday Last We Sold Our
First Car CALIFORNIA

PEACHES, PLUMS and APRICOTS

Prices realized were highly satisfactory. Last season we sold just 50 cars Cal. Deciduous Fruit at our auction.

Our New Warehouse, the largest and finest in Canada, is open for business.

Ship to us for best results.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE
MAIN 4106

TORONTO AND HAMILTON

"ST. NICHOLAS"

"HOME GUARD"

Never cost as much as they are worth

"KICKING"

"PUCK"

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

STRAWBERRIES—More reasonable.

New Cabbage and Potatoes. Fresh carloads almost every day. Prices right.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

1000 Bags Bombay Peanuts.

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL
Phone Main 4409



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.

We have now rolling to Montreal 5 cars of

Chase's Indian River Florida Pineapples

This month will finish carload movement of Florida Pines. If interested, get busy.

24s. \$4.00 30s. \$3.75 36s. \$3.50 42s. \$3.00

MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

latest arrivals has not been up to that of the first shipments, and this, together with the increased supply, is probably accountable for the reduction. Potatoes are a minus quantity so far as Ontarios are concerned. One firm had a man on the road for a month, and he was unable to pick up a carload of stuff all told. New potatoes from Ontario and Quebec will be late this year.

Potatoes, Delawares, per bag	1 50	1 55
" Ontario	1 40	1 40
Sweet potatoes, per hamper	2 75	2 75
New potatoes, per lb	0 03	0 03
Onions, green per doz	0 15	0 15
" Egyptian, 110-lb. bag	3 00	3 25
Cabbage, new Canadian, per case	2 75	3 00
Beets, new, per doz bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz bunches	0 35	0 40
Lettuce, hothouse heads	1 25	1 50
Spinach, fancy, per bush	1 00	1 00
Radishes, Roseland, per doz	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston	1 00	1 50
" per hamper	2 75	3 00
Beans, green, per bushel	3 00	3 00
Peas, per bush	2 50	2 50
Tomatoes, Texas, 4-basket crates	1 75	2 25
Parley, per doz	0 25	0 25
Asparagus, per doz	0 75	1 25
Fancy Baltimore spinach, per hamper	0 90	1 00
Rhubarb, per doz	0 40	0 50

FISH—Business during the week has been good, but not remarkable. The hot weather has checked consumption, and reduced sales almost entirely to two or three fresh-caught lines. Lake Erie white fish is now almost unobtainable in Toronto.

Perch, large, per lb	0 06	0 0 3/4
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	0 10	0 10
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie	0 11	0 11
Pickrel, winter caught, per lb	0 08	0 09
Haddock, fresh caught, per lb	0 00	0 07
Herring, per 100 count	1 50	1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 08	0 18
Trout, fresh, per lb	0 08	0 09 1/2
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured	0 19	0 19
Labrador herring, per bbl	4 75	4 75
Cod, fresh caught, per lb	0 07	0 08
Halibut, fresh caught	0 08	0 08
Shredded cod per lb	0 08	0 08
Shredded cod per doz	0 90	0 90
Flounders, per lb	0 05	0 05
Halifax fish cakes, case	2 40	2 40
Live lobsters	0 17	0 18

D. M. McFee & Co., general store, Sanford, have been burnt out.

S. J. Johnson, grocer, of Amherstburg, is dead.

A MONTH IN BRITAIN.

James Swan Returns from a Holiday in the Old Land.

James Swan, who is a partner with his father in the firm of Swan Bros., is again in the store, after spending May in Europe on a holiday with his sister.

They landed at Cork in the course of a week, saw some of the beauties of Erin, including the Killarney lakes, and cleared at Dublin for Wales. Carnarvon and Conway castles, grim ruins, monuments alike to the Saxon power under the Great Edward and the unquenchable spirit of the Celt, were interesting objective points; but it was the beauty of the Welsh scenery, "the mountain and the flood" that most impressed the young Canadians. Mr. Swan, speaking to The Canadian Grocer, mentioned as interesting the many splendid summer homes of wealthy Englishmen that dotted the land. After visiting Eaton Hall, the seat of the Duke of Westminster, the wealthiest of the English peers, they reached London by way of Liverpool, and during the next few weeks saw a good deal of the south of England, that had been missed in frequent former visits to the Old Country. The Island of Jersey they found very interesting. It raises three crops of potatoes in the year, enormous quantities of flowers and some figs. London is the market for everything. The little company got as far as Paris. The rest of the time was spent with 'oor ain folk' at Stow, near Edinburgh.

While in London Mr. Swan paid a visit to the works of Crosse & Blackwell, who, for over 200 years, have been making pickles almost in the heart of the metropolis. He was met by Mr. Wyatt, the manager, who was in Canada for the firm a couple of years ago, and told Mr. Swan that it was not until he had reached his father's store that he had felt at home out here. The building in which Crosse & Blackwell's offices are located was once the residence of a daughter of Oliver Cromwell. The an-

cient dining room, the walls of which are of oak and elaborately carved, is the private office. The carving is very beautiful. An American once offered the firm £5,000 for it. They just smiled at him. The various factories are all approachable without going off the company's land, but they are scattered, the company having acquired land bit by bit as their needs demanded it. Throughout the many buildings, however, everything was found scrupulously clean.

A TRAVELED TRAVELER.

F. W. Rowley, of London, England, who some time ago amalgamated his business with that of Underdown & Crichton, called the other day at the office of The Canadian Grocer, Toronto, to renew the acquaintance made on his last visit, a couple of years ago. At that time Mr. Rowley was only paying a flying visit to Canada, and was unable to see the great west at all. This time, however, Winnipeg is his objective point, and he intends to sound thoroughly the possibilities for trade all over western Canada. The Rowley brand of almonds, raisins, nuts, onions and oranges is not unknown in Canada, and Mr. Rowley is enthusiastic over the immense field which he has yet to cover. There is another country, a long journey from the Canadian Northwest, which has roused Mr. Rowley's enthusiasm, and that is Uganda, in British East Africa. Some time ago he made a trip out there and became imbued with the great prospects which offered themselves to traders who were prepared to put up with some difficulties and hardships in order to get at the business that undoubtedly awaited them.

In a later issue we hope to publish something on this subject from Mr. Rowley's pen, and in the meantime bespeak for him the consideration of the grocery trade in Canada.

WHAT OTHERS MAY NOT SEE.

If each man's secret, unguessed care
Were written on his brow,
How many would our pity share
Who have our envy now!
And if the promptings of each heart
No artifice concealed
How many trusting friends would part
At what they saw revealed!
—Exchange.

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

Write for our quotations

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

Packers and Exporters of Canned Lobsters—Wholesale only

SALT

Do not put off ordering until
your stock is exhausted.

VERRET, STEWART & CO.
LIMITED

MONTREAL

HALIFAX SHREDDDED CODFISH

**IS A NICE LINE
TO HANDLE
DURING HOT WEATHER.**

*Nice for the Housewife and Nice for
the Grocer. Besides, it's a better
Hot Weather Diet than Meat.*



Every fish canned isn't a Sardine, but every
fish in a tin of

"King Oscar" Sardines

is the real thing.

It is so real that those who "know"
can't be persuaded to use any other.
There's something so rich, clean, and
flavory about a King Oscar Sardine that
one can't get away from the desire for
more.

That's the kind to sell to your customers
They will use a lot this summer.

For sale by all Jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

We are now packing

SARDINES, CLAMS AND SCALLOPS

Remember there is no better Canned Sea
Foods than the

"Brunswick Brand"

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

**WRONGS AND
REMEDIES IN THE
GROCERY TRADE**

**LITTLE LEAKS AND
HOW TO
STOP THEM.**

Knowledge, which comes from experience, and energy, which is the result of enthusiasm, are the prime factors that make for success in any business, of which the grocery trade is not the least important. A writer in the Worker's Magazine, commenting upon the different methods adopted by retail grocers in their work, gives it as his opinion that there are five leaks which are responsible for the majority of failures:—

FIRST LEAK—Ignorance of the cost of doing business; therefore ignorance of what to charge for goods in order to be certain of selling them at a profit.

SECOND LEAK—Failure to mark prices by the single article, by the half-dozen, or by the bushel, according to the nature of the article, and then maintaining the right prices, rendering it well nigh impossible for anybody in the store mistakenly to sell for too low a price.

THIRD LEAK—Not knowing the goods that do and the goods that do not return the cost of handling, and what percentage of the total sales consist of non-profit-paying items. Not knowing how to change the non-profitable into the profitable items.

FOURTH LEAK—Being short-handed, running without sufficient store help; not allowing yourself time to study market conditions and consider plans for increasing business.

FIFTH LEAK—Overbuying, which results in straining the grocer's credit and losing him opportunity to take profits in the shape of discounts, because of having bought more goods than he could pay cash for, and having the goods cost him more, because bought on longer time, than if he had remained in position to pay cash and take his discount; by not realizing that \$1 worth of business monthly can't be done on less than twice that amount of cash or credit.

There are other leaks, chief among which is the loss through extending credit to customers who "jump" their bills; but the five given above are leaks that are as certain to result fatally in the grocery business as the sun is to rise to-morrow morning. It's like running water through a hosepipe. The end to keep your eye on is the end the water comes out of; therefore, if there are leaks in the hose, there's bound to be a loss somewhere along the route.

Some Sample Remedies.

In stopping the first leak, it is necessary for the grocer to know accurately what his expenses are. Nothing should be overlooked. The items must be figured down to a fine point, not even neglecting to count the cost of wrapping paper and twine used in tying up packages.

Other items are: Not less than 1 per cent. loss on uncollectable accounts; about 6 per cent. should be figured as interest on the investment, and from 2 to 3 per cent. as waste, resulting from

damage to goods, over-weighing, "sampling" by customers, etc.

After everything has been counted in there still is danger of committing the grave error of failing to figure the percentage necessary to be made on sales, instead of on what the goods cost. A delusion that many are under is that to make, say, 15 per cent. on their goods they can figure 15 per cent. on their cost. At least 5 per cent. additional should be tacked on.

If the retailer would be safe he must have accurate knowledge of the cost of goods and of conducting his business. The business may in all other respects be correctly and carefully carried on—but unless the first leak is soldered failure will ensue in time.

The second leak can be plugged up by refusing to play favorites or to permit your clerks to play them. A concession in price to a favored customer means a loss to the proprietor. If you sell tomatoes by the dozen cheaper than by the can there will be no chance for argument or offense to a customer if the price on the larger quantity is marked alongside that on the single package.

The third leak has to do with the percentages on specific articles, the ordinary staples, coffee, tea, sugar, flour, etc. If the grocer is buying a coffee at 17 cents a pound and selling it for 20 cents, he is losing money. He must get more than 20 cents for it.

Dollars Paid Judiciously are Dollars Saved.

No man can do everything there is to be done about a grocery store without neglecting matters which only the proprietor can properly attend to. It's a mistake to think that by getting along without one \$8 a week clerk and doing the work yourself you will be saving \$8. It's worth more to the proprietor of the business to have the time to study market reports in order to be able to buy intelligently, and to take advantage of price opportunities.

If the proprietor is kept busy doing a boy's work he'll never have time to read his trade papers and through them acquaint himself with market conditions that affect prices. A grocer who performs a certain work himself to save the wages of an \$8 a week boy must estimate that his own time is worth only that.

Regarding the fifth leak, a grocer's inability to discount his bills costs him in a year several hundred dollars if he is doing a fairly large business. It follows, then, that if he buys more goods than he can pay promptly for he is not only tying up a lot of capital in excess stock, but preventing himself from saving several hundred dollars yearly besides.

If the grocer doesn't stop the leaks they are certain to stop him,

CHANCE TO WIN \$100.

Maconochie Bros. Make a Sales Competition—Save Outside Wrappers.

A hundred dollars in cash would come in handy to a good many grocers and grocers' clerks about December 1st next. That is the first prize offered by Maconochie Bros. in the selling competition. There are eight other prizes and the nine aggregate \$250. The plan is as simple as can be and there's no turn or twist in it. The grocer or grocers' clerk who sells the largest number of bottles of Maconochie's goods—pickles, sauces, jams, jellies and marmalade—before the end of November draws the first prize. The second prize is \$50, the third \$35, the fourth \$25, the fifth \$20, the sixth \$10, the seventh \$5, the eighth \$3, the ninth \$2. Every bottle of these goods is contained in an outside wrapper. All the competitor has to do is to retain the outside wrapper when he sells a bottle, and at the end of the time allowed forward the wrappers to the MacLaren Imperial Cheese Co., Toronto, Maconochie Bros' agents in America, as a proof of his work. The MacLaren Imperial Cheese Co. also will furnish any information desired about the competition.

CIVIC ACCOUNTING UP-TO-DATE.

The city council of Winnipeg some time ago appointed a special committee on civic accounting. At the May meeting the council received the report of the experts selected to reorganize this department, and on their recommendation it was decided to award the contract for supplies to the Rolla L. Crain Co., of Ottawa, their goods being, everything considered, it was said, best adapted to the city's requirements.

Tenders were received from several local firms as well as eastern manufacturers.

Winnipeg intends to install the loose-leaf system through all the civic offices in the near future. This is a move in the right direction.

BACK ON THE ROAD.

Ed. McCoy, who for many years was a grocery traveler covering the western portion of the province and who has for a few years been off the road, has decided to again take up the wholesale grocery business and will represent James Turner & Co., on the Grand Trunk, Hamilton to Windsor, Sarnia, Goderich, Southampton and Warton. This will be pleasant news to many of Mr. McCoy's old friends.

OLIVE GROWING IN AUSTRALIA.

The British board of trade correspondent at Adelaide states that the annual production of olive oil in the State of South Australia is 20,000 gallons all of which is at present consumed in the country, the supply so far not being equal to the demand.

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THE CANADIAN GROCER

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

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

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

FOR SALE.

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

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

TRURO REAL ESTATE MART—Profitable business opening in Truro, N.S. A large double store, four flats, besides basement, will be empty soon on account of business change of owner. Exceptional chance for a departmental store, wholesale or retail business or factory. Correspondence is solicited, price is right. Further information promptly given. W. D. McCallum, Truro, Nova Scotia. [27]

SITUATIONS VACANT.

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

GROCERY CLERK, thoroughly experienced; old country trained preferred; good window dresser; able to look after advertising; state age, experience, salary expected. Box 151, CANADIAN GROCER. [27]

SITUATIONS WANTED.

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

DEATH OF FREDERICK RAMSAY.

Word reached Toronto this week of the death in Pittsburg, Pa., on Sunday, of Frederick Ramsay, formerly a tea broker of Toronto, and son of Wm. Ramsay, formerly a wholesale grocer in Toronto, now of Bowland Stowe, Scotland. Mr. Ramsay has still large interests in Toronto and is a director of the Imperial Bank. He was in Canada with Mrs. Ramsay only a few weeks ago. The deceased son, who was 37 years of age, was a member of the firm of Cowan & Ramsay, tea brokers, some years ago. The other partner was J. W. Cowan, of the Cowan

Chocolate Co. He went with the Canadian contingent to Africa and after the war held a position under the Government. Latterly he traveled for a Pittsburg house. The remains were brought to Toronto for interment.

A. Comte & Co., Montreal, are getting settled in their large new offices and warehouse at 444 St. Paul street. Some new machinery, a roaster among other things, is being installed, and when everything is completed the firm will be better able than ever to take care of the wants of their many customers.



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

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

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

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

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

THE OZO CO., LIMITED,
MONTREAL

Three Hundred and Sixty Men

every minute of every hour of every day in the year light either a Pebble or a Pharaoh Cigar.

Mr. Grocer! Are YOU getting your share of the profits?

There are reasons—good, strong reasons—for the popularity of

PHARAOH and PEBBLE

CIGARS. My cigars draw easily because they are rolled just right; and they burn evenly, not raggedly, for the same good reason.

Pharaoh is a ten-cent cigar and better than fifteen cents usually buys.

Pebble is a wonder for five cents and most grocers have proven it a trade-bringing investment.

Either of these cigars will impress the man of the house with the goodness of your other lines. Do you know the Payne Plan?

J. BRUCE PAYNE, Limited

GRANBY, - QUEBEC

THE SMOKERS OF CANADA

have decided opinions regarding pipe tobacco. They readily admit that most manufacturers honestly try to produce a good tobacco, but they are practically unanimous in their decision regarding

T. & B.

This pipe tobacco stands in a class by itself. We couldn't corner the tobacco market, so we cornered that delightful fragrance which only **T. & B.** smokers are aware of.

NOTE—The margin of Profit is right — just what you expect.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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TRAVELING DAIRY SCHOOLS IN NOVA SCOTIA

(Special correspondences of The Canadian Grocer.)

Halifax, N.S., June 17.

The Department of Agriculture is renewing this year its efforts to improve dairying in this province by means of practical lectures on milk production, cream separation, and butter-making, under the direction of competent demonstrators and lecturers. Last week Miss Bella Millar, of Ontario, accompanied by Frank Semple, of Brule, Colchester county, N.S., one of the students at the Agricultural College, left Truro in a newly-fitted and equipped wagon, bearing the sign, "Traveling Dairy School." Two days will be spent at each of the districts visited, giving instructions to the farmers' wives and daughters. The vehicle is a model butter factory, drawn by two fine horses, and is equipped with all the necessary apparatus for the work intended to be done. In addition, printed matter for distribution is included in the outfit.

The grocery markets are steady at present, though several lines show a tendency to advance. Flour shows no sign of receding from the increased price, and it is likely that it will remain stationary for some time. Onions are higher, and lard is very strong. According to advices received here, the new crop of raisins for November delivery have advanced one-half cent per pound. Prunes are probably 50 per cent. higher than they were at this time last year.

Butter and Eggs.

The demand for eggs at present is rather light, and the receipts are small. The price ranges from 17 to 19 cents for good stock. It is thought that the cold weather has had something to do with the receipts, as the quantity of eggs marketed during the past week has been considerably below the average for the season of the year.

The butter market as regards price is practically unchanged. The receipts are improving some, but are not sufficient to cause any reduction in the price. With the improved weather conditions the receipts of dairy butter in small lots have increased, but creamery remains pretty much the same. No good butter can be bought under 25 cents.

Beef and Pork.—Beef and all pork products are very high. There is a good demand for hams and bacon, and, notwithstanding the fact that there are two large pork packing establishments now in the city, both of which are doing a good business, large quantities of bacon and hams are imported from the upper provinces.

Sugar and Molasses.—There was landed at this port by three steamers last week 38,087 packages of sugar for the Acadia Sugar Refining Company. The product was all from the West Indies. The Norwegian steamer Boston, from Jamaica, landed 3,900 bags of sugar. She also had 100 puncheons of rum and 200 bags of pimento for London, G.B.; 1,000 bags of cocoanuts for western Canada, and 200 bags for Toronto. The Orinoco, from the West Indies, landed 9,000 packages of sugar and 1,400 packages of molasses, and the Norwegian steamer Talisman, from St. Kitts, had

a big cargo, landing 19,787 bags of sugar.

Crop Prospects.

The crops throughout Kings county are looking fairly well, considering the weather conditions during the present season. The grass and grain bid fair to be good, and although a little late still look strong and sturdy. Apple trees of early variety are apparently full of strong buds ready to blossom, and without some unforeseen circumstances take place, must be an abundant yield. The later kinds are not so certain, probably for the reason that they are later, and, of course, the buds are not so apparent. Other fruit trees look very well; vegetables are also, although quite early yet, looking not badly. Potatoes, etc., are not, in most instances, above the ground yet, and may be affected, more or less, by the cold and backward weather.

BREAD TO BE HIGHER.

In consequence of the advance in the price of flour in Ottawa, bread in that city has gone up 10 cents per dozen loaves, making the price of a single loaf 10 to 11 cents. The advance went into effect on June 6th, and is liable to last all summer. Last year during part of the summer bread sold for 12 cents a loaf. In Toronto, bread is worth 10 cents a loaf on the average, though some bakers, a very few, sell for 8 cents. There is some talk in Toronto of an advance.

H. T. Galbraith, grocer, of Kennedy, is giving up business.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS } 5c.
CHAMPLAIN }
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE CANADIAN GROCER

PARING CHEESE PRICES.

"The Grocer," London.

Despite efforts which have been made in several quarters to induce some of the multiple-shop companies to modify their price-cutting tactics, the game of "beggar my neighbor" is being pursued with vigor, to the regret of all who desire to see the retail grocery and provision trade conducted on the sound lines of securing a moderate profit on all articles. With the latest market quotations for New Zealand cheese 61s. to 62s., and for Canadian 63s. to 64s. 6d., the offer of these varieties at 6d. or 6½d. per pound retail shows how keenly some of the companies are cutting against each other. In many towns these ruinous prices are being brought prominently before the notice of the public by means of sandwichmen parading the streets, and the effect upon the retail trade in the districts concerned is deplorable. Mr. John Wood, a well-known member of the provision trade in London, has communicated with the Prime Minister, the Premiers of Canada and New Zealand, and the Presidents of the Board of Trade and the Board of Agriculture, calling their attention to this cutting, which he describes as "a matter of grave public interest . . . a most serious state of things in connection with the large and important colonial cheese trade in this country," and asking them, if possible, to use their influence to have the "unfair trading" stopped. Mr. Wood asserts that "whole-

sale and retail provision merchants are being ruined" by the "cruel, senseless and unnecessary competition"; and there is no doubt that if the policy of selling cheese at 6d. per lb. and giving a penny in the shilling discount to purchasers were largely adopted the retail trade in cheese would represent a heavy loss to all who tried to compete against such prices, instead of yielding the fair margin of profit which every retailer has a right to demand. We are afraid there is little chance of Mr. Wood's representations to the Ministers referred to bringing about the desired result, but his letters show the absurdity of entering upon a "war of prices" and should serve to convince retailers of the inadvisability of following the lead of the cutting companies. In the direction of securing better profits on sugar the Retailers' Sugar Association (London and Suburban) has done excellent work, but complaints are being made of the lack of appreciation of its efforts which characterizes many of those upon whom it confers benefits. Its operations ought not to be checked through want of funds, and grocers who derive advantages from its decisions ought to give some financial support in return.

The secretary of the Kingston Lord's Day Alliance has notified the Prince Edward Cheese Board that the making of cheese on Sunday is unlawful.

TEASHOP FORTUNES.

London's £5,000,000 Turnover in Cups of Tea and Coffee.

Those capitalists who were far-sighted enough to pin their faith to the teashop thirty years ago can afford to laugh nowadays at people who sneered at all catering enterprises of the "teetotal" order.

Messrs. Joseph Lyons & Co., Limited, the well-known caterers, made a profit for the twelve months ending March 31 last of £266,354, and during that period opened twelve new establishments in London.

Though several of their branches are, of course, fully licensed, the majority are "teashops." The dividend paid on the ordinary shares is 32½ per cent. for the year.

Other teashop organizations run Messrs. Lyons very close, and the remarkable thing is that the most profitable item in every case is the two-penny cup of tea or coffee.

In London teashops and cafes alone it has been estimated that two million cups of tea and coffee are consumed daily, and at twopence apiece this represents a turnover of over £16,000 a day, or well over £5,000,000 per annum. —London Mirror.

Because of the advance in the cost of materials and production the Edwardsburg Starch Co. has advanced the price of both starches and syrups. The two-pound tin of syrup is now \$2.25 a case, instead of \$2, making it retail at 15c. or two for a quarter, instead of 10c., as formerly.

Are You Able to Meet the Demand for Canned Fruits and Vegetables?

•Don't answer this too quickly, Mr. Grocer.

The demand for canned fruits and vegetables is bound to go on increasing. All reputable concerns see to it that their goods are pure and canned under sanitary conditions; but—if you want the best trade you must stock

FARMER BRAND CANNED FRUITS AND VEGETABLES

Big talk! Here's our reasons for it. Owing to climatic conditions, the nature of our soil, and the strict supervision from field to can, we are able to secure the best of the best fruits and vegetables. The cleanliness of our methods is on a par with the excellence of our product, and our goods retain all the goodness and energy - building qualities of ripe, juicy fruits and fresh vegetables.

Mr. Grocer! the women of Canada *know* these facts. They want Farmer Brand. Can you meet the demand?

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

*If you desire to handle High Class English Specialties,
then order from your wholesaler,*

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.
AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.



HIS MAJESTY THE KING

Sole Proprietors :

GILLARD & CO.,
LIMITED

London England

Manufacturers of Sauces and Pickles to



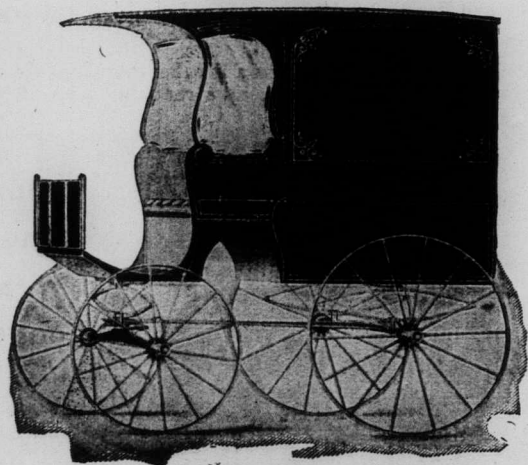
H.R.H. THE PRINCE OF WALES

Representatives in Canada :

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

The Waggon Tells Its Own Story.

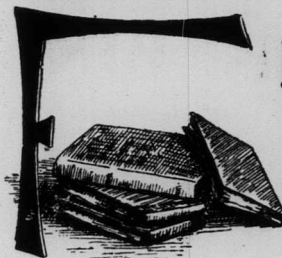


The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. **EWART'S** waggons are easily the best on the market.

Write for prices

Phone 1188

J. A. EWART, 267-9 Queen St. E.
TORONTO



FINE ORDERS BOOKED

We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES

We have a complete stock of

California and Seeded Raisins,

also fine selected Valencias, and would be pleased to quote you.

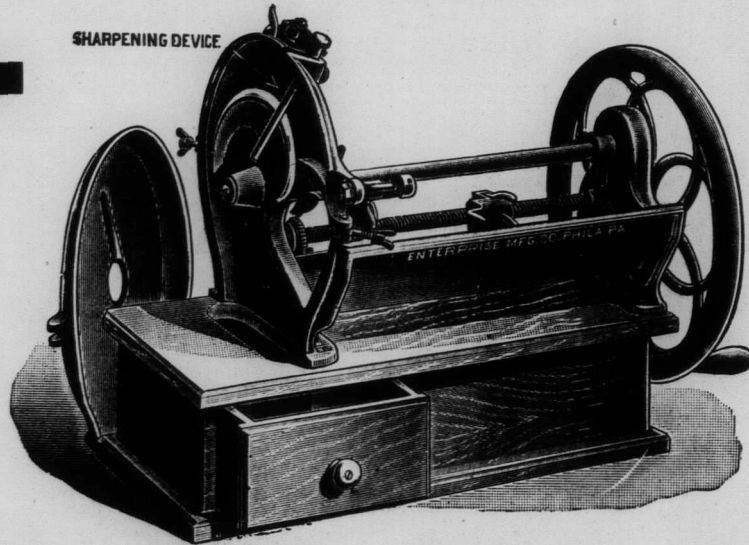
S. J. CARTER & CO.

58 McGill Street, - MONTREAL

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—

“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that the “Enterprise” Rotary Smoked Beef Shaver greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to $\frac{1}{8}$ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-priming and Measuring Pump, and other specialties demanded by enterprising grocers.

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

No. 125, (with 2 Blades) . . \$22.50

No. 129, (with 1 Blade) . . \$22.50

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET ALL THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: “Modern Grocery Fixtures.”

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives

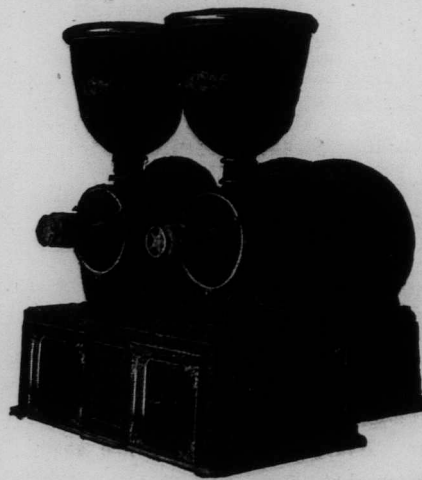
Manitoba: Stuart Watson, Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.
Nos. 1616-1636 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

THE SHREWD GROCER

knows that there's just one **Best Laundry Soap** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

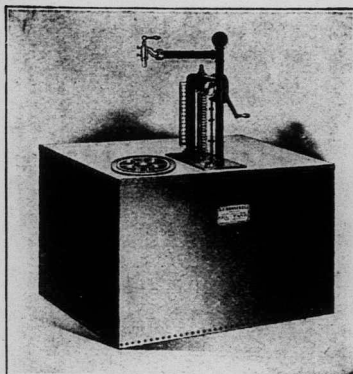
The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

The Bowser for Heavy Oils

No matter how heavy or gummy the oil, there is a Bowser Outfit to handle it. The Bowser pump is so constructed that it will handle linseed oil, varnishes, shellacs and paint oils without gumming and it is so geared that it will draw them with ease.



With a Bowser you can deal in these heavy oils as easily as in prepared paints.

Send for catalog B4, describing the Bowser Outfits for Non-lubricating Oils.

Cut No. 9—First Floor Outfit For Non-lubricating Oils

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

ALLISON COUPON BOOKS



Eliminate all Occasion for Disputes, because When You Use Them there is nothing to Wrangle About, so far as your Accounts go.

If a Man Wants Credit for \$10.00 and is good for it, give him a \$10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon—that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

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

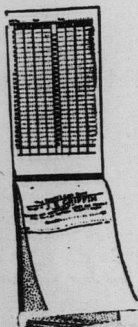
Foolish Economy

There is such a thing. There are men who save dimes to lose dollars. The retailer who worries along without our

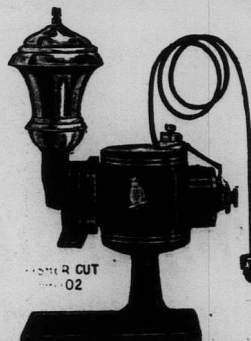
"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Carter-Crume Company, Limited
Toronto



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

THE CANADIAN GROCER

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 21, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 " "	0 80
" 12, in 6 " "	0 70
" 3, in 4 " "	0 45
Found tins, 2 doz. in case	3 00
12-oz. tins, 4 " "	3 40
5-lb. " " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" " " 1/2 lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 40 pkgs. in a case.	0 78

Freight paid 5 p.c. 10 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
4 " "	16 " "	1 45
4 " "	2 1/2 lb.	4 70
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	\$0 95
" 1 lb.	1 43
" 6 oz.	1 95
" 1 lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime	\$0 93
" 1 lb.	1 33
" 6 oz.	1 90
" 1 lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

Trial size, packed 6 doz. in case	Per doz.
4-oz.	\$0 90
6-oz.	1 35
8-oz.	1 83
12-oz.	2 35
16-oz.	3 55
32-oz.	4 55
32-oz.	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16
Gillett's Mammoth, 1/2 gross box	3 00
Nirez's "Cervus," in squares, per lb.	0 16
" " " in bags, per gross	1 25
" " " in paper boxes	0 16
" according to size	0 16 to 0 10

JAMES' DOME BLACK LEAD.

Per gross.	
5a size	\$2 40
2a size	2 50

Cereals.

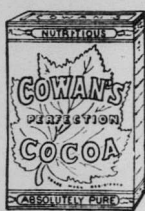
Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1/2-lb., per doz.	\$2 40
" " 1 lb.	1 25
" " 10c. size	0 90
" " 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb.	0 20
No. 2, 5 and 10-lb. tins.	0 18

Special quotations for Cocoas in bbls., kegs, etc.



Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.	\$0 35
Vanilla, 1/2's	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.	\$0 30
Diamond, " " "	0 25
Special Diamond, 1/2's, " "	0 22
" " 6's, " "	0 22
" " 8's, " "	0 30

The following unsweetened:

Perfection, 1/2's, per lb.	0 30
" " 1/4's	0 30
Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1/2-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.	1 75

Confections—

Cream bars, 60 in box, per box	1 80
6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " 1/2 lbs., per doz.	2 25
Crystallized " " 1/2's, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" " 36 in box, per doz. cakes	0 35

FRY'S

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—

Concentrated, 1/2's, 1 doz. in box	3 40
" " 1 lb.	4 60
" " 1 lb.	8 35

Homoeopathic, 1/2's, 14-lb. boxes

EPPS'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENDER'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case	per doz., \$0 90
" " 4 " " "	2 40
" " 1 " " "	4 75
" " 1 " " "	9 00

JOHN P. MOIT & CO.'S.
R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



Elite, 1/2's (for cooking)	Per	\$0 32
Prepared cocoa, 1/2's		0 30
Prepared 1/2's		0 28
Mott's breakfast cocoa, 1/2's		0 40
" " 1/2's		0 38
" " 1 chocolate, 1/2's		0 32
" " Navy " "		0 28
" " Vanilla sticks, per gross		1 00
" " Diamond chocolate, 1/2's		0 24
" " Confectioner's chocolate, 2 1/2c. to		0 31
" " Sweet Chocolate liquors, 2 1/2c. to		0 35

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	Per lb.	\$0 28
Breakfast cocoa, 1/2, 1 and 5-lb. tins		0 44
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes		0 28
Caracas sweet chocolate, 1/2-lb. cakes, 6-lb. boxes		0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes		0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins		0 47
Soluble chocolate (hot or cold soda)		
1-lb. tins		0 42
Cracked cocoa, 1/2-lb. pkgs., 5-lb. bags		0 34
Caracas tablets, 100 bundles, tied 5's, per box		3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNY CO.

Canadian Branch, 165-171 William st. Montreal		
Breakfast cocoa—	Per lb.	
12-lb. screw top cans, 10 cans in case, 40c.		
12-lb. boxes, 6 boxes in case, 1-lb. tins, 40c.		
6-lb. boxes, 12 boxes in case, 1-lb. tins, 40c.		
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 41c.		
6-lb. boxes, 12 boxes in case		45

Sweet chocolate powder—

5-lb. tins, 10 tins in case	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	30c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	30c.

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	33c.
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	34c.

Milk chocolate—

50 5-cent pieces to box, per box	\$1.65
----------------------------------	--------

Vanilla sweet chocolate—

100 2-cent. pieces in box	\$1.25
6-lb. boxes, 12 boxes in case, 1-lb. tins	28c.
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	27c.

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	24c.
6-lb. " " " " " "	24c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	32c.
10-lb. tins, 10 tins case	30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquettes (20)	1 50
20c. " " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
"Eagle" brand (4 doz.)	Cases, Doz \$8 00
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00

Evaporated cream—

"Peerless" brand evap. cream	4 75 1 90
" " " " " hotel size	4 90 2 45



TEURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) \$4 65
"Reindeer" brand per case (4 doz.) 5.60



Coffees.

THOS. LIPTON

1 lb. tins, ground or whole	retail wholesale	0 40 0 30
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JAMES TURNER & CO. Per lb

Mocca	\$0 38
Damascus	0 28
Cairo	0 28
Sirdar	0 17
Old Dutch Rio	0 15

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	\$0 25
" " Mocha	0 27 1/2
" " Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheing Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " II, 40-lb. boxes	43c.
" " III, 80-lb. boxes	37c.
" " IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
" " in 2 lb.	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto

5 oz bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " " "	6 50
Imp. " " " "	9 00



Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	17 00
Small size	12 00
Roquefort—Large size	1 40
Small size	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un-covered and num Coupons	bered, number ed
In lots of less than 100 books, 1 kind assorted.	4c. 4 1/2c.
100 to 500 books	3c. 4c.
100 to 1,000 books	3c. 4c.

Allison's Coupon Pass Book.

00 to \$3 00 books	3 cents each
00 books	4 " "
10 " "	5 " "
15 " "	6 " "
20 " "	7 " "
25 " "	8 " "
30 " "	9 " "

Cleaner.

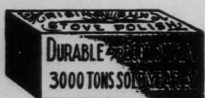
BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN & PASTE
STOVE POLISH
IN TINS



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL



Safe Selling lies in Safe Buying

ABSOLUTE SECURITY IS ASSURED TO BOTH THE CONSUMER AND DEALER IN

BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk and "PEERLESS BRAND" Evaporated Cream

EVERY JOBBER IN CANADA.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



(Unsweetened)

W
 E.
 LAPORTE
 "Vita" Pasteur
 Bottles 1-oz.
 " 2 "
 " 4 "
 " 20 "
 " 20 "
 W
 50 lb
 thre
 In
 Robinson's pate
 " "
 " "
 " "
 JAM
 BATGER'S WHO
 Agents, Rose
 1-lb. glass jar, so
 T
 Compound Fru
 12-oz. glass jar,
 2-lb. tins, 3 doz.
 5 and 7-lb. tin p
 crate.....
 7 and 14-lb. woo
 30-lb. wood pall
 Compound Fruit
 7-oz. glass jar,
 7-lb. tins, 3 doz.
 7 and 14-lb. woo
 30-lb. wood pall
 Home Made Jar
 1-lb. glass jar
 case.....
 5, 7, 14 and 30-lb
 THE N. K. FAY
 LAR

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?



Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

Bottles 1-oz., case of 2 doz	Per case	\$3 20
" 2 " " 1 " "		3 00
" 4 " " 1 " "		4 50
" 20 " " 1 " "		4 75
" 20 " " 1 " "		9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in case, per lb. 0 07

7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails, per lb. 0 06 1/2

Compound Fruit Jellies—
7-oz. glass jars, 2 doz. in case, per doz. 1 00
7-lb. tins, 2 doz. in case, per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in case, per lb. 0 07

30-lb. wood pails, per lb. 0 06 1/2

Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces	\$0 11 1/2	20-lb. tins	2 23
4-bbls.	0 11 1/2	Cases 3-lb.	0 12 1/2
Tubs, 60 lbs	0 11 1/2	" 5-lb.	0 12
Pails	2 33	" 10-lb.	0 11 1/2

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " " "	1 85

Lye (Concentrated).

GILLET'S PERFUMED.

1 case of 4 doz.	\$3 50
2 cases of 4 doz.	\$3 50
5 cases or more	\$ 40

Mince Meat.

Wetley's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.

COOLMAN'S OR KEEN'S.

D.S.F. 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D. 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARGEAU, Montreal.

"Ondor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 25
" 1-lb. tins	0 25
" 1-lb. tins	0 23 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 25

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
" 1-lb. tins	0 23
" 1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
" 1-lb. jars	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" 1-pt. 24's	4 25

Orange Marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Lafamme, Montreal and Toronto.

1-pint bottles, 3 & 6 doz., per doz	0 90
Pint " 3 doz.	1 75

Soda.

OW BRAND.

Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 pkgs., per box, \$3 00.
Case of 5c. pkgs. containing 24 pkgs., per box, \$3

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. " "	2 75
No. 3, " 120 1-lb. " "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 25
5 cases 2 75

Soap and Washing Powders.

GUELPH SOAP CO.

Royal City Soap (bar)	2 50	5 case.	2 40
Peerles Soap (bar)	2 50		2 40
Standard Soap (cake)	2 40		2 30
Crystal Soap Chips, per lb. 5c.			

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" " black	15 20
Oriole soap	15 20
Gloria soap	13 00
Straw hat polish	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$0 06 1/2
No. 1 " " 2-lb.	0 06 1/2
Canada laundry	0 05 1/2
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 06 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bbls. and kegs	0 07 1/2
Canada White Gloss, 1-lb. pkg.	0 06
Benson's enamel	per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
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AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	\$5 00
5 " 5 " "	4 85
Lot 5 cases, freight paid.	

COEN STARCH "ROYALTY."

12-oz. case, 4 doz.	\$ 60
Lot 10 cases, freight paid.	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 06 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 540
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 06 1/2
Barrels, 500 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case	0 07 1/2
6-lb. enameled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 30 lb.	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celcoloid Starch—

Boxes of 45 cartons, per case	3 60
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Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto



THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1st. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Bury
Ltd., (Lancs) Eng.

"Just As Good"

How often have these words heralded a decline in business? Your answer may surprise yourself and will please us. Because our

Jams and Jellies

are in a class by themselves. There are none "just as good." The same can be said about our

Pure Apple Juice

We are not in the habit of making exaggerated claims. It pays most grocers to handle our lines and it will pay you.

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

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Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Box Strapping.
Warrington, J. N., Montreal

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Methven, James, London, Eng.
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Robinson, O. E., & Sons, Toronto.
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Nicholson & Brook, Toronto.
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Woodstock Cereal Co., Woodstock, Ont.

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Balfour, Smye & Co., Hamilton.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

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Walker Bin & Store Fixture Co., Berlin.

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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
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Ashley & Lightcap, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dawson Commission Co., Toronto.
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Gorman, J. W., & Co., Halifax N.S.
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Millman, W. H., & Sons, Toronto.
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Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and
Vancouver, B.C.
Standard Brokerage Co., Vancouver
Scott, Bathgate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.

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Improved Match Co., Montreal.

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Belleville Fruit and Vinegar Co., Belleville
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White, Cottell & Co., London, S.E.

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Choullou, C. A., Montreal.
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Douglas & Ratcliff, Toronto

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Western Canada Flour Mills Co.	50
Wetthey, J. H., outside back cover	50
Wheat City Flour Mills Co.	50
White & Co.	55
White, Cottell & Co.	27
Wilson, Archdale	45
Windsor, J. W.	43
Wiseman, E. B. Co.	24
Woodstock Cereal Co.	48
Wood, Thomas, & Co.	70
Woods, Walter, & Co.	46

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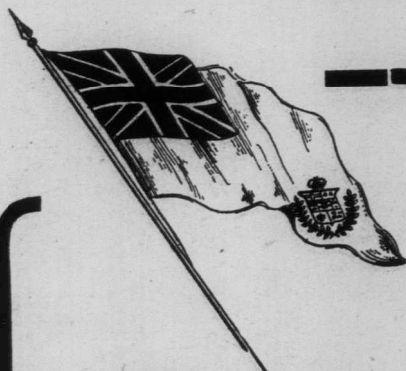
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