

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 25



Summer Days are  
Laundry Days—

The use of the best materials assures fine linen. Blueing  
figures largely in the result.

## Keen's Oxford Blue

is the "Always uniform and reliable perfect blue."—

FOR SALE BY ALL JOBBERS

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

In the forefront of Canadian household necessities stand

## Benson's "Prepared Corn"

Best product of corn for desserts, puddings, etc.

## Edwardsburg "Silver Gloss" Starch

Produces the finest laundry work.

These two lines make friends and money for you. Every jobber sells them.

### EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL



**Nutriments**  
**Convenience**  
**Economy**

IMPERIAL PEANUT BUTTER is an ideal summer food—nut nourishment in all its perfection. Better than meat or eggs, it is always fresh and wholesome, and is indispensable for breakfast, luncheon or picnic.

IMPERIAL PEANUT BUTTER sells with others; **it will sell** with you, and your profit is sure and good.

ASK YOUR JOBBER

---

**MacLaren Imperial Cheese Co.**  
**TORONTO** LIMITED

# Increase Their Faith

"Price" is an argument for trade, but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

*By Selling These Goods*

## "Stowers" Lime Juice Cordial

is sweetened to suit most fastidious palates. No hunting for sugar! Add water and you have the best and most wholesome summer drink.

**Has no musty flavor**

## Griffin & Skelley's Dried Fruits

"The pick of the pack from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"SHELL BRAND" REGISTERED



## "Shell" Soap

Made in Marseilles by Couret Freres only, contains 67% pure oil, over 10% more than ordinary brands—nothing equal for all household purposes.

## "Thistle" Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, delicate, appetizing. Prepared right at the water side where they are caught bring into one line. The brand of highest quality only.

**Arthur P. Tippet & Co.**

8 Place Royal, Montreal  
84 Victoria St., 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.

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**F. J. FOLEY & CO.**  
Manufacturers' and General Commission Agents for  
**ALBERTA and SASKATCHEWAN**  
Agencies Solicited  
Office and Warehouse—  
LARUE-PICARD BLOCK, EDMONTON, ALTA.

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**J. W. GORHAM & CO.**  
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HALIFAX, N.S.  
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Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.  
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A. R. McFarlane Wm. Field  
**McFARLANE & FIELD**  
HAMILTON, ONT.  
Wholesale Grocery Brokers and Commission Merchants.  
TEAS, COFFEES, DRIED FRUITS, ETC.  
Highest references. Prompt attention

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**FOR SALE**  
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.  
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TEL. MAIN 778 BOND 38

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

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**T. A. MACNAB & CO.**  
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

Phone Bell Main 3938.  
**CHAUSSE & CIE.**  
Wholesale Manufacturers of  
**OILS AND ESSENCES**  
Write for prices and particulars  
MONTREAL QUE. OTTAWA, ONT.  
322 Notre Dame St E. 49 Anlgesea Square

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

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107 St. James St. - Montreal

**J. WALTER SNOWDON**  
MANUFACTURERS' AGENT AND BROKER  
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.  
Address  
23 Burton Ave., Westmount, Montreal

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

**ST. JOHN**  
**W. S. CLAWSON & CO.**  
Manufacturers' Agents and Grocery Brokers  
WAREHOUSEMEN  
**ST. JOHN, - N.B.**  
Open for a few more first-class lines

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**TAPIOCA**  
ON SPOT  
Medium and Seed  
Quotations on Application  
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Manufacturers Agents and Distributors.  
AGENCIES SOLICITED  
107½ VICTORIA ST. - TORONTO

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

"Strawberries, 100 cases, finest heavy syrup goods, Old Mill brand, \$1.65. Who wants them?"  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

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

(Continued on page 4.)

We have—the first packs of the season in

**New**  
**Canned Haddies**  
**Canned Herrings**  
**Canned Lobsters**  
**Domestic Sardines**

And we have especially interesting Quotations on all

NOW IS THE TIME TO ORDER

**EBY-BLAIN, LIMITED**

Wholesale Grocers

TORONTO

**Consistency** <sup>Is</sup> <sub>Evidently</sub> **Appreciated**

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

**By the Consumer**

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

**THE BLUE RIBBON TEA CO., LIMITED**  
Montreal and Toronto



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DITED  
TORONTO

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D cases,  
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\$1.65.

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CHEESE CO.

Limited

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and Wholesale

ROIT, Mich.

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Manufacturers' Agents—Continued.

TORONTO.

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Manufacturers' Agents  
and  
Importers  
29 Melinda St., Toronto

**GROCERY BROKERS**  
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**CARMAN, ESCOTT CO.**  
WINNIPEG, CALGARY and EDMONTON  
GOODS STORED AND DISTRIBUTED  
Head Office and Track Warehouse,  
141 Bannatyne Ave. WINNIPEG, MAN.

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

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Commission Brokers and  
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Correspondence Solicited

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**THE MOOSE JAW FRUIT AND  
PRODUCE CO.**  
J. J. McLean Prop.  
Manufacturer's Agents and Wholesale  
Commission Merchants  
Storage, Forwarding and Transfer Agents  
Office, Fairford St. and Third Ave.  
Tel. 359 Box 793 MOOSE JAW, SASK

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

QUEBEC

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

**RICHARDS & BROWN**  
Wholesale Commission Merchants  
and Brokers  
34 Arthur St., WINNIPEG, Man.  
Correspondence Solicited

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

VANCOUVER

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

**Are  
Your  
Goods  
on  
The  
Market?**

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

...ESTABLISHED 1849...

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

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and  
the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the  
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Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing  
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ST. JOHN, N.B.  
WINNIPEG, MAN

MONTREAL, QUE.  
TORONTO, ONT.

Agents for Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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


**BOY WANTED**  
TO START IN BUSINESS FOR HIMSELF.

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

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

When writing advertisers kindly  
mention having seen the advertise-  
ment in this paper.

**NOXIE-KOLA**



Canada's most  
popular temper-  
ance beverage.

The drink that  
everybody likes

Brewed from  
healthful Roots  
and Barks and  
is absolutely  
free from al-  
cohol.

No first-class  
Grocer should  
be without it to  
supply his  
family trade by  
case or bottle.

Send to-day for  
prices.

Advertising  
matter free with  
first order.

Correspondence Solicited from  
Jobbers where agencies are not as  
yet established. Made by

**Crystal Spring Bottling Works**  
WATERLOO, QUE.  
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA  
SCOTIA and Bermuda Islands.

# More About Peas

Some people imagine that Canadian packed Peas are not as good as peas from France. There was never a greater fallacy. French Peas are largely packed from seed grown in Canada. If you will compare the Canadian with the French pack Peas you will notice that the flavor of the imported Peas is killed by the use of green coloring.

A prominent grocer said that he never ate any Peas but the imported. He was asked if he had ever compared the French with the Canadian Peas. He confessed that he never had. A tin of very ordinary Canadian Standard Peas two or three years old was then opened against a tin of French Peas. The French Peas had the Canadian Peas beaten for color, but for flavor the Canadian pack Peas were much superior, and had a flavor that was entirely lacking in the French Peas. In fact the French Peas were quite unpalatable.

The Canadian Cannery's Canned Peas are the finest in the world. They have the field to themselves as regards quality.

Talk Quality in Peas, and educate your customers to buy the better grades. Show them wherein the difference lies. It will pay you well.

The difference in cost is slight, and you can obtain a much larger profit on the better grades.

Try it for one week. Talk Canadian Cannery's Sweet Wrinkle Peas at every opportunity, and note the results.

**BRANDS :** "Canada First," "Little Chief," "Lynnvalley," "Maple Leaf," "Auto," "Log Cabin," "Kent," "Lyon," "Thistle," "Grand River," "Horse-shoe," "White Rose," etc.

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Business.

CO.

10 North John St.

Try us with a ship.

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guarantees prompt

Aberdeen. Codes

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HIMSELF.

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# GRITS AND TORIES

by the thousand are unanimous in their enthusiastic approval of Old Homestead Brand, which accounts for the fact that hundreds of grocers of varying politics unite in

## VOTING FOR OLD HOMESTEAD BRAND

That's because the Human Palate never fails to recognize Real Merit. Every can of Old Homestead Brand is chuck full of fruit or vegetable perfection—properly preserved by our method of placing cleanliness before everything.

All progressive Jobbers handle  
OLD HOMESTEAD BRAND

**The Old Homestead Canning Co.**

**Picton, Ontario**





## MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales, and to put the tea peddler out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the tea-gardens of Ceylon.

**Annual Sale Over 18,000,000 Packets.**

People who

**Are asking for Pure Malt Vinegar**

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

**PURNELL'S**  
Vinegar Sauces Pickles

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

The best never fails to please. Order today from our

**Purnell &  
Panter, Ltd.**  
Bristol,  
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E. McMichael,	- - -	St. John, N.B.
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Bickle & Greening,	-	Hamilton, Ont.
Corman Escott Co.,	-	Winnipeg, Man.
G. E. Jarvis & Co.,	-	Vancouver, B.C.

**How to Save Many Dollars!**

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

**" DUPLEX "**

**COUNTER CHECK BOOK**

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



**The Carter-Crume Company Limited,**  
Toronto and Montreal

**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**

**Wiseman-Ashley Co.,**

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**



**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.

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

**MOLASSES AND SYRUPS**

**GINGERBREAD BRAND MOLASSES**

(IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

**GOLDEN SLING SYRUP**

(IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

**"THE BEST THERE IS"**

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**Dominion Molasses Co.,**

LIMITED

**Halifax, - Nova Scotia**

**BATGER'S**

WAIT  
TO SEE  
OUR NEW  
LINES

**Before Ordering**

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

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

IF YOU CAN'T AWAIT OUR CALL,  
WRITE FOR PARTICULARS.

**Rose & Laflamme, Limited**

Montreal and Toronto.

**Brand New Goods from a  
Brand New Plant**

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

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

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

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

**The Niagara Falls Canning  
Company Limited**

NIAGARA FALLS, ONT.

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

“O.K.”

REGISTERED.

## England's Foremost Fruit Sauce

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

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

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

### \$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

*Joseph Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

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

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY **McTavish & Worts,**

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

**74 Yonge Street Arcade, Toronto.**

**LONDON, Eng.**

Telephone. Main 6255

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

# LEA'S

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

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

**The Lea Pickling & Preserving Co.**

Limited

**SIMCOE, - ONTARIO**

# WHITE SWAN

PREPARED

# COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our *White Swan* guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO. LIMITED

**WHITE SWAN MILLS - TORONTO**

There Are Many Kinds of Canned Goods ; but there is only one

# FARMER BRAND

That's the brand handled by all the most pushful grocers. It's worth pushing! All the words of praise you bestow upon it will be thoroughly justified by your customer when he examines the contents of the can. No "mushy stuff" so common to inferior brands. Every can full of sound, deliciously flavored fruits and vegetables grown on three thousand acres of the finest garden district of Prince Edward County, Ontario.

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



**Daintiest Of Summer Desserts**

are pure, sparkling jellies, made with

**Shirriff's Jelly Powders**

No other brand on the market can equal them.

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



**R. U.**

Selling

**NAPHTHO SOAP?**

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

**For Quality  
Appearance  
Price**

Naphtho is the Best

**The Welcome Soap Co.**  
Limited

St John, - N.B.

**JAPAN TEAS**

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

**S. T. NISHIMURA & CO.,** Sole Agents.  
Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept.

55 St. Francois Xavier Street, Montreal  
Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

## Strict Analysis Proved It!

Samples of E.D.S. Brand Jams and Jellies were bought by Government Agents at various places and subjected to a rigid analysis. This resulted in a declaration by the Government Analyst that



# E. D. S. Brand Jams and Jellies are the purest sold in Canada

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

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

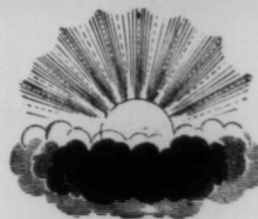
ESTABLISHED 1840.

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

## NELSON'S "PANSY BROOM"

will satisfy your most  
exacting customer.

H. W. NELSON & CO.  
LIMITED  
TORONTO



## "Sun Burst" Reg'd. "Non-Pareil" Reg'd. "Salad, Edible and Cooking Oils"

WINTER PRESSED

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

Stock carried at Montreal.  
Prices and Samples on application.

Phone M. 6785

**J. M. BRAYLEY,**  
MANAGER KENTUCKY REFINING CO., Incorporated  
55 ST. PAUL ST., MONTREAL

THE CANADIAN GROCER

# SALMON

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

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

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

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

### "Glencairn" brand of Pressed Beef



Prime Brisket

A Splendid Picnic  
Beef or a ready dish  
for Luncheon or  
Supper.

The high quality of  
this Good English Beef  
is always remarked upon, and you need never  
hesitate to recommend it to your customers.

An A.1. Article

Agents in Canada:

ROSE & LAFLAMME, LIMITED, Montreal

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

ASK US FOR

**BUTTER TUBS  
BROOMS  
FRUIT JARS  
JAR RINGS  
PAPER BAGS  
TWINES  
WRAPPING  
PAPERS**

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

## Satisfaction

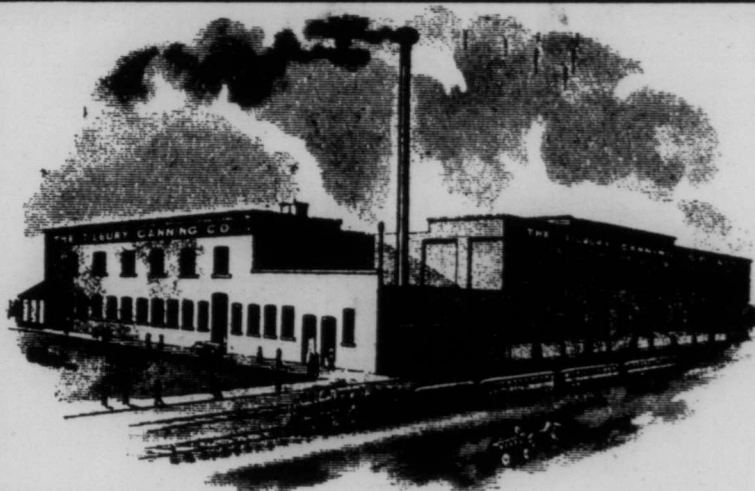
That is what you want to get and give.

# James Dome Black Lead

a Stove Polish that gives satisfaction to every householder. It contains no dirt or grit, it's all lead, Gives a quick brilliant lasting shine, always in use, always a chance to please. Sort up your stock. all jobbers carry it.

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





# "Tilbury Brand"

means the Very Best  
in Canned Fruits and  
Vegetables

One of the best-equipped factories on the Continent

AGENTS { C. E. JARVIS & CO., Vancouver, B.C.  
RYAN BROS., Winnipeg, Man.  
GREEN & CO., Toronto, Ont.  
SNOWDEN & EBBITT, Montreal, Que.  
W. S. CLAWSON & CO., St. John, N.B.

See samples and get prices before placing your order.

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

IN SUMMER DO A  
SUMMER BUSINESS

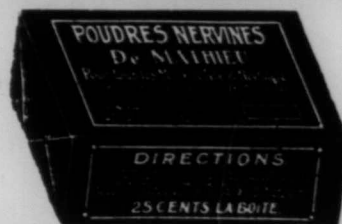
## LYTLE'S LIME FRUIT JUICE

This is a line that within the summer season is as staple as sugar or tea. Every grocer can carry a stock knowing he has a sure seller.

- So with our well-known
- Raspberry Vinegar

Order direct or through your jobber

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



## REAP THE BENEFIT OF OUR ADVERTISING

By keeping a good stock of

### MATHIEU'S NERVINE POWDERS

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

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

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

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

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES  
ABC 4<sup>TH</sup> & 5<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON. WINNIPEG.  
CALGARY.  
EDMONTON



EDMONTON BRANCH  
NICHOLSON & BAIN

CALGARY BRANCH  
NICHOLSON & BAIN

BANNATYNE AVE EAST  
TRANSFER TRACK

*Winnipeg, Man.*

# THE CONSTANT GROWTH

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

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

You can do it, and we can help you.

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

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

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

---

**NICHOLSON & BAIN**  
 CALGARY                      WINNIPEG                      EDMONTON

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

# TO THE TRADE:

You retain customers to whom you sell

# CEYLON TEA

because it is

## Uniformly Good

---

That's ensured by climate, and by enlightened  
cultivation and preparation methods.

---

Tea drinkers find its use  
to be

## Household Economy Without Parsimony

D H BAIN

WEG.  
BARY.  
ONTON

GARY BRANCH  
NICHOLSON & BAIN

TH

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IN

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# CORKS AND CAPSULES

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

WRITE FOR PRICES

## S. H. EWING & SONS

MONTREAL  
and TORONTO

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

## BASKETS

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

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

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

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

### SHOE BOILS

Are Hard to Cure,  
yet

### ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked. \$2.00 per bottle, delivered. Book 6-C Free. ABSORBINE, JR. for mankind, \$1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain. W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass. Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

## Condensed Ad.

IN THE

## Canadian Grocer

# CANNED GOODS for Fall

HAVE MADE OUR PRICES AT ROCK BOTTOM COST.  
Our Travellers have prices. Book without delay!

## 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

**REINDEER** condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A **SPLENDID SELLER**

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

### Purity Is Assured

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

### Pride of Canada

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

IT PAYS

The Maple Tree Producers' Association, Ltd.,  
Waterloo, Quebec

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

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

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

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

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

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

*Redpath*

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

Made from **PURE CANE** Sugar by

The

**Canada Sugar Refining Co.,**

Limited

**MONTREAL**

**QUAKER SALMON**

TRADE MARK



SONS

ESTABLISHED 1834.

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

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

OUR PRICES:

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

ORDER AT ONCE

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

We are now booking orders for New Season's

**Balmoral** Rgd.  
**Jams and Jellies**

Write for full particulars and prices

**J. W. WINDSOR**  
**MONTREAL**

THE CANADIAN GROCER

# 2,000,000

Packages of

# LIPTON'S TEA

Are now sold **EACH WEEK**

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

**Sold only in air tight tins**

## THOMAS J. LIPTON

Canadian Office, 75 Front Street East,

TORONTO

THE WORLD'S  
STANDARD

## WHITTEMORE'S POLISHES

ONCE USED  
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



### Dirty Canvas Shoes

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

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

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



### "GILT EDGE"

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

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . . .



### OIL PASTE

for ALL kinds of Black Shoes

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

Price per gross  
Excellent for old rubbers.

### "SUPERB" Patent Leather Paste



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

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

### "BOSTON" Waterproof Polish

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

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

### "ELITE" Combination

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

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



### "DANDY" Russet Combination

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

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



### Russet Pastes

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

If interested write for CANADIAN PRICES.

## WHITTEMORE BROS. & CO.,

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

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

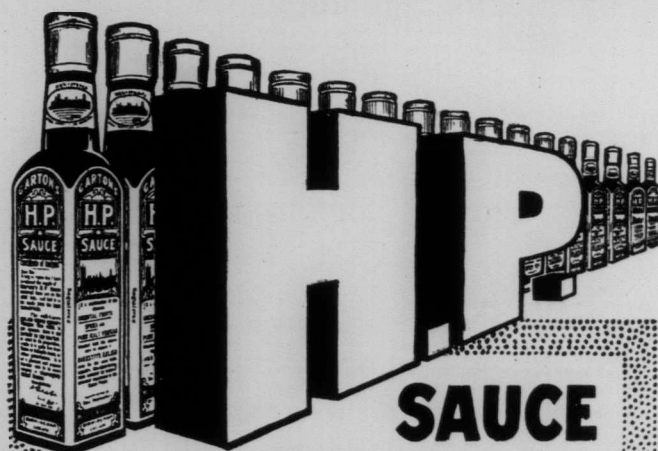
THE CANADIAN GROCER

# TOMATO CATSUP

Special offer on 2 lb. Tins.

**—SPLENDID QUALITY—**

**THE DAVIDSON & HAY LIMITED**  
WHOLESALE GROCERS, TORONTO



### A GOOD LINE

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

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

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

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

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

Midland Vinegar Co., Birmingham & London, Eng.

# Orsi?

### I AM ABLE TO QUOTE

very sharp c.i.f. prices on

## Med and Seed Pri and Flake Taploca

For prompt and future shipment.

The market is in your favor; BUY NOW.

## ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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



**HIGH GRADE EMBOSSED  
CAN LABELS**

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

Write for Samples and Prices.

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

**Lacquer-Lined or  
Inside-Enamelled Cans**

for strongly acid or highly colored fruits.

Standard cans, coated on the inside with a neutral vegetable lacquer baked on at high heats, which can be used in the packing house without change of machines.

Order now against the berry season.

THE  
**Norton Manufacturing Co.**  
HAMILTON

**Sanitary Cans**

FOR HAND FILLED GOODS

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

**Sanitary Enamel Lined Cans**

FOR COLOR FRUITS AND  
GOODS OF STRONG ACIDITY

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

"THE CAN WITHOUT  
THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

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

STOCK THE BEST.

**"KIT"**

**COFFEE**

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

**"K C" Sauce**

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

**WORCESTER SAUCE**

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

**A Word to the Wise**

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

Agents in the Dominion

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



Here Is Your Leader!

# RIVERDALE BRAND

## Canned Fruits and Vegetables

This is the brand your customers can **rely** on for uniformly high excellence in quality. No use your selling inferior brands when Riverdale Brand is at your service.

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

# KOPS' ALE and STOUT

Non-Alcoholic

Pure English brewed Ale and Stout, made from finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.



Non-Alcoholic

A special Analytical commission reports:—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

PERFECT TABLE BEERS, REFRESHING, STIMULATING  
**KOPS' BREWERIES, - London, S.W., England**

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

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.  
BLOOMFIELD, ONT.

## Clarkson Fruitgrowers' Association

Clarkson Station, on the G.T.R. Toronto-Hamilton line, is the shipping point for one of the best fruit-growing districts in Canada, and members of the Association are prepared this season to ship produce direct to merchants who have formerly ordered through Toronto Commission houses. Special fruit train service to all points will enable dealers to avoid delay, re-handling, and extra rates. If you are interested in A1 Strawberries, Raspberries, Early Potatoes, Apples, Corn, Cucumbers, etc., write to

THE SECRETARY,  
Fruitgrowers' Association,  
Clarkson, Ont.

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL  
JOBBERS

½-lb. tins—3 doz. in case

PURE  
ANNAPOLIS VALLEY

# Cyder

“Land of Evangeline” Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

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

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

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

ANNAPOLIS VALLEY CYDER CO.  
LIMITED

BRIDGETOWN, - NOVA SCOTIA

# The Wise Grocer

is placing his order for 1908 pack and buying

## “PEERLESS” Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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



# THE A 1 SAUCE

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

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

*For particulars and prices write our Agent*

**H. HUBBARD,** 27 Common St.,  
MONTREAL.

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

LIMITED

We help the  
grocer

# SELL JELL-O

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

## JELL-O ICE CREAM POWDER

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

## JELL-O ICE CREAM POWDER FLAVORS

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

Retails 15c. a package

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

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

**BANISH  
"BLUE MONDAY"**

**SELL**

# SUNNY MONDAY

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

Your stock is not complete  
without our new LAUNDRY SOAP

# SUNNY MONDAY

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

**Y**OUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY**

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

THERE IS PROFIT IN IT FOR YOU

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**

**THIS IS WHY**  
YOU OUGHT TO HANDLE

# SNAP

It is the most effective hand-cleaner on the market—bar none. It instantaneously removes all and every kind of dirt, grease or stain from the hands, leaving the skin soft, white and unchapped. It is in demand by engineers, chaffeurs, blacksmiths, mechanics, professional men, merchants, housewives—everyone who likes clean, soft hands—because it is the best hand-cleaner on earth and

the price is only 15c.

per tin or two tins for 25c. Your profit is excellent and continuous.

**Snap is the only hand-cleaner sold strictly through the trade.**

Packed in cases of 3 and 6 dozen tins, complete with samples and advertising matter.

Ask your jobber for Snap.

**The Snap Company, Limited**  
Montreal - Que.

## The Quality Factory

FOR

## People of Quality

WHO WANT

## Articles of Quality!

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

### Best Articles for Our Patrons

Young Tom—Washing Powder.  
Purity—Laundry Soap.  
Young's Elite—Toilet Soap.  
Glycerine Pumice—Toilet Soap.  
and others as good.

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

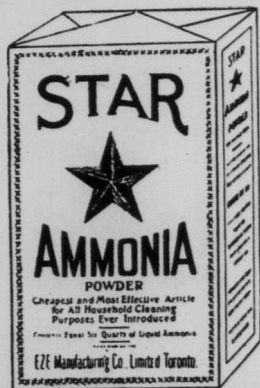
## CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

**S. J. CARTER & CO.**

58 McGill Street,

MONTREAL



What every business man wants are goods perfectly satisfactory in every way, this is what we guarantee Star Ammonia to be.

The Million—are after the money—Here is a Proposition

**CASSON'S**

**Worcestershire Sauce**

is a money maker. Wholesalers and Retailers find the quality right—Prices right—

YOU write **JOHN CASSON CO.**  
FRONT ST. E., TORONTO

## A BRIGHT MAGAZINE IS AN EXCELLENT COMPANION

On a holiday trip, a journey to a summer resort, or while spending a few days at some delightful retreat, you can not add to your enjoyment more easily than by taking along with you a copy of the

### JULY NUMBER OF BUSY MAN'S

It is the leading periodical, and its contents are always bright, racy, and instructive.

In the July issue, now out, the following conveys some conception of the splendid things in store for the reader.

#### BUSINESS AND INDUSTRIES

The Message of the Flour Barrel.  
The Advantages of Branch Banks.  
Some Settlers Canada Can Do Without.  
What Profit-Sharing Has Done.  
The German in Canada.  
Courtesy as an Element in Business.

#### ENTERTAINING SHORT STORIES

A Marriage by Capture.  
Just Escaped and No More.  
The Way of Musette.  
My Supreme Devotion to Silence.

#### POLITICAL AND COMMERCIAL AFFAIRS

Training Boys for Colonial Life.  
A Leader Who Stands for High Ideals.  
How His Dream Was Realized.  
Has Served Under Four Premiers.  
Stand for Something.

#### SCIENCE AND INVENTION

What Will the World do When the Coal is Gone?  
The Waste of Daylight.

Ask for Busy Man's, "the Magazine with the red cover."

On Sale at all news-stands.

20c. a copy

\$2.00 per year

## The Busy Man's Magazine

10 Front Street East,  
TORONTO, ONT.

#### ARTICLES FOR THE WORKERS

Some Delights of Camping Out.  
Worth While to Win in the Game.  
The Girl That is Down.  
Why Some Men Become Bosses.  
As the Working Girl Sees It.  
Have Women Less Conscience Than Men?

#### TRAVEL AND DESCRIPTION

Irrigation in the World's Pantry.  
The Greatness of Our Common Heritage.  
In the Babys' Ward of the Hospital.  
The Biggest News Scoop in Canada.

#### OTHER BRIGHT FEATURES

Some Fashions for Busy Men.  
Contents of the July Magazines.  
Improvements in Office Devices.  
Some Rather Unusual Events.  
Humor in the Magazines.  
Busy Man's Book Shelf.  
Some Men Who Are in the Public Eye.



## CARPET TACKS

are such a common every-day necessity that we cannot say a great deal about them.

We want to tell you, though, that our famous **50. Bank Package** is one of the greatest selling novelties on the market.

People must have tacks, and they will buy them in this attractive package in preference to other form.

ORDER A CASE FROM

### THE BAZIN MFG CO.

94 ARAGO ST.

QUEBEC, - QUE.

## Are You in the 2 in 1 Class?

When you handle 2 in 1 people know for sure that you handle first-class goods. Because people **know** that

# 2 in 1



is the really up-to-date and satisfactory

## SHOE POLISH

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# TRIANGLE

Canned  
Fruits and Vegetables



Our Triangle Brand will be packed by the Canadian Canners, this means the finest selection and preparation that is possible.

There are many private brands on the market, it will be well to enquire by whom they are packed.

Every tin of Triangle goods guaranteed.

Prices and terms later, wait for them.

## James Turner & Co., Limited

Hamilton, Ontario

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# The Relations of Canner and Jobber

Address by President of National Cannery Association of United States at Recent Convention of United States Wholesale Grocers—Bears on Similar Conditions in Canada.

Among the many points of interest at the recent convention of the National Wholesale Grocers' Association at Atlantic City, referred to at length in these columns last week, perhaps none was of more import than the address by C. S. Crary, president of the National Cannery Association, on "The Relations of the Canner and Jobber and ways in which they can Co-operate to Mutual Advantage."

While neither the canners nor the jobbers are so comprehensively organized as in the United States, conditions here are to a large extent similar to those in existence across the line, and Mr. Crary's address should, accordingly, be of interest to the Canadian trade generally. It is given substantially herewith.

## Relations Closely Identified.

"The relations of the canned goods packing industry to the wholesale grocery trade is so close and the interests of the two organizations are so closely identified that a member of either cannot well trust himself to speak in criticism of the other, but would better confine himself to those points of general interest to both.

"It was a good many years before the rivalry in the canning business would permit of a national organization, covering as it does practically all of the fruit and vegetable packers from Maine to California. And it is only of very recent years that the wholesale grocers seemed to find sufficient ground for the bringing about of the splendid organization you have now effected.

"The desire for closer communion between the National Cannery and the National Wholesale Grocers' Associations and to insure as nearly as possible a complete affiliation working for the common interests of both has produced your invitation to me to be with you. The tendency is to a closer relationship in all lines of business, and the jobber and packer should, in no sense, be competitors. Yours is the logical organization which the packer seeks as the natural channel through which to accomplish the distribution of his products, and the packer can better afford to pay you a reasonable profit for this distribution than to attempt it himself. Organization is for the benefit and protection of the individual, and this is true in business as well as in social work. Society and business associations are socialistic in their purposes, and are not organized for individual profit.

## Limits Jobbers to Distribution.

"The wholesale grocer has elected to be the important middleman in the distribution of food products between the manufacturer and the consumer. He has constituted himself as the logical clearing house for the packers' products, and the packer, recognizing the benefits of the jobbers' well organized system of distribution, will avail himself of it just so long as the toll charged is a reasonable one, and just so long as the jobber

confines himself to the business of distribution and does not enter the field as a competitor of the packer. When a packer has seen his own trade on a given brand of goods dwindle from year to year, finally to be displaced entirely by the jobbers' brand, the reputation of which has been built up by the assurance that it is 'just as good,' he at last awakens to the fact that he should confine his efforts exclusively either to his own brands or that of the jobber, and if he decides to handle his own this means a reorganization of the selling end of his business and the establishment of his own plan for distribution.

"A close relationship between the individual packer and jobber exists only by virtue of their co-operation in the distribution of the packer's brands. Take away that relationship and the packer has lost the incentive for enthusiasm and painstaking effort. When a man identifies himself with any business, if that business is to get the best there is in him, he enters upon it as a life business, and to make it amount to anything must build for himself.

## Assurance Better Than Contracts.

"The personality of the seller and his known disposition to meet his contracts fairly are in reality more vital to you than the contract itself. The contract committee from your association which I had us a visit in Cincinnati last February was, doubtless, disappointed, because there was not shown a keener disposition on the part of the canners to agree with them on a uniform contract.

"There seemed to be a feeling prevalent among the canners that the matter of contracts was largely a personal one, and for that reason that it would be quite impossible to get together on important points.

"The selling of goods by a packer under his own label and the buying of goods by a jobber unlabeled are two entirely separate and distinct propositions.

"No particular form or contract could be established as a hard and fast rule.

"The packer who puts out a line of fancy goods under his own brand always knows that the quantity of high grade stock he is to harvest is uncertain, and there should certainly be no criticism on the part of the distributor if he cares to handle the packer's goods at all, in taking them on a pro rata contract.

"The question of the lack of good faith in making deliveries under pro rata contracts on packers' brands does not arise as it would if the goods were bought unlabeled, because the buyer knows that the packer will strain every point to the care of his own trade name.

"Now, the jobber wishes to buy goods for his label and naturally he is the one to take the initiative in the transaction. He wants a given quantity of goods, and it is just as much out of reason for the packer to attempt to change this buyer's specifications as to his requirements as it is for the jobber to attempt to dictate to the packer how and under

what form of contract he should sell his goods.

"If seller is willing to contract for the delivery of 10,000 cases of standard goods on a contract with 80 per cent. delivery guaranteed, then instead, let the contract be placed for 8,000 cases with a guarantee of full delivery, and make a closed contract of it.

## An Easy Way to Consumer.

"We are all seeking, or should seek, the simplest methods of getting from the garden and field to the consumer, and in doing this we are prone to work along lines of elimination that always eliminate the other fellow, always feeling sure of the necessity and usefulness of our own commercial existence.

"While the practice of dealing in futures is being assailed, there will be those who condemn it, but a very large percentage of the business of the country will continue to be done by those who plan for to-morrow and next week and next year, and in doing it they will continue to make and keep their future contracts as usual.

"The strongest reason for organization in the canning industry is that it enables us to work out plans along lines of development, which are always looking to an increased consumption of canned goods.

"Quality itself is the best advertisement and recommendation to the consumer for a repetition of his order. There is no better way in which the wholesale grocer can help this matter along than by continually insisting upon a good quality of product, and the packer, who stands for quality should not be held to compete with those of questioned ability to produce good quality.

## Advance Step in Economics.

"The packing of canned goods is an advanced step in economics and brings to the people the advantage of an excellent preservation of fresh goods in all seasons.

"By this method we are enabled to provide ourselves in seasons of plenty against those of insufficient supply that are almost sure to follow.

"The public has been prejudiced in the past by attacks from self-styled food experts, and a few years ago the industry was held up to such scathing criticism, as the result of wholesale condemnation, growing out of altogether insufficient investigation of the general practices of the industry, that besides a monetary loss of millions of dollars, the admission of a man that he was really engaged in the canning business carried with it the accusation of being an undesirable citizen."

"If this test by fire was necessary in order to finally bring about the National Pure Food law, then it was worth the price, and the honest packer may congratulate himself that through it all he has had one staunch and intelligent defender, Dr. H. W. Wiley, of Washington.

**A Fixed Grade of Quality.**

"It has been suggested that it might be possible to establish a fixed grade of quality, but after all, the production of quality is much like the contract question, and is one in which the personality of the packer enters largely. The wholesale grocer has established his relations and business with a certain packer whom he feels can produce and deliver products of a very satisfactory quality, and while he buys from that packer various quantities of so-called standard goods there are neither rulings nor specifications by which these standards are established.

"It might be well to establish joint committees on standards. To accomplish this let there be three committees, each consisting of three members, one taken from each of the associations of wholesale grocers, canners and brokers, with the headquarters of one committee in New York to pass on eastern standards, one in Baltimore to pass on Baltimore and Maryland standards, and one in Chicago to pass on western standards. Any matters arising in controversy or where arbitration as to quality is required, could be passed up to the particular committee qualified to pass upon the goods and in this way many differences involving serious loss might be amicably and justly settled.

**Matters of Mutual Interest.**

"There are a great many matters which might be worked out to a better solution in ways that would be of great benefit to both packers and wholesale grocers. A close working arrangement between the transportation committees of the two associations might be particularly advantageous at this time when the country is threatened with an advance in freight rates and classification changes that will involve additional burdens to all lines of business. We, as canners, assure you of our deep concern for all matters that affect your organization as a whole and of our particular concern, and esteem for the co-operative work you extend to us in the distribution of our own brand of goods."

**WEDDING BELLS IN THE TRADE.**

W. A. Ford, of the office staff of the James Lumbers Co., Toronto, was married on Tuesday, June 16, to Miss Louella May Isaac, daughter of Mr. and Mrs. J. Isaac, of Pearson Avenue, Toronto.

The ceremony was performed by Rev. Dr. Hineks, pastor of the Dunn Avenue Methodist Church, in a bower of greenery and smilax.

A small reception was held after the ceremony by Mrs. Isaac, and later in the afternoon Mr. and Mrs. Ford left to spend their honeymoon in the Thousand Islands. They will live afterwards on Callender Street, Toronto.

Frank Crysdale, only son of Ald. Crysdale, of C. H. Crysdale & Son, retail grocers, Oshawa, was married on the 10th inst. at Fingal, Ont., to Miss Waters, of St. Thomas. The newly-made benedict was a few years ago taken into partnership with his father, and it is only proper that he should take unto himself a life partner.

The Canadian Grocer extends its best wishes to these newly-married couples.

**PROVINCIAL ASSOCIATION FOR B.C.**

**Retail Grocers of the Coast Form Central Organization—Aims to Protect Trade Interests and Prove of General Benefit.**

An important step was taken by representatives of the retail grocers of the coast on Monday, June 8th, when a Provincial Retail Grocers' Association was organized with the idea of promoting trade interests and of benefitting the members generally. The meeting was held in Vancouver, and representatives were present from Victoria, Nanaimo and New Westminster, as well as Vancouver. S. J. Heald, T. Redding, E. B. Jones, E. J. Hall, H. O. Kiergkam, Fred Carne and Thomas S. Futeher, came over from Victoria; W. H. Morton and James Young, from Nanaimo, and C. P. Dean, from New Westminster. From Vancouver there were W. J. Andrews, W. H. Walsh, T. J. Hunter, F. Wright, George Hobson, L. McTaggart, E. Pooke, F. W. Welch, W. Clark, Mr. White and W. J. Hunter, Secretary of the Vancouver Association.

Officers were elected as follows: President, Fred. Carne, Victoria; First Vice-President, F. W. Welch, Vancouver; Second Vice-President, George Adams, New Westminster; Third Vice-President, James Young, Nanaimo; Secretary-Treasurer, T. J. Hunter, Vancouver; Directors, T. Redding and E. J. Wall, Victoria; W. H. Walsh, and E. Pooke, Vancouver, and C. P. Dean, New Westminster. In speaking of the organization, Mr. Hunter stated that the association was formed to foster and maintain a permanent social feeling among the retail grocers of the Province; to obliterate district differences and inspire confidence among the members of the trade; to correct excessive and unmercantile competition; to remove by concert of action such evils and customs as are against sound business principles and good policy, whether it be the cutting of prices, selling of the wholesale houses at retail, improper house to house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, the use of dishonest weights and measures, or whatsoever the evil may be; to disseminate useful information; to watch and influence legislation towards the better protection of capital; to assist members in collecting delinquent accounts; to encourage the observance of Sabbath and all legal holidays; and to attain the results which experience has proved are not attainable through individual or divided effort.

The new organization will be known as the British Columbia Retail Grocers' Association, and should do a valuable work in raising the standard of the retail trade in the Province.

**CHANGES IN TRAVELING STAFF.**

As a result of the death of the late W. C. Adams, of the traveling staff of Davidson-Hay, Toronto, several changes

in the traveling staff have been made during the last week. Wm. Anderson, who has been doing good work in Eastern Ontario, takes part of Mr. Adams' old territory, including the Parry Sound district and the north shore up to Sudbury. L. Chapman will cover all the Soo branch and the main line west of Sudbury. E. J. Peters, who was formerly with the firm, returns again and will cover Mr. Anderson's territory in Eastern Ontario.

**GUILD MEETING IN PROGRESS.**

**Large Attendance and Interesting Sessions in Historic City.**

The annual meeting of the Dominion Wholesale Grocers' Guild, which is being held in Quebec on Wednesday and Thursday of this week, promises to be one of the most successful gatherings the wholesale trade in Canada has ever enjoyed. The attendance is large, the trade in all sections of Canada being represented, and as many of the representatives have their ladies with them, a social as well as a business aspect is given the gathering. Those in attendance, too, are enjoying the natural beauties and historical atmosphere of Canada's old fortress city.

A comprehensive account of the proceedings of the meeting will appear in these pages next week.

**WILL REMEDY TRADE ABUSES.**

**Bill to Amend Inspection and Sale Act Passes House.**

The frauds which have been perpetrated in different parts of Canada in contravention of the Fruit Marks Act, particularly during the last season, bid fair to be dealt with more stringently under Hon. Sydney Fisher's bill to amend the Inspection and Sale Act, which came up in the House of Commons on Monday.

The amendment provides, among other things, for more severe penalties for infractions of the fruit marks act, and also in respect to the adulteration of cheese.

Several members suggested that the penalties for violation of the fruit marks act were too severe.

Mr. Fisher said that he was prepared to reduce the penalties so that for a first offense the penalty would not exceed \$25 nor be less than \$10; for a second offense, not more than \$50 nor less than \$25, and for a third offense, not exceeding \$200 nor less than \$50. With these alterations the bill was reported and passed.

# "Men Who Sell Things"

How One Traveler Made a Success on a Rush Trip—Sheldon's Method of Estimating an Employee's Value — The Wheelbarrow Salesman and His Two Handles—Enthusiasm an Important Factor.

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

## CHAPTER V.—(Continued.)

Not content with leaning on the broken reed of their own procrastinating methods while others all around them are getting away from them a large share of business easily within their grasp, they try to argue away the chief point adhered to by their more progressive brethren in the face for sales—namely, that "a bird in the hand is worth two in the bush."

Again I must ask the reader's forgiveness in relating a personal experience which seems to fit in right here, and am willing to bear criticism on that point, if my little book prove a help to some in bringing their attention to the necessity of increased energy in the daily routine of their efforts at winning success. My sole purpose in relating this incident is to point out the reason why, in a certain class of salesmen, the negative qualities are outweighed by the positive. In any event, the reader will agree with me that our sins of omission, as well as those of commission, are traceable to our weaknesses, and also that a cure can be effected only through the development of strong qualities.

Our firm had experienced considerable difficulty in drawing business from the West and Northwest through Chicago to the smaller Eastern market in which our house was located. At different times we had employed two or three salesmen in that section without success. On looking the situation over, we concluded that it was necessary for a member of the firm to go out there and do a little missionary work. Having traveled there at an earlier period, I volunteered to make the trip.

### A Flying Trip's Incidents.

The time to make an advance trip with fall goods being at hand, I immediately mapped up a flyer for ten days, at the end of which I was to meet our buyers in New York. There was no time to lose and keep the Eastern engagement, so I laid out the trip to make close connections.

The first town on the list was Oshkosh, Wisconsin. I arrived there at 4.30 on a hot June afternoon, and planned to get through and leave, if possible, on the 9.30 train the same night.

The sample-rooms were all taken at the Atherton Hotel, and I had to open my trunks in the billiard room, which was used for that purpose when the place was crowded. I made no attempt

at a regular display, but simply arranged the trays to be gotten at handily.

Rushing out of a side entrance to make my first call, I ran into Oley, the Swedish porter, who stopped me long enough to say that two rival salesmen from Chicago had been there all day long winding up their summer business. Noticing my arrival and seeing me unpacking fall goods Oley explained that they had said to him, "He'll have a fine time trying to sell winter goods with the thermometer 93 degrees in the shade. We have a small line of advance goods along with our summer stuff, but haven't tried to do any business. Why! You can't even interest the trade in stuff for present use, to say nothing of goods they'll not need for three months to come. He might as well close up and move on. We've been around sounding the trade, and that's the verdict."

"Give them my regards, Oley," I said. "Perhaps they are right, but I'm going to make a stab at it, anyway. Maybe things are not so bad as they predict."

It was a walk of but two blocks to my first customer's store. A few pleasant greetings over, I explained that I was a little pressed for time, and followed up the remark with an earnest appeal for an immediate engagement.

Possibly the urgency of the whole thing impressed them; at any rate, they were over in my room at 5.30. Being quick buyers, they selected a bill amounting to three hundred and fifty dollars by 6.30.

Snatching a mouthful of supper, I hurried back to the sample-room and selected a few samples of the best selling numbers. These I quickly packed into telescopes and boarded a car for the South Side, across the river. The merchant I wanted to see kept open nights, and I was fortunate in finding him in.

Apologizing for troubling him at that late hour, I began unstrapping my cases, keeping up a running fire of selling talk in the meanwhile. He protested that he didn't want to buy so far in advance of the season. Perhaps if I had had as much time on my hands as my Chicago rivals I would have listened to him, but I kept right on, ignoring his protests as tactfully as possible, and finally caught his eye with an unusually attractive value in the velvet line.

He called a clerk, and together they took a few samples and retired to the rear of the store to compare them. They

talked them over so long that I began to get nervous. It was eight o'clock. But an hour and half remained in which to return to the hotel, pack up, and catch the train. I was going to interrupt them, when they started toward me, talking earnestly and nodding their heads.

Something in the manner of the dealer told me that the deal was off. Sure enough. Handing back my samples, he said: "You've got some good values; in fact, I don't mind telling you they are a shade better than the samples sent me by the other houses. I will probably send you an order later on, but I don't want to place it now."

### Closing the Sale.

It took me less time to tell him than to write it that I wasn't trying to sell him a cat in a bag; that his own judgment confirmed the quality of my goods, that I had confidence in him, and hoped he had confidence in me; that nothing could be gained by either of us by delay; if he wanted my goods it would be necessary to book his order right there, as I would not guarantee the prices for forty-eight hours.

That brought him around. When I said good-bye, the perspiration was running down my back but I had his order for four hundred and fifty dollars safely tucked away in my inside pocket. That made eight hundred dollars for a few hours' work. It was reassuring, to say the least, when I thought of my two Job's comforters back in the hotel wishing me all kinds of good luck.

I made the train by the small margin of a hair; it was pulling in at the depot when I arrived. There was no time to check baggage. Quickly I ordered the drayman to back right up to the baggage car and dump my trunks in without being checked. The station agent was one of the sort that every traveling salesman carries around a club for. He started right in to veto proceedings, but he was a minute late. The conductor shouted, "All aboard!" I threw a half-dollar to the driver, telling him to hurry and drive off. The train pulled out, and I swung onto the rear platform. I stood there and waved my adieu to the enraged agent, but it was lost in the shuffle, for he was blessing the drayman in three languages.

The conductor let me into the baggage car. Handing the baggageman a cigar, I remarked pleasantly: "I had to break the rules this time, brother. Will you please check these trunks to Green Bay?"

**Don't Beat About the Bush.**

That was rushing things too much for comfort, but I really believe that some salesmen lose business by having so much time on their hands that they don't know what to do with it. Either they do not make the effort, or they talk their customers all around Robin Hood's barn, until patience ceases to be a virtue; the merchants give the orders to the man who attends to his business and then gets away as soon as he can.

Mind you, I haven't said, "Do as I have done, and you will succeed." Not at all; but rather, I have hinted that you should learn by mistakes how to avoid them.

Suppose that with a house of one hundred salesmen we have fifteen that are full of faith in their house and their work, and eighty-five that stand out careless and indifferent. What can such a house do? Only fifteen are able to fight, and there are eighty-five feeble men to look after! Don't you see why that house can make no inroad on the trade of its competitors? Don't you see why it is that you haven't headed the sales list in your establishment since you first picked up your grip sack?

My plan is to take a common-sense view of the facts. I like to deal with facts. You can't get around a fact. Theories you can brush out of the way, but when you come to a fact you cannot dig under it, and you cannot jump over it; you have to meet it.

**Estimating an Employee's Value.**

A. F. Sheldon, founder of the Sheldon School of Scientific Salesmanship, asked the general manager of the largest institution of its kind in the world the question, "How do you measure the value of an employe?"

The answer was, "By the degree of supervision which he requires. The less supervision he needs, no matter what he is doing, the more valuable he becomes."

His next question was, "What is the cause of the need of supervision?"

Again the answer promptly came, "All supervision is caused by two classes of sins; first, sins of omission; second, sins of commission. If the employe in any capacity did not omit to do a thing which he should do, and in doing it committed no errors, then he would need no supervision, and his value would be at the highest."

The manner in which James Keeley, managing editor of The Chicago Tribune, with the assistance of Harry Olsen, effected the capture of Paul O. Stensland, the Chicago bank-wrecker, in Tangier, Morocco, in 1906, exemplifies the sort of enterprise that does things.

**Enterprise That Does Things.**

It is an admirable lesson in pluck and energy that might well be followed by the class of salesmen who mean well enough, but only partially succeed through puttering around. Intelligent application to instant opportunity is necessary in performing such work.

While the detectives were theorizing, the Tribune was working. The information received was indefinite, but investigation proved its probable accuracy, and led Messrs. Keeley and Olsen in tracking Stensland to Tangier, and there arresting him.

Speaking of the incident, the leading daily of another city said:

"The arrest of Paul O. Stensland is an indication of what the press can do, and also what the Chicago police cannot do. The Chicago Tribune has found the man for whom twenty-two thousand depositors of the Milwaukee Avenue State Bank were looking, and for whom the united police force of the world was supposed to be looking, while the sensational press was 'discovering' him in every nook and corner of the world in various disguises.

"The Tribune was the first to receive something in the nature of a clue to the whereabouts of the missing banker. But the clue was slight, and would have been worthless had it not been followed up with discretion, with patience and a study of the subject of the pursuit and what a fleeing criminal would be likely to do under the circumstances in which Stensland had placed himself. A study of the conditions of the various countries in which he might seek refuge was also to be made. It required that knowledge of human nature that after a time becomes a second nature to the trained reporter.

The Tribune in its pursuit of the criminal did not avail itself of the services of a detective. The trained detectives were looking in an altogether different direction for the fleeing banker. It is not too much to say that had it not been for the Chicago Tribune, in all probability the fraudulent banker would never have been discovered, and might have lived in ease on his ill-gotten gains—money of which he had robbed the poor who had confidence in him."

When Mr. Keeley finally cabled the Tribune that the actual arrest had taken place, the question of getting the prisoner safely back to the United States was attended with all manner of international complications. It was finally decided to send a stenographer from the office of the State's Attorney to Washington to confer with the State Department in an effort to secure the aid of the United States Government for a proper and immediate transfer. His mission was attended with the usual amount of red tape "necessary" to such procedure, causing dangerous delay.

At this interesting juncture the Washington correspondent of the Tribune, Mr. Raymond, comprehending the necessity for vigorous action, entirely without regard to the traditions of international relations, took matters in his own hands and called upon President Roosevelt at his summer home at Oyster

Bay. A brief interview was all that was necessary to show him that the President appreciated the urgency of the case, and that he was in hearty sympathy with the victims of the wrecked bank.

With characteristic independence, Mr. Roosevelt did not hesitate to overturn the traditions of musty international law, declaring that he would go to any extent necessary to secure the return and subsequent punishment of the bank-wrecker who had stolen millions, and who was denounced as "one of the most obnoxious types of criminals." The interview finished, without a moment's hesitation the President sent a telegram to the Hon. Robert Bacon, Acting Secretary of State at Washington, instructing him concerning the case, stating that it was his desire to appoint James Keeley and Harry Olsen as official representatives to take Stensland in custody.

Stensland arrived in Chicago in due time in charge of his captors, and was duly prosecuted according to law.

The Fussy newspaper man, like the Fussy Salesman, makes a good stroke now and then, when fortune favors him, but in most cases he fools away his best opportunities of doing something worth while. The sort of enterprise exhibited by Keeley and Raymond in behalf of their paper is the kind that will enable the salesman to win big scoops of business for his house.

(To be Continued.)

**WAS OLD TORONTO WHOLESALER**

**Daniel McIntosh Died Suddenly in Church on Sunday.**

While sitting in his pew in Chalmer's Presbyterian Church, Toronto, on Sunday morning, June 14, Daniel McIntosh, one of the elders of the church, suddenly fell over dead. He had walked to church from his home at 135 Beatrice St. and was only in his seat a few minutes when the end came.

Mr. McIntosh was some twenty-five years ago a member of Hill, McIntosh & Innes who conducted a wholesale grocery business for some time on Front St. He was born in Nairn, Scotland, seventy-seven years ago and came to Canada in 1852. A family of nine daughters and sons survive.

**EXTRA STEAM BEHIND.**

When a heavy train approaches a particularly stiff grade, an additional engine pushing on behind is a great help. The business of a traveling salesman is usually "up-grade" all the time. Anything that will help him keep his old customers and land new accounts is like an additional force pushing on behind. If your house is an advertiser in a trade newspaper it acts as an extra force helping you "up-grade."

# Grocery News From Coast to Coast

## Quebec and Eastern Province Notes.

St. John Quotes a Drop on Ontario Flour—Halifax is Getting an Abundance of Fruit—New Ideas From Montreal.

### MONTREAL.

June 15.—Business has been very good during the past week, especially with the larger dealers. The warm weather has stimulated trade pretty generally. Some of the smaller grocers have experienced a slight falling off from last week, but altogether there is not much cause for complaint.

The Co-operative Grocery Co., whom it was reported had bought the stock of Kingsley Harrison in our last issue, intend to open another store in the near future. A. Girard, Jr., the proprietor of the Co-operative Grocery Co., states that there will be a chain of these stores established throughout the city.

In a local store with an exceptionally bright interior may be seen fly netting put to good use. The entire expanse of shelves are covered with this material, and in this way the stock is kept much cleaner than it would otherwise be.

A query regarding the accessibility of goods elicited the response that the clerks did not find it awkward to get at the stock on the shelves.

G. H. Munroe, of Munroe Bros., is now confining his attention to his principal store at the corner of Mountain and St. Antoine Sts., having disposed of his uptown branch.

Walter Paul, who is attending the General Assembly of the Presbyterian Church in Winnipeg, intends to return via Chicago, and will visit other American cities on his way home.

Sometimes grocers, and in fact all people, are said to be irritable, and are accused of all sorts of disagreeable propensities if they try to keep those in their employ in the right path by giving them good advice, and pointing out their deficiencies. There is a certain grocer in this city who is exceptionally well informed regarding the source of all the commodities which he offers for sale in his store. This man discoursed very volubly on the difficulty which he had in making his clerks take an interest in the business sufficiently to learn the origin of the products which they were handling. Now, perhaps this grocer in question might have been an extremist, but the fact remains that an infinitely greater pleasure can be taken out of the everyday things of life if we know something about their origin. For instance, two baskets of onions may sit side by side at a grocer's door. One basket was raised, perhaps, in our own country, and yet it is being run closely by a product which has found its way from the broad fields of ancient Egypt.

This is only a sample of the many interesting things which may be learned about the products which daily come under the notice of the clerk.

The latest addition to the grocer's comfort, and it is claimed a money maker for him also is a "Remembrancer." This machine is expected to sup-

ply what the human memory cannot. Very frequently you may witness a grocer reciting to a customer the various things which he thinks he or she might have forgotten, but even the grocer, familiar as he may be with his stock, will omit the very article which the customer most desires, and which he or she has forgotten. Now, all that the customer has to do is to stand before a machine, which does not look unlike a cash register, and then in rapid succession, on a strip of paper, there passes before the vision all of the products kept in stock by the grocer. Between the subdivisions of the stock into their various groups, advertising notes are

### SOME PERTINENT QUESTIONS.

Our Guelph correspondent sends in this week the list of questions which appears below and suggests that they be discussed by correspondents and readers of The Grocer. The idea is a good one and we will be glad to hear from grocers and clerks generally in regard to the matters suggested. A thorough discussion of any of these matters will undoubtedly lead to steps being taken which will be of benefit to the trade:

1. How many hours a week should a grocer or his clerk work?
2. Should a clerk have any holidays? If so, why?
3. Should clerks be paid by the hours they serve or by the amount of their sales, or how?
4. Should every clerk know the cost mark? If not, why not?
5. Should all goods be marked in plain figures?
6. What should consist or be estimated as a good day's sales for a clerk?

seen, printed in red. This machine, it is claimed, pays for itself in a very short time by the extra sales it brings.

R. J. Kyle, of Kyle & Stevenson, grocers, corner Waverly St. and Esplanade Ave., who was drowned in the Laurentian Baths Wednesday night, was buried on Friday afternoon.

There is a back store in a certain grocery in the city which is a model of order. Among the admirable methods employed by this grocer is one worthy of special mention. Frequently when canned goods come in they are stored away, one box on top of the other, and then when one box is wanted the whole stock has to be shifted to get at the right one. This difficulty is very nicely gotten over in the manner adopted by the grocer in question, who has piled

the boxes in such a way that a particular box can be located in a minute and the top removed without disturbing any of the other boxes. This is accomplished by piling the boxes on their sides with the tops exposed at the front in a vertical position. In this way any box can be selected and the cover removed easily, as it is the free side of the box which makes the face of the pile. The sides of the box, so to speak, are opposed to the sides of the other boxes in the same way as a brick in a wall would appear if the largest side were exposed. It was explained that this led to the shelves in the store proper being kept in good condition and full, because the stock in the back store was more easily accessible.

E. W. Kingston, Australian agent for Cailler's Swiss Milk Chocolate, was in town last week, calling on W. H. Dunn, the Canadian agent for Cailler's.

### ST. JOHN.

June 15.—Ontario flour declined 20 cents a barrel last week. Cheese is also a little lower and the dealers are now being supplied by the local factories. Business continues quiet, which is probably due to a large extent to the farmers being busy seeding. The outlook for a good crop this year is excellent.

The delegates from the N.B. Grocers' Guild to the meeting of the Dominion Grocers' Guild at Quebec, will leave tomorrow. W. C. Cross, of Hall & Fairweather, will go in place of Geo. E. Barbour. Mr. Cross is on the programme for an address.

Keith & Plummer, general storekeepers, and Franklin Clark, of Hartland, are clearing away the ground preparatory to the erection of large brick buildings, that of the former to be 60x80 feet, that of Mr. Clark to be 30x60 feet. The buildings will form a solid brick block two storeys high, with a concrete basement.

A rather cool game was worked in D. J. Purdy's grocery, Main Street, on Wednesday last when as the result of a telephone message a stranger was enabled to procure some \$10 or \$12 worth of goods. The message was to the effect that a young man would call at the store for some supplies for a schooner then in port. The man called, got the goods and took them with him, telling the clerk to charge them to the owners of the vessel. A few hours later the man was arrested while trying to dispose of his booty.

Arthur Carlyle, who acted as collector of the Merchants' Protective Association, with an office in Horsfield Street, is reported missing, and a number of merchants who had entrusted accounts to him are anxious for his return. It is said he has gone to New York. No formal charge has been laid against him.

A joint delegation from the common council and board of trade left last week for Ottawa to confer with Hon. Wm.

Pugsley and other members of the Government as to the future development of harbor facilities here.

F. R. Doerhen, a resident of Barbadoes, was in the city last week trying to interest merchants in promoting trade between this port and the West Indies. He said the West Indies are trading altogether too much with the United States. They should be able to buy more advantageously in Canada. Mr. Doerhen left on Thursday for Halifax.

#### HALIFAX.

June 13.—The market is well stocked with fruit and green truck and trade is quite brisk in all lines. The quantity of fruit imported and consumed here is greater than ever before, and is increasing all the time. Bananas are quoted at \$2.50 to \$3, pines at \$2 per dozen, peaches at \$3.50 per crate and cherries at \$2.50 per box. American tomatoes are selling at \$1.75 per crate of four baskets, cukes at 7 cents each, watermelons at 75 cents each, cabbage per crate at \$1.75 and strawberries at 20 cents per box. Jobbers say that busi-

ness is good all round and that collections are improving.

There has been a heavy decrease in the price of Bermuda onions this week. Boxes containing 45 pounds were sold for \$1 each, a drop of nearly \$1. The season for them is about over and as the stocks on hand were quite heavy a cut in the price was necessary.

Large stocks of potatoes are still held here, and are quoted at \$1.50 per three-bushel bag. Potatoes kept remarkably well during the past winter, and the stocks now on hand are in first-class condition. Parsnips are about done and carrots are becoming scarce.

The price of butter is holding quite firm, notwithstanding the heavy receipts. Small tubs and rolls of dairy butter are coming in in good supply, and the demand for choice stock is about the average for the season. The jobbers complain that the farmers are expecting too much for their butter. They say that the prices asked here are far in advance of those quoted elsewhere. Eggs are in good supply with a fair demand, the price holding firm at eighteen cents.

## News From the Coast

Cash System Coming in Vancouver and Saskatoon—Edmonton Trying to Secure Better Freight Rates.

#### VANCOUVER.

June 13.—Mexican tomatoes are on the market here for the first time, being an outcome of the trade now being established between British Columbia and Mexico. The vegetable is of fine quality, of good shape and size, with a remarkably smooth skin. They seem rather better than the local varieties in both shape and all-round quality, and also in price, being a cent or two cheaper. They job at about 19c when figured down to actual weight per crate, as against about 21c for the hothouse locals.

Richard Hall, of Point Comfort, Mayne Island, midway between Vancouver and Victoria, in the Gulf of Georgia, is the pioneer of the tomato-raising industry in that part of the province. He has two large glass houses erected, each 130 feet long, and expects in a couple of weeks to take off his first crop. Other farmers on the island have followed Mr. Hall's example, but are planting in the open air. The market is a good one close at hand, and the venture should be profitable. The seed was obtained by Mr. Hall from Jersey, England.

Warm weather has started in with a rush this week, and strawberries and other small fruit which require the heat for ripening, are coming along rapidly. Although the season is late, the berries will come along in the natural order of sequence, though with continued heat, the season may be somewhat shortened.

The only adverse report obtained from farmers in the lower part of the Fraser river delta is regarding the potato crop. This will suffer as a result of the large

amount of rain which fell in some sections last month. The seed rotted, and there are instances of where a second planting was put in. The acreage devoted to potatoes in the delta this year is the largest yet, but this extra extent will be about offset by the delay to growth. Cherries will be a large crop, in fact everything has set well, with the exception, perhaps, of prunes, which does not promise to be heavy.

E. W. Leeson, wholesaler, of this city, has returned from Prince Rupert, where he went to look for a business opening. If facilities can be acquired there that will permit the handling of fruit and produce, he will open a branch, but it is doubtful if he can secure what he needs. There is only one wharf there, and under present conditions it is not likely that any part of it will be leased by the G.T.P., for the company will need it for its own business.

The cash system of doing business, or at least, the curtailment of credit is fast obtaining in the various lines of trade on the coast. Following the action of the merchants, P. Burns & Co. has announced to their customers that all accounts must be paid by the 20th of the month. This firm has a large number of meat shops in towns of British Columbia, and this rule will go into effect in all of them.

The growing of flax, which is to be undertaken by the Lillooet Flax Company will mark a step forward in British Columbia's industries. This company, the manager of which is A. Bauthier, has secured a large tract of bottom land back of Port Haney, thirty miles from Vancouver, and will reclaim it the operations having already commenced. After the flax is ready, it

is proposed to manufacture linen, and the various by-products, such as linseed oil, etc. Mr. Bauthier, who is an experienced hand thinks that nowhere are conditions for flax-growing better than here.

Charles Woodward, head of the Woodward departmental stores, left this week on a trip to Europe to make purchases. He will be accompanied to Montreal by his daughters, Mrs. Fisher and Miss Woodward, where the latter will await his return from England.

The Okanagan Flour Mills Co., at Armstrong, which has been in liquidation, last week ratified an agreement whereby the property and assets of the company are sold to Donald Matheson, Donald Graham, Mark Hill, Thos. Clinton and George Parkinson, for the sum of \$35,000. The purchasers assume all obligations, and agree to discharge the outstanding liabilities of the company, both before and after liquidation.

On Tuesday evening a destructive fire took place at the factory of the Empress Manufacturing Company. This company manufactures jam, etc., and has a large trade in the west. The fire started in the engine room, between 6.30 and 7 in the evening, and the extract plant was totally destroyed. The coffee and jam plants escaped. The loss is estimated at \$50,000 or \$60,000 damage, with \$30,000 insurance. The company is to be commended on its enterprise, for the next morning work was commenced and it is expected that only a week or ten days will elapse before business is resumed to meet current demand.

The Commercial Travelers' Convention, which was held in Vancouver last week, will mean much to the Canadian West, both from a commercial and social point of view. Fortunately the weather was ideal and every arrangement was carried out. The visiting drummers were able to see what a commercial centre this city is, and were able to appreciate the hearty reception tendered them by the Canadian people. To the local committee all praise is due, for they spared no effort or expense to make the convention a success, and the visit of the outsiders a pleasant one. That they were thoroughly successful is shown by the enthusiastic way in which the whole affair passed off and the generous entertainment accorded will not be lost.

#### SASKATOON.

June 12.—The state of the grocery business is very satisfactory at present. There is room for improvement, however, in cutting down goods given on time as payments are slow, but the tendency is towards a cash trade all the time. Two or three of the leading grocers in town who run departmental stores, have schemes on foot by which they give each customer a coupon for each dollar's worth of goods purchased. At a certain time drawings will be held and prizes awarded to the lucky coupon holders. This induces many to pay cash who would otherwise not.

Saskatoon is to have a wholesale distributing warehouse all to itself in a few months' time. Last year the A. Macdonald Co., of Winnipeg, opened a branch warehouse here, and the business handled by it has so increased that the company has decided to erect a large brick and stone building which will meet the needs of the trade for some time to come. A.

Macdonald, president of the company, was in town a few days ago, and purchased a site for the building on First Avenue.

Farmers are now well pleased at the prospects for a bumper crop this year. The rain of the last few days has produced a rapid growth throughout this district. Last year's wheat is being disposed of as rapidly as circumstances will allow, as the market is dropping all the time. The Saskatoon Milling Co. report an average delivery each day.

Freeman & Co. have sold out their grocery business on Twentieth Street, and have gone to Keppel, Sask., where they intend carrying on a similar trade. H. S. Hughes has also disposed of his business.

**EDMONTON.**

June 15.—W. B. Lanigan, general freight agent for the C.P.R. Western lines, while in the city last week, met a number of the members of the wholesale section of the Board of Trade to discuss with them the question of a reduction in the freight rates prevailing on freight below 100 pounds going out of Edmonton on the C.P.R. Up to the present time this rate has been higher than a freight slightly over 100 pounds. This worked a hardship both on the Edmonton manufacturer or wholesaler and also on the small retailer in the Edmonton

district. The Edmonton shippers wished to get the same rate on small freight as on large consignments out of Edmonton. Mr. Lanigan promised to consider the matter and see if something could not be done to improve the freight rates on small shipments.

A factory for the manufacture of candies, aerated waters, vinegar, pickles and sauces may be established in the city this summer by a company of local men if the city council decide to give them reasonable concessions. At the last meeting of the city council J. K. McDonald, on behalf of this company, made application for a site for the factory, and other concessions. He stated that an arrangement whereby the company might lease a site for three years at six per cent., with the option of purchase at the end of that time, would prove satisfactory.

It is expected that the exterior of the new Griffith packing plant will be completed this week, when work on the interior will be pushed with all possible speed. It is understood that several carloads of machinery are now on the way and will reach Edmonton in a few weeks' time. A great many changes have been made in the plans as originally designed, the object of this being to secure a plant of the most modern type possible. It is expected that packing will be begun some time through the fall, probably as early as October.

**Interesting Ontario Items**

Ottawa is Making Large Preparations for Fall Pure Food Show—Toronto Grocers' Association Planning for Picnic—Strawberries Plentiful Everywhere.

**CHATHAM.**

June 15.—The rains of Saturday and Sunday meant hundreds, probably thousands, of dollars to strawberry growers in the western peninsula. The outlook for the crop at the opening of the season was excellent, but the continued drought had its inevitable effect upon the vines. Early last week the first home grown berries sold for 20c. a box. On Thursday they were down to 10c. Saturday saw the price, in response to the expected falling off of the crop, rise to 15c. Saturday night brought heavy rain, however, and prices are now down to 10c. again, with a still further fall in prospect. High prices are good for the growers—but not much good when there are no strawberries.

An addition to the Kent Canning works, 1½ storeys high and 40 x 76 feet is to be built shortly.

This week a party of Chathamites leave for the Old Country, among their number being Mr. and Mrs. John McCorvie. They will probably be abroad a month or more.

J. A. Muckle, who has been a member of the staff of the Bradley store here since its inception over a year ago, left to-day for Windsor to accept a position in W. J. Cherney's grocery.

Chatham's second 5, 10, 15-cent store was opened on Saturday. S. H. Knox & Company have followed closely on the heels of Brewster & Co., and keen rival-

ry is anticipated between the two concerns. The grocery trade is little affected, however.

There was no quorum at the Retail Merchants' meeting last Tuesday evening, the members having apparently failed to recover from the shock of the elections. A special meeting will probably be called in the near future to discuss house numbering, and the city telephone franchise. Merchants strongly realize the assistance which systematic house numbering would mean in the matter of deliveries. The Bell Telephone franchise expires this year, and there is talk of competition from independent lines. The consensus of opinion among retailers is that there is much room for improvement in the local system.

The establishment in this city during the past year of several bottled milk dairies has created a more or less lucrative side line for grocers, particularly those on the side streets. These grocers handle the bottled milk, some of them quite extensively. Many householders do not take ice during the summer months and these prefer to take their milk when they want it from the corner grocer, who keeps it fresh and cool in his refrigerator. Quite a number of customers have left the dairies and are now taking through the grocers. Up till about a year ago milk was usually sold from big cans, but the bottle innovation has proven very popular.

On June 5, the marriage took place at the residence of Mr. and Mrs. Hugh Collins, Raleigh Street, of their eldest daughter, Miss Nettie Collins, to Chas. Gonyou of the Pere Marquette. Miss Collins was formerly a valued member of John McCorvie & Son's grocery staff, and among the many presents were a couple of beautiful oil paintings from that firm.

Mr. Lidden, of Inwood, has purchased Harry Chambers' meat shop, Bothwell.

Peter Mitgis, the peanut vendor, who makes his business home on King St., is the possessor of a new rubber-tired outfit, containing 3 compartments and an engine for roasting.

Ridgetown parties have purchased the hall at Cedar Springs, and intend opening a general store in the near future.

**OTTAWA.**

One of the busy retail centres in Ontario is Ottawa. Here the grocers have their business on a firm basis and they find time to get a surprising amount of work into their day and yet manage to enjoy themselves after hours. Travelers like to strike Ottawa about as well as any town in Canada, for the grocers there always have a glad hand and a cheery word for the man with the grip. This is not saying that grocers in other towns are not just as cordial—but there are so many good fellows in the Capital that the feeling of good fellowship seems more pronounced.

Just to keep themselves bright, the members of the Ottawa Retail Grocers' Association have undertaken to run a pure food fair in connection with the Central Canada Exhibition, which takes place in September.

That it will be a splendid success is a foregone conclusion. Every man is working for it and their efforts are bound to be crowned with satisfactory results. A splendid, large, newly-completed building at the fair grounds in Lansdowne Park has been placed at their disposal and already more than half the space available has been sold.

The retailers have a good argument to use in talking to possible exhibitors in that the fair always draws thousands of people from all around Ottawa, which swells the attendance at the exhibition wonderfully. Last year fully one hundred thousand people visited Lansdowne Park.

It is more than likely, when all arrangements are made, that the display of food products this fall will be better than anything of the kind ever seen in Ottawa. President W. York, Duncan Bell and H. V. Ellis have been appointed delegates of the association to the convention of the Ontario Retail Merchants' Association, taking place in Galt this week.

J. C. Tully, paper and twines, has removed from Market Square to 14 Nicholas St., where he is in more commodious quarters.

Maclure & Langley, Toronto, who have become over-crowded in their premises at 154 Pearl Street, are removing this week to the offices and warehouse formerly occupied by the Blue Ribbon Tea Co., at 12 Front Street East. The change will place them a good deal nearer the centre of the wholesale section, and will also afford needed additional warehouse space.



## THE CANADIAN GROCER

### THE CANADIAN GROCER

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### BUSINESS LESSONS FROM A POLITICAL DEFEAT.

The recent election in Ontario is not without its object lesson to business men. The Whitney Administration was on the whole a satisfactory one. It certainly did better than its political opponents had declared it would. But it was not without its faults. No political administration ever was without them.

But the Opposition Party in the Legislature did not take advantage of the opportunities which the faults of the Government created. It did not wake up to the opportunities which even the "last awful week" afforded until after the House had adjourned and some of the newspapers began to stick editorial pins into them.

Possibly they were meditating on the tradition of the Liberal Party and hoped that would carry them through. But great as is the tradition of the Liberal Party, and valuable as has been its service to the country, it is as little likely to carry a party into power as political oratory is to inflate a balloon.

Business is not politics. But business men, as well as politicians, must grasp their opportunities if they are to win. Opportunities, as the ancient Greeks typified in their statues, must

be grasped as they appear, not as they disappear. Neither will tradition alone serve. To have a good and a long record in business is not to be scoffed at. But it is the methods of to-day, not the acts of yesterday, that are the determining factors of present success.

The Liberal Party in the Ontario Legislature made the fatal mistake of getting busy at the eleventh hour and when opportunity had turned the corner, whereas it should have got busy immediately after the avalanche of January, 1905. Their opponents, on the other hand, never slept.

Business men should be busy all the time, not in doing things fitfully and without method, but with order, method and continuity.

Eleventh hour conversions may be effectual. But there is not much saving grace in eleventh hour developments of energy in either politics or business.

Trade is at present passing through a period of quietness. It does not follow, however, that business should be allowed to drift. On the contrary, there is every reason why it should be pushed.

If advertising, acumen, industry and up-to-date business methods possess utility for manufacturers, wholesalers and retailers they should certainly possess it when trade lags and needs the impetus which these things are supposed to impart.

Do not wait for a more convenient season or, Micawber-like, until something turns up, but "do it now and do it all the time."

The business men who keep their advertisements, their window displays, and their ideas working continuously will be found far in advance of their competitors when trade wakes up. And it is certainly showing signs of awakening.

### THE NEW CANNED GOODS PRICES.

With the somewhat peculiar conditions existing in the canning industry in Canada at present the new prices for 1908 pack goods, which have been expected from the Canadian Canners for several weeks, were awaited with a good deal of interest and in certain quarters even some anxiety has been manifest.

It was practically certain that with the prospects for excellent crops in all lines of fruits and vegetables considerable reduction would be made and this was verified when the new prices came to the trade by means of an advance sheet early in the week. Peas at 75c,

with the old price 92½c, corn at 85c, old price 97½c, and tomatoes at 95c, old price 127½c, furnish an idea of the amount of the drop, and this is practically general throughout vegetables, and, with a few exceptions, in fruits.

Considering the prospects for bumper crops, large pack and consequent large business the prices on most lines seem to be fair and about what was expected. Tomatoes, without doubt, furnish the greatest surprise. Taking into account the 10 per cent. trade discount and the freight charges which must be paid by the packer, the price is low, and members of the trade express the idea that very little, if any, money will be made on these goods at this price.

When it is considered that a large part of the pack of the independent canners is tomatoes, this price is regarded in some quarters as a direct slap at the independents. What course they will take as a result is a matter of interesting inquiry.

While the curiosity of the trade is satisfied to some extent by the announcement of the new prices, there yet remains an element of interest as to how the situation will work out. It is said that large stocks of last year's pack are still held in different parts of Canada. The canners will have to provide for covering the difference in prices, and this will be no inconsiderable item.

The situation at present presents opportunities for manipulation which might put the industry in a peculiar position so far as the canners are concerned. It is scarcely likely that these will be taken advantage of, but there is the possibility just the same.

In the meantime the retail trade, and, in most cases, also, the jobbers, looks on and bides its time. So far as can be learned, little buying has as yet been done on the new basis.

### AN OBLIGING (?) CUSTOMER.

A retailer in a Western Ontario town was recently pressed for money. He in turn began to press his customers, some of whom were considerably in arrears. One of his customers whom he approached was a wealthy farmer who owed him \$80.

"I wish," he said, "that you would pay me the account you owe me. It is owing nearly a year and I am very much in need of money."

"I can't pay it now," replied the farmer.

"Why, you have money in the bank," persisted the retailer.

"Yes, I know I have, but it is earning interest and I can't afford to lose the interest just now. Why don't you borrow? Why, I will lend you money if you want it, at 6 per cent."

The conclusion of the matter was that the farmer lent the retailer \$80 at 6 per cent., but would not pay his account. This is surely a new type of high finance.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Your correspondent has been playing hooky for the past two weeks but perhaps your readers have not lost anything thereby for the trip was over nearly 500 miles of territory in the north-western part of Manitoba and Saskatchewan, and, as seeing is believing, it is possible to speak with authority concerning at least a goodly portion of the crop areas of the West. Anything more beautiful or promising than the country at the present time would be difficult to imagine. One man who has spent 35 years on a western farm remarked that it would be difficult to imagine any day of the present crop season that could have been improved upon. It is not only that the growth has been rapid, but the plants are well stooled and particularly vigorous and healthy.

Estimates of acreage continue to come in from different sources. One of the most carefully prepared is that of Secretary Fowler, of the Northwest Grain Dealers Association. This estimate places the wheat area at 5,767,000, a gain of 15 per cent.; oats at 2,607,000, a gain of 10 per cent.; barley at 855,650, a gain of 9 per cent.; and flax at 123,420, a gain of 2 per cent. There is really only one exception to be taken to these figures and that is, that the area of wheat is too small. The gain is fully 20 per cent. which would run the acreage over the 6,000,000 mark. It is, of course, far too early to begin to estimate yields, but it may not be out of place to remark that the average of the last ten years in the Canadian West had been nearly 19 bushels to the acre and should 1908 mark up to the average it would mean a crop of 114,000,000 bushels. The West may not reap half that amount but one thing is certain, the present will be a hard crop to kill, owing to the extremely favorable conditions under which it has been planted and the fine growing weather that has obtained since seed time.

The wheat market has been materially affected by the promise of bountiful crops, not only in the Canadian West, but also in the winter wheat belts and there has been a serious decline in the past two weeks, with small recoveries from time to time. The lower prices have increased the export trade materially and one or two firms have cleaned up pretty well the last of the low grade wheats and report an improved demand for higher grades, but following the plan of the whole season the moment wheat reacts to high levels there is a falling off in the British demand. There has been the expected increase in receipts now that seeding is over but it is not

expected to last and at the outside the crop of 1907 will not run over 67,000,000 bushels, which is, however, some 5,000,000 better than was at one time expected, and the bulk of this was marketed at profitable prices.

All thought and attention now is turned toward new wheat, but the oat crop of 1907 is still to be heard from and it is expected that there will be some sensational fireworks at the end of June. One house has been trying to work a corner, a large percentage of their holdings have been bought at very high figures and still the oats continue to come and it seemed hardly possible with the present poor consumptive demand that anything but a fiasco can attend the closing of the corner.

There is a marked improvement in the business situation in the city, although money is still tight. The letting of the contract for the new Union Depot and the street improvements that are being rushed by the city before exhibition time are absorbing a number of the unemployed and the whole situation is better than it has been for some weeks.

The fact that the crop has such a good start is encouraging country merchants to make preparations for increased business and this again is reflected in the wholesale houses. Wholesale hardware houses, who felt the tight times more than either grocery or dry goods, report that May business was up to that of the same month last year, which was an exceptionally heavy one. Stocks in the country, for the reasons above, have been allowed to run low and though there is little doing in carlot orders even now there is a steady and increasing trade in less than car lots. Trade, too, is much more on a cash basis in the hardware lines than it was before the stringency occurred and this is certainly a most satisfactory state of things. The fact is, the farmers of the Canadian West have met their obligations in such a way on the short crop of last year that business men have come to realize that there is very considerable accumulated wealth in the older settled districts and it will take something much more disastrous than one partial failure of crop to really cripple the West. The stringency, however, has had the effect of making farmers realize their position and the need of paying up store bills about which they were inclined to be careless when money was plenty and credit good.

June is supposed to be the special property of brides and even wedding presents point which way the wind blows. Chatting with the large stores in Winnipeg the other day it was learned that trade in articles that are looked upon almost exclusively as wedding presents such as silver, cut glass, hammered brass and costly china pieces has been fully 30 per cent. better than it was for June,

1907. Managers report that there has been perhaps a falling off in the number of larger and very expensive presents but an increase in the number of small and choice articles, for example, the cut glass running from \$5 to \$20, and that this trade has been almost exclusively cash.

So far as Winnipeg is concerned, June has been a month of meetings of all kinds, in fact, there has been a perfect epidemic, the Presbyterian General Assembly with its 400 commissioners, the Methodist Conference for the Province, the Anglican Synod, the Women's Missionary Conventions, and the Grand Lodge of the Masonic order are just a few of the things that have brought visitors to the city in hundreds this month. And truly, the visitors would go far to find a city looking more beautiful than Winnipeg does this year. Boulevards and trees are alike, a riot of green and early as it is the caragena hedges are a mass of yellow bloom and the tree honeysuckle and lilacs are all out in full bloom.

In connection with things to eat in the West a matter of interest is the formation of an association of the B.C. fruit growers that takes in 85 per cent. of all the growers. A determined effort is being made to capture the Winnipeg market for all the fruit they can possibly send and John Coltart has just returned from that province, having been appointed the Winnipeg representative. To him all the fruit of this association\* will be shipped so that it will be possible for the future to keep better tab on it and note as to the improvements in packing. Hood River strawberries have always been first favorites here and the B.C. people have succeeded in growing the variety in certain parts of that province and have secured one of the packers from Hood River to superintend the packing in B.C. this season. It is expected that 20 cars of B.C. strawberries will reach the Winnipeg market in the course of the next few weeks. The few that have already arrived are of excellent quality and have come forward in good condition. The B.C. fruit is noted for its depth of color as well as for the richness of flavor.

A feature of the present year will be the erection of buildings on farms. There has been a very marked drop in the price of lumber and already farmers who have refrained from building for some years owing to the extreme cost are laying their plans to erect new barns and stables between haying and harvest. The city of Winnipeg is reconsidering its adjustable contract that permitted of the purchase from one firm of not less than 2,000,000 feet and up to 5,000,000 feet on prices based on the old market. About 2,000,000 has been used on this contract and the city fathers are figuring whether it would not be money in pocket to pay something to forfeit the contract and make a new deal at the new prices.

The whole western situation is one to inspire confidence.—H.

# Markets and Market Notes

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

## QUEBEC MARKETS

Montreal, June 17, 1908.

### POINTERS—

Sugar—Steady.  
Teas—New Japan on spot.  
Beans—Very stiff.

**SUGAR**—Sugar remains steady, the demand during the week being a trifle better than the previous week. The depression is affecting the market, owing to the smaller orders coming from the factories using sugar. The household use of this commodity has not fallen off very appreciably. It is thought that the primary markets will remain fairly constant for some time.

Granulated, bbls	54 90
" 1/2-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs.	5 70
" " 50 lbs.	5 80
" " 35 lbs.	6 00
Extra ground, bbls	5 55
" " 50-lb. boxes	5 45
" " 35-lb. boxes	5 65
Powdered, bbls	5 25
" " 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

**SYRUPS AND MOLASSES**—There has been a fair local demand for immediate wants, making the last week brighter for this trade than the previous week. Cables regarding the Barbadoes and Porto Rican product contain no startling intelligence and seem to indicate steadiness in the primary markets.

Barbadoes, in puncheons	0 31	0 33
" " in barrels	0 33	0 35
" " in half-barrels	0 34	0 36
" " fancy	0 34	
" " extra fancy	0 36	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 1-bbls	0 13	
" " 1/2-bbls	0 09	
" " 3/4 lb pails	1 75	
" " 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 5-lb. " 1 doz. "	2 75	
" " 10-lb. " 1 doz. "	2 65	
" " 20-lb. " 1 doz. "	2 60	

**TEAS**—Fine Japans are now on the spot. These show good values as they were purchased and shipped before the market advanced. On May 16 heavy frost damaged high grade teas and now lines above 22c and 23c are hard to get. Latest cable reports indicate a rising Japan market. Present quotations are above last year's and there is every indication that it will remain so for some time. Ceylon and gunpowders have been in good demand during past week. No change in prices this week.

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

**COFFEES**—There has been a steady demand for coffee during the week. Cables from Brazil and Europe indicate no immediate change, except perhaps a slightly easier tendency. Prices have not altered since our last quotations.

Jamaica	0 18	0 20
Java	0 20	0 32
Mocha	0 18	0 25
Eto, No. 7	0 14	0 17
Santos	0 14	0 11
Maracibo	0 14	0 19

Roasted and ground 20 per cent. additional.

**DRIED FRUITS**—The past week has been marked by a decided dullness in all lines except currants which have been in very good demand, and sultana raisins. Other lines of raisins have been neglected. Cable reports from Greece indicate a good crop this year, therefore buyers are holding off for lower prices. Prunes have shown no activity during the week due, perhaps, to high prices.

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

Valpenta Raisins—		
Fine off-stalk, per lb.	0 04	0 05
Selected, per lb.	0 04	0 06
Layers	0 06	0 16
Dates—		
Halloween, per lb.	0 04	0 05
Sairs, per lb.	0 04	0 04
Packages	0 05	0 06
Malaga Raisins—		
London layers	1 25	
" Connoisseur Clusters	2 40	
" " 1/2-box	1 00	
" " Royal Buckingham Clusters, 1/2-boxes	1 37	
" " boxes		
" " Excelsior Windsor Clusters	5 50	
" " 1/2's	1 50	

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

California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches, "	0 18	
Pears, "	0 18	
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s.	0 10	0 12
" " " 40-50s.	0 08	0 09
" " " 50-60s.	0 08	0 08
" " " 60-70s.	0 09	
" " " 70-80s.	0 07	0 08
" " " 90-100s.	0 06	0 07

**RICE AND TAPIOCA**—The demand for rice is slightly better this week, which may be owing to the continued warm weather which we are experiencing. Tapioca also is in better demand, owing no doubt to the same reasons. The price remains the same and the primary and local markets are steady.

B rice, in 10 bag lots	3 20	
B rice, less than 10 bags	3 30	
C O rice, in 10 bag lots	3 00	
C O rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 06	0 06

**SPICES**—The spice market remains the same as at the last quotation. Local dealers report trade fairly good in these lines. There has been no change in prices.

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

**MAPLE PRODUCTS**—The demand for maple products is very slow, practically nothing doing in this market at all. This condition of the market is somewhat extraordinary as the prices are not excessive and the demand under healthy conditions should be better.

Compound maple syrup, per lb.	0 15	
Pure Townships sugar, per lb.	0 15	
Pure syrup, 8 1/2 lb. tin	0 65	0 06

**BEANS**—The high price of beans has stopped large trading partially. At present the west is offering nothing. Austrian beans are being quoted at \$2.10 per bushel. Native beans are still very high. There has been no change in the price which has made the demand small.

Choics prime beans	2 0	2 5
Evaporated apples	0 07	0 07

**EVAPORATED APPLES**—Demand is fairly good in this line and the price remains the same.

## CANNED GOODS

Prices on 1908 pack goods for Ontario and Quebec issued this week by the Canadian Cannery, show, as was generally expected, considerable reduction in almost every line. The prices quoted herewith are taken from an advance sheet, as up to the time of going to press the official printed prices have not been issued. The correctness of the prices given is not vouched for, but so far as can be ascertained up to the time of going to press they may be relied on. The list of prices on 1907 pack goods is also given for purposes of comparison.

### PRICES, 1907 PACK.

Group No. 1 comprises—		
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.		
Group No. 2 comprises—		
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.		
Group No. 3 comprises—		
"Globe," "Jubilee," and "White Rose," brands.		

VEGETABLES.		Group No. 1	Group No. 2
Asparagus—			
2 1/2's, tips, California	3 80	3 77	
Beets—			
2's, sliced, sugar and blood red	1 19		
2's, whole, " "	1 02		
2's, sliced, " "	1 37		
2's, whole, " "	1 27		
Beans—			
2's, golden wax	0 95	0 92	
2's, " "	1 40	1 37	
Gala, " "	4 05	4 02	
2's, refugee or valentine (green)	0 95	0 92	
2's, crystal wax	1 05	1 02	
Red kidney, 2's	1 19	1 07	
Lima 2's	1 35	1 32	
Corn—			
2's	1 00	0 97	
Gal., on cob		4 92	
Carrots—			
2's	1 00	0 97	
3's	1 10	1 07	



THE CANADIAN GROCER

Table with multiple columns and rows of prices for various goods like sugar, beans, and syrups.

Table of prices for heavy syrup, light syrup, Raspberries, and strawberries in various quantities and grades.

ONTARIO MARKETS.

POINTERS— Canned Goods—Prices for 1908 pack out. Sugar—Steady. Beans—Very firm. Collections—Fair.

Toronto, June 18, 1908.

Interest in grocery circles this week centres on the Canadian Cannery's new prices for 1908 canned goods, a provisional list of which was furnished to a number of the jobbers on Monday.

Business generally continues fair, though none of the wholesale houses have been rushed. The situation, however, seems to be gradually clearing up.

SUGAR—The local market is quiet and retailers seem to be pursuing the same hand to mouth policy in buying that is evident in most other commodities.

The general situation has not changed materially during the week, beyond a slight strengthening. The trend of all markets is slowly upwards, and all indications point to a continuance of this.

Heavy rains are reported in Cuba and the crop is practically ended, the remainder to come in sight cannot vary much from 25,000 tons, any additions held on estates should go to local consumption to end of year.

The stock of 177,411 tons in Cuba for the U. S. to draw from for six months

to come looks very small and points to large possibilities of sales from Europe and Java.

Table of prices for Paris lumps, granulated, Berlin granulated, Phoenix, Bright coffee, No. 2 yellow, No. 1, Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLLASSES—Trade is rather dull this week, with no change in prices.

Table of prices for Syrups (Dark, Medium, Bright) and Molasses (New Orleans, Barbadoes, Porto Rico, West Indian) along with other items like Tea and Maple syrup.

TEA—Business locally continues very quiet, and all buying is of the hand to mouth variety. Little interest is manifested among the jobbers.

“The quantity of Indian and Ceylon tea taken by the United States and Canada from the 1st January to 31st March, shows a considerable reduction, when compared with the corresponding period of last year.

The situation in general continues pretty regular, though by last London reports a better tone is noticed in all the finer and more useful liquoring teas.

DRIED FRUITS — Currants and prunes are in fairly good demand, otherwise business is only ordinary. There is nothing new to report.

SPICES—Business is fair at steady prices.

Table of prices for Spices: Peppers (black, white), Ginger, Cloves, Mace, Nutmeg, and other items.

RICE AND TAPIOCA—The warmer weather is stimulating demand to a slight extent, and this will probably continue. Prices are unchanged.

BEANS—The market here is practically cleaned up, a couple of houses who held some stock having disposed of it during the week.

Table of prices for Beans, hand picked, per bush (prime No. 1, Lima, per lb).

EVAPORATED APPLES—Demand has been a little better the last week, but there is nothing noteworthy to report.

HIDES AND WOOL—Hides are up and the market is stronger; wool is down with market weaker. This about summarises the situation.

Table of prices for Hides (inspected, cow and steers, No. 1, No. 2, Country, City Calf) and Wool (washed, Rejects).

PLANNING FOR ANNUAL PICNIC.

Toronto Retail Grocers Complete Arrangements at Their Monthly Meeting.

June 17.—The question of the annual picnic, slated this year for Wednesday, July 15, is taking up most of the attention of the Toronto Retail Grocers' Association just now.

And it surely is going to be a big and merry outing. At last meeting a committee was appointed to complete arrangements for the entertainment of the excursionists in Buffalo.

After the business of the picnic was disposed of, trade matters in general were discussed in the jocular way customary to these jolly fellows in the association.

Something doing in canned goods this year has been the slogan of a number of the grocer's correspondents, and it has started. Canned corn at 5c. a tin is one special noticed in Guelph and today the prices for the season are out and right now on the start get the brand you want and also see that it is the brand, and no monkey shining.



## EFFECTIVE WINDOW DRESSING

Soap Displays in a North Toronto Grocery—The Window as an Advertising Medium.

During the past couple of months grocery stores in Montreal, Toronto, and throughout Ontario and Quebec have been displaying attractive windows more or less similar to the one shown in the engraving on this page. The displays have been well worked up and have illustrated several of the points of ideal window dressing. The windows here illustrated appeared in J. A. Hopkins' store at the corner of Main and Dovercourt Road, one of Toronto's most modern groceries, recently, and attracted a good deal of attention.

W. D. Wilmott, of the MacLaren Cheese Co., Toronto, who dressed this window, and also the others which have

the window dresser, might be mentioned. In showing one article they leave an impression which would not be made by a number of different articles. It is often advisable to dress a window occasionally with one line of goods, particularly if the goods shown are something special, or something which it is desired to run off quickly. Again, the windows are not crowded. Just enough material has been used to fill the window and to tell the story of the goods without giving an impression of overcrowding. The windows too, with the lithographed posters and border are attractive enough to cause a second glance from a passerby.

time the window is dressed, and of dressing the windows often, is well known by us all.—Maritime Merchant.

### WINDOW DRESSING SUGGESTIONS

The desire for possession is one of the strongest human characteristics. The man or woman who sees a good article tastily put on view, if it is seasonable and suited to their needs, will long to own it. They may purchase it at once, or make a mental note of the store and return later. The man who can exhibit goods so that those who see them want them for their own, is the man who becomes a successful window trimmer and who draws trade to his establishment. Display seasonable goods, for which there is a demand or soon will be. Set your goods in attractive sur-



ATTRACTIVE WINDOWS FROM A NORTH TORONTO GROCERY.

been placed in the city, gives the following details as to its construction:

"The window consists of a border of Brownies dancing on a clothes line, which entirely encircles the window. On the bottom of the window is placed a facsimile of the soap wrapper and the background is filled in with cartons representing piles of "Surprise" soap. The prevailing colors are yellow and red, although posters with a yellow, red and blue combination are employed to advantage. Premium books and cut-outs are also used to fill in bare spaces, and the piles of cartons can be varied to suit the requirements and size of the window."

One or two of the best points about these windows, from the standpoint of

### THE WINDOW DRESSER'S IMAGINATION.

Imagination is a principal ingredient in the successful window dresser's composition. The man who has this gift can cultivate it to a great extent and must do so if he is to be successful in his work.

Imitation, too, comes in to good advantage, for after a man has copied well the efforts of others, and perhaps tried to improve on them, he will find himself able to think out schemes of his own. If you have imagination and a well developed power of imitation, you will be able to always bring out something novel in your trims. The importance of making a complete change every

roundings. A beautiful easy chair, marked with a low price, but shown in the middle of a meadow, would not tempt anyone to buy it. But place the chair, marked with the same price, in a cosy corner, beside a grate fire, with pipe racks on the wall, and a table with magazines, or work-box, close at hand, and that chair will possess attractions on a fall and winter day which many a man or woman will find it impossible to resist.

T. Locke, of Foley, Locke & Larson, Winnipeg, was calling on the trade in Toronto this week.

# CHEAP TEAS

**“Quality worse than we have seen for years”**

Extract from the May Circular of Messrs. Kearley & Tonge Ltd., Colombo—

“The estimated shipments for May are placed at twelve million lbs., most of which will be teas of poor quality, for at the time of issue, arrivals, particularly from the Low-country estates, are worse in quality than we have seen for some years.”

Extracts from letters received from Messrs. Rodewald & Heath, Colombo, May 7th.

“Now quality is terrible and we have therefore not bought anything since No. 95.”

May 14th —“Quality is again worse, many teas from low and medium elevations being quite sour, and we cannot see our way to recommend anything.”

Since these letters were written the market for low grade teas has declined about a ha'penny. Is it any wonder? Since I have been in business I have never had such bad reports from Ceylon.

Now I know that efforts are being made to force as much as possible of this tea into Canada. Samples of this trash are already being shown. I am writing this as a note of warning, so any who are tempted by low prices (and most of us are) will do well to test the teas very carefully, not only from samples but when the teas arrive as these very poor teas which may appear sound on arrival may quickly turn sour and prove a total loss.

Branches:— TORONTO, 3 Wellington E.  
WINNIPEG, 315 William Ave.

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

P.S.—My customers know that every pound of Red Rose Tea in packages and Estabrooks' Blends, both Black and Green, in bulk, are guaranteed fully up to the high standards of quality and are always returnable at full price if in any way unsatisfactory, and it occurs to me that this is worth stating again here as with so much bad tea likely to be on the market many more merchants may wish to avail themselves of our guarantee, and save themselves any worry.

T. H. E.



The Man with the big Coffee business is the Man who sells High-Grade Coffees such as Chase & Sanborn's because Consumers appreciate quality and uniformity in their Coffee probably more than in anything else.

**CHASE & SANBORN**  
Importers MONTREAL

## The Lime Juice with a Reputation

The Lime Juice that people ask for and that sells itself .

# “MONTSERRAT”

the finest Lime Juice in the world.

“MONTSERRAT'S” sales keep pace with “MONTSERRAT'S” reputation. Have you stocked up yet to meet this summer's demand?

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CANADIAN AGENTS,  
NATIONAL DRUG & CHEMICAL CO., OF CANADA, Limited

# PACKARD'S "SPECIAL" SHOE DRESSINGS

UNEXCELLED FOR QUALITY  
EVERY PACKAGE GUARANTEED

**Box Calf Combination** For Ladies' and Gents' Box Calf, Vici Kid and all Black Shoes.

**Russet Combination** For all kinds of Russet and Tan Boots and Shoes.

**Ladies' Special** For Ladies' and Children's Fine Boots and Shoes.

**French Glycerine** To retail at 10c. For Ladies' and Children's Shoes.

**Black O** A Black Liquid and Paste combined to retail at 10c.

**Tan O** A Tan Liquid and Paste combined to retail at 10c.

**Patent Cream** For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

**Special Paste** In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

FOR SALE BY

ALL WHOLESALE GROCERS  
AND JOBBERS

MANUFACTURED BY

**L. H. Packard & Co.** Limited

PACKARD BUILDING  
9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF  
HIGH-CLASS

SHOE DRESSINGS



# NEW TEAS

*Now in Stock*

The famous "OWL CHOP" and "BEAVER" Brands of Japan Tea, **Crop 1908**, are now in store.

We defy competition on above for **PRICE AND QUALITY**

**We Quote**

"Owl Chop,"	Extra H/C	80 lbs.	-	-	<b>39c.</b>	lb.
"Owl Chop,"	A1	" 80 "	-	-	<b>37c.</b>	"
"Owl Chop,"	No. 1	" 80 "	-	-	<b>33c.</b>	"
"Owl Chop,"	No. 2	" 80 "	-	-	<b>30c.</b>	"
"Beaver,"	A1	" 80 "	-	-	<b>39c.</b>	"

5 H/C or more, 1c. lb. less, delivered any railway station in Quebec and Ontario.

These are the best values offered on the Canadian market in Japan Teas.

We can prove it.

**Ask for Samples**

## 1908 CANNED GOODS 1908

We can now quote on **FRUITS, VEGETABLES and MEATS**

**Prices Satisfactory**

**Quality and Full Delivery Guaranteed**

Communicate with us—

— **PROMPT SHIPPERS** —

**L. CHAPUT, FILS & CIE,**

**Wholesale Grocers  
and Importers**

**2, 4, 6 and 8 DeBresoles Street**

**- MONTREAL**

## O'MARA'S HAMS

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

**JOSEPH O'MARA**

PORK PACKER

PALMERSTON, - - - ONT.

## New Butter

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

## New Cheese

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

## New Hams and Bacon

Always new, because we keep no old stock.

**F. W. Fearman Co.**

Limited

Hamilton, Ont.

Sell the Best



"Canada First"

Brands  
 Evaporated  
 Cream  
 and  
 Condensed  
 Milk

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed by

**The Aylmer Condensed Milk Co.**

Limited

Factory, Aylmer, Ont.

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

## CHEAPER and BETTER

than any other meat on the market. In a nutshell, that's the reason for the great success of

**Ryan's** SHORT ROLL BACON

It is tasty, tender, delicious! Made only from really carefully fed young hogs in perfect health.

ASK TO-DAY FOR PRICES.

**The WM. RYAN CO.**

LIMITED

70-72 Front Street East

TORONTO, - ONT.

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Montreal, June 18.

It was observed some time ago that the consumption of cheese in England was falling off. At first the Canadian shippers were somewhat skeptical regarding such a condition but substantive evidence has arrived in this country which goes to prove that such is really the condition existing in England.

The Englishman is very constant in his tastes and distates and cheese has always been one of the foundation stones of England's dietary programme.

Exporters here have been paying, locally,  $\frac{1}{2}$ c to  $\frac{3}{4}$ c per lb. more than can be bought in England. With not any too roseate an outlook for the future there is the comforting assurance that the other sources of cheese in England will fall off somewhat before long. Although the demand is not very large at present when a shortage prevails it is expected the Canadian shippers will get a chance if their supply is equal to the demand and they may be in a position to dictate prices. Up to the present time the receipts of cheese have been disappointing which is due primarily to a shortage of the milk supply. By this it must not be taken that each individual cow is not doing its duty, but there is a decided shortage of cows. With all these disadvantages it is fair to say that the yield according to the means available will be ahead of last year. The attractive prices which the Australian and New Zealand houses are offering is diverting attention from the Canadian product. Advices from the Old Country report small stocks. So a little preparation and waiting by Canadian shippers may result. In view of the above outlook, which is rather on the optimistic side, the words of a gentleman recently arrived from England sound decidedly pessimistic when he states that "the glory of the cheese trade in Canada has departed and that it has seen its best days." This gentleman claims that the New Zealand exporters were getting the best of the market owing to closer application to the English requirements. While perhaps this may be a too pessimistic view of the situation it may be said with perfect certainty that the Antipodean exporters would become a very serious menace to the Canadian trade if a certain degree of carelessness of the English requirements which has crept into the Canadian trade were not eliminated. One peculiar incident in the cheese trade may be noted and that is, the loss of 1,800 boxes which were going to the English, without affecting the market in the slightest degree. This fact goes

to show that the supplies in England must have been ample and it is also significant that Canada so far has shipped very little, therefore, New Zealand is keeping her so well supplied that large amounts can disappear indiscriminately without affecting the market. This fact certainly contains a warning to the Canadian shippers. Shipments of cheese from Montreal during the last week were 52,881 boxes as compared with 44,555 boxes for the previous week and 73,279 boxes for the corresponding week of last year.

The butter market has been rather featureless during the week with the exception of the fact that a large order from England arrived which immediately advanced the market  $\frac{1}{4}$ c to  $\frac{1}{2}$ c and put the market beyond any export busi-

ness. This condition of affairs is unfortunate because this immediate stiffening of prices will drive the English buyers off instead of cultivating the English market. Prices range around 22 $\frac{1}{2}$ c to 22 $\frac{1}{4}$ c. Exports for the last week amounted to 1,874 packages as compared with 1,522 packages for the previous week. Total shipments since May 1, 3,396 packages as compared with 295 packages for corresponding period of last year. The above record certainly compares very favorably with last year and it seems regrettable this record cannot be maintained.

Receipts for the week ending June 13, 1908, were 18,956 packages against 15,424 packages for 1907 for the same week. For the year 1908 up to date, 56,039 packages as compared with 71,939 packages for corresponding period of last year.

## THE PROVISION SITUATION

Toronto, June 17.

There is little new to report in the situation among Canadian packers this week. The British market is holding its own and exhibits no notable features. It still continues well stocked with Danish bacon and consequently offers no lively demand for the Canadian product. Last week Danish shipments aggregated 42,000, which is about the average weekly deliveries. American shipments, too, were about as usual and in all mounted up to 12,000 boxes.

Under these conditions the Canadian packers have not kept very busy supplying the export demand. Some bacon has been going forward, of course, but the shipments have not been at all large.

Local demand, however, seems to be a little more brisk. Packers state that deliveries have been rather more free during the week under review and when it is known that prices offered are from 20 to 30 cents higher than a week ago, it will be seen that something is offering stimulation. Part of this may be accounted for by the fact that a higher American market is drawing off some of the goods which have been coming to this market. It is said, too, that the opening of the north shore district by means of the new C.P.R. line will mean considerable new business in provisions as heretofore shipping facilities to the districts were poor. This will reflect, of course, particularly to the benefit of Toronto packing houses.

Prices offered for hogs this week are \$6.10 f.o.b. and \$6.35 off cars at factory.

Conditions prevalent in the American market are summarized in the following paragraph from the New York Journal of Commerce:

"The past week has witnessed quite a change in the speculative market for hog products. Receipts of hogs were a little lighter and prices higher, but not light, except at the centres where floods have blocked railway transportation. Kansas City being practically shut off. But there has been a great deal of bull talk in the air, notwithstanding stocks are still large and not decreasing to any extent and consumption is still small and not increasing. Shorts have been the chief buyers on the advance, after the packers started it, and the latter have been the chief sellers after it began, looking very much as if they have worked up this boom to sell futures, notwithstanding they are predicting lighter run of summer hogs. Cash demand certainly did not come in at the advance and it looks like a speculative movement, started by the packers and as they are the chief holders of the stock the conclusion is natural that they want to sell and they have been unable to do so.

As to the hog supply there is no evidence that it is likely to run lighter than usual, except that the average weight of hogs is falling off and has been for some time past, indicating premature marketing, as prices of hogs are high and should induce feeding. But corn is relatively higher than hogs and has been for months and this may, together with the Government's overestimate of corn back in farmers' hands, be suf-


**Dairy Butter, Eggs**  
ALWAYS A BUYER AND SELLER  
WHOLESALE  
**GEO. W. PROUT, Winnipeg**

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

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

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

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

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

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

ficient to cause this premature marketing."

**PROVISION MARKETS**

**MONTREAL.**

**PROVISIONS**—The provision market has been more active during the past week and some lines have eased off slightly, among them being hams, while other lines have gone forward a little. Lard in its various forms has advanced from ¼c to ½c per lb. Other lines remain the same as at the last quotations.

Lard, pure tierces.....	0 12	
" " 56-lb. tubs.....	0 13	
" " 30-lb. pails, wood.....	0 12½	
" " cases, 10-lb. tins, 60 lbs. in case.....	0 13	
" " 5-lb. ".....	0 12½	
" " 3-lb. ".....	0 12	
Lard, compound, tierces, per lb.....	0 09	0 09½
" " tubs.....	0 08½	0 09½
" " 20-lb. pails, wood.....	0 09	0 09½
" " 20-lb. pails, tin.....	0 13	0 15
" " cases, 10-lb. tins, 60 lbs. in case.....	0 09½	0 10
" " 5-lb. ".....	0 08½	0 09½
" " 3-lb. ".....	0 08½	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	23 00	
Canadian short cut clear.....	21 50	
American fat back.....	23 00	
Breakfast bacon, per lb.....	0 12	0 13
Hams.....	0 12	0 13
Extra plate beef, per bbl.....	13 00	14 50

**BUTTER**—Butter is arriving freely and the local tendency is firm. The weekly receipts are in excess of the receipts for the corresponding period last year and it may be noted the exports were 1,522 packages against 30 packages for the corresponding period of last year.

Fresh Creamery, solids 1..... 0 22½ 0 24  
pri ts, lb..... 0 22 0 23  
Dairy, tubs, lb..... 0 18 0 21

**CHEESE**—The price of cheese firmed up a little, going ¼c higher during the week at the country boards. The receipts were considerably heavier during the last week than the week previous but were practically 10,000 boxes less than the corresponding week of last year.

Cheese, old.....	0 15	0 14½
" " new, large.....	0 11½	0 11
" " twins.....	0 11½	0 11½

**HONEY**—This market is very quiet but remains firm. Stocks are very light just at present but are sufficient to meet the feeble demand.

White clover comb honey.....	0 14	0 15
Buckwheat, extracted.....	0 09	0 11
Clover, strained, bulk.....	0 10	0 11½

**EGGS**—Eggs are in good supply, arriving freely, the week's receipts being 11,200 cases against 9,060 cases for the same period last year. New laid eggs are a little stronger in price owing to the amount going into storage. No. 2's remain at 14c to 14½c.

New laid.....	0 18½	0 19
No. 2 Eggs.....	0 14	0 14½

**TORONTO.**

**PROVISIONS**—A fair business is being done this week and one slightly improved over a week ago, though trading would be better were there a continued spell of warm weather. Fresh meat is now so high that consumption is very light, and provision men expect a demand for bacon lines in consequence, especially as prices compare so favorably with fresh meat lines. Lard has declined a quarter of a cent and hams are slightly firmer.

Long clear bacon, per lb.....	0 10½	0 10½
Smoked breakfast bacon, per lb.....	0 14	0 15
Roll bacon, per lb.....	0 10½	0 10½
Light hams, per lb.....	0 13½	0 13½

Medium hams, per lb.....	0 13	0 13½
Large hams, per lb.....	0 12	0 12½
Shoulder hams, per lb.....	0 09½	0 10
Backs, plain, per lb.....	0 16½	0 17
" " pea meat.....	18 50	19 0½
Heavy mess pork, per bbl.....	22 50	22 50
Short cut, per bbl.....	0 11½	0 11½
Lard, tierces, per lb.....	0 11½	0 11½
" " tubs.....	0 12	0 12
" " pails.....	0 08½	0 09½
" " compounds, per lb.....	15 0½	15 50
Plate beef, per 200-lb. bbl.....	0 8	0 08½
Dressed hogs.....		

**BUTTER**—A speculative demand keeps up the price of all grades of butter, for the supply is more than sufficient to meet present and immediate demands. Last year money was to be made in butter because very little was made and less packed, so that retailers had to pay big prices during the winter and spring. This year the farmer is making butter and the retailer is buying direct and packing—each of them believing there will be just as much money to be made this year as last. The consequence is that butter that should be around 14c is selling for 19c. One thing is pretty certain, and that is, that prices will be lower during the coming winter than during the past.

Creamery prints.....	0 21	0 23
Creamery solids.....	0 20	0 21
Farmers' separator butter.....	0 19	0 20
Dairy prints, choice.....	0 18	0 19
" " ordinary.....	0 17	0 18
" " tubs.....	0 17	0 18
Bakers' butter.....	0 15	0 17

**EGGS**—A continued firm price rules the market this week. The supplies have declined somewhat and the quality is not up to past years. Some packing is being done, but the high prices prevailing are making dealers somewhat afraid. Retailers are not buying eggs direct, as they are butter, preferring to trade with a dealer who candles his eggs. Prices are expected to be easier before another week comes round.

Eggs, new laid.....	0 17½	0 18
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**CHEESE**—Old lines are a little firmer, but speaking generally the market is rather light. New cheese is slightly easier and the offerings are increasing somewhat.

Cheese, large, prim: old.....	0 14	0 14
" " new.....	0 12	0 12½
" " twins, new.....	0 12½	0 12½

**POULTRY**—A quiet market prevails and until the warm weather is over no great business will be done. Very little dressed fowl are offering, dealers preferring to handle live birds on account of the difficulty in keeping dead fowl. The quotations below are for live weight.

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

**WINNIPEG.**

**BUTTER**—The local market is still in very unsatisfactory condition owing to cutting in creamery butter and over-supply of dairy. Produce buyers are offering 17c per lb. for No. 1 and 14c for No. 2 f.o.b. Winnipeg.

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

<b>CHEESE</b> —		
Manitoba, per lb.....	0 12½	0 12½
Ontario.....	0 13½	0 13½

..... 0 13 0 13 1/2  
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 ..... 0 09 1/2 0 10  
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## CLARK'S SPECIAL OX-TONGUE CAMPAIGN

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

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

Be prepared for the demand this will create.

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

**WM. CLARK**  
 Manufacturer  
**MONTREAL**

## YOUR CUSTOMERS' CONFIDENCE

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

## HEINZ 57 VARIETIES PURE FOOD PRODUCTS

(the kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the 57 VARIETIES are such good business builders.

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

**H. J. HEINZ COMPANY,**

New York      Pittsburg      Chicago      London

# Royal Salad Dressing

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

**Horton-Cato Mfg. Co.**  
 Windsor, Ont.

There is only **one**

# BOVRIL

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

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

H.M. King Edward VII.  
 H.M. the King of Spain.  
 H.M. the King of the Belgians.

Supplies can be obtained from—

<b>BOVRIL LIMITED,</b>	- - - - -	<b>MONTREAL</b>
	27 St. Peter Street	
<b>A. B. MITCHELL</b>	- - - - -	<b>HALIFAX, N.S.</b>
	Mitchell's Wharf	
<b>R. S. MOINDOE</b>	- - - - -	<b>TORONTO</b>
	120 Church Street	
<b>W. L. MCKENZIE &amp; CO.</b>	- - - - -	<b>WINNIPEG</b>
	306 Ross Avenue	
<b>A. C. URQUHART &amp; CO.</b>	- - - - -	<b>VANCOUVER</b>
	338 Hastings Street West	

and from all wholesale houses throughout Canada

Perpetually Pleasing to Particular People

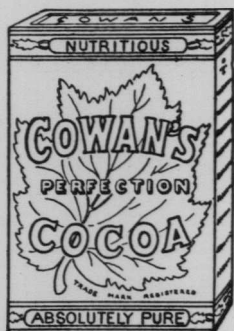
That is why

**COWAN'S**

**Cocoa and Chocolate**

is an "all the year, 'round" seller

No flavor equal to Cowan's



To pull profits—try Cowan's

**The Cowan Co., Ltd.**

CANADA: No better Country



MOTT'S: No better Chocolate

**BUSINESS PROSPECTS ARE GOOD**

There will be more money to buy the best of things.

**Mott's**

"Diamond" and "Elite" brands of

**Chocolate**

will help to make your trade for this household article better. There is nothing in the chocolate line better or more profitable to sell.

FOR SALE BY ALL JOBBERS.

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Letters Patent

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

**NELSON'S**

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

**Nelson's** Gelatine and Liquorice **Lozenges**

**NELSON'S SOUPS**  
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

**GORDON'S GRANULATED GRAVY**

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

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
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The Wiseman Ashley Co., Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.



**"It's All in the Shreds"**

The original and only "hard times" food is

**Shredded Wheat**

because it restores confidence and is the only substitute for heavy meats and other expensive foods, furnishing more real nutriment with less tax upon the digestion and the pocket book.

It is a "good times" food for the grocer because it yields a good profit all the year round—in good times and bad times. The cleanest, purest, most nutritious cereal food made in the world. Tell your customers about it.

**The Canadian Shredded Wheat Co., Ltd.**  
Niagara Falls, Ont.



# THE FLOUR AND CEREAL MARKETS

Flour Generally Dull, With No Brighter Outlook—Cereal Business Fair—Lower Prices Allow Larger Export Business.

Continued large offerings of grain, with little demand have served to keep the markets dull in nearly all lines during the week. Farmers are taking advantage of the fine weather and a time when their summer's work is pressing them a little less heavily and are bringing in large quantities of grain. While prices offered for this are low, they seem quite ready to dispose of what grain they have.

With the light local demand millers generally are not at all active and at present there is apparently no outlook for brisker business. Prices to the retailer in all lines are unchanged from last week.

The one redeeming feature of the situation is that the lower prices of the last couple of weeks are allowing of considerable export business. Shipments of both flour and oatmeal of some quantity have been made to Great Britain this week, and at present prices demand from overseas points is better.

## MONTREAL.

**FLOUR**—The local market is very good, a fair volume of trade passing, which is made up of small-sized orders. Prices remain the same as at the last quotation. Enquiries from the country may be said to have been somewhat brighter during the week. It is thought the volume of trade and prices will remain fairly constant for some time.

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

**FEED**—the supplies in hand are limited among city dealers, but are sufficient to meet the small demand. Considerable care seems to be exercised in buying ahead, as the present trade passing does not warrant much speculation. Prices remain the same as at last quotation.

Ontario bran.....	23 00 24 0
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
" bran.....	23 00
Moullie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

**ROLLED OATS**—The market is firm and prices remain the same.

Fine oatmeal, bags.....	3 27
Standard oatmeal, bags.....	3 2
Granulated ".....	3 20
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 95 1 70
Rolls oats, 90-lb. bags.....	3 60
" 90-lb. bags.....	2 75 2 80
" bbla.....	5 85 6 25

## TORONTO.

**FLOUR**—The market is dull, with little local demand and little interest generally. Prices remain on the same basis as a week ago. Local firms have been doing considerable export business during the week.

Manitoba Wheat.	
60 per cent. patents.....	5 30
85.....	5 02
Strong bakers.....	4 89

Winter Wheat.	
Straight roller.....	3 90 4 00
Patents.....	4 62
Milled.....	5 00

**CEREALS**—Dealers report local demand as only fair with plenty of grain offering and prices the same as a week ago. Some oatmeal has been shipped to England recently.

Rolls wheat in barrels, 100 lbs.....	3 00
Oats in bags, per bag 90 lbs.....	2 85
Oatmeal, standard at 2 granulated, in bags 98 lbs.....	15

## BEST SEASON FOR QUARTER CENTURY.

### Large Catches in Nova Scotia Fisheries Aid General Business.

The present season is turning out splendidly for the fisheries of Nova Scotia, as is evidenced in the following letter, which came in this week from a correspondent of The Grocer in Halifax. He says: "The fishermen of the province are reaping a bountiful harvest this season. All along the coast enormous catches are being made of mackerel, and on the Banks the catches of cod and haddock are very large. At some points on the coast the mackerel fishing is unprecedented. The buyers of fresh fish have more than they can handle and they have refused to purchase any more. The fishermen, in consequence, have been obliged to salt the fish down. At Arichat and the fishing settlements along Chebucto Bay, the supply of barrels and salt became exhausted, so large were the catches. During the present week nineteen vessels of the Lunenburg fleet arrived at their home port from the Banks, bringing in over 15,000 quintals of fish, valued at nearly \$100,000. The prosperity of the fisheries makes business good all round and the present season so far is the best for a quarter of a century."

## HAVE CONFIDENCE IN YOURSELF.

Don't ask for a position as though you were begging in behalf of a church fair. When offering your services to an employer, remember that you are worth as much to him as he is to you. Prove to him that the salary he pays is a safe investment which will yield liberal dividends.

A young man came into my office the other day, and before I really knew what he wanted I had listened to a most pitiful tale about a crippled father, a sickly mother, and seven younger sisters, all of whom, at that very moment, were home crying for bread. The young man would make an excellent beggar, but an exceptionally weak candidate for a position.

In applying for a position use the tactics of every successful salesman. Be tactful and enthusiastic, and, above all things, don't misrepresent your goods.—H. J. Hapgood.

# PERFECTION

is hard to attain, but we have attained it in the manufacture of soda biscuits. If this were untrue, we should be open to ridicule for having so often stated it. But the moment you put a piece of Mooney's Perfection Cream Soda into your mouth you realize that it is superior to any soda biscuit you ever tasted before anywhere. Try it—we'll leave it to the goods to prove our statement.



## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## COX'S GELATINE

The leading gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox, as PACKED by them.

PURITY GUARANTEED

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

**A MARKET FOR EAST TORONTO.**

**Proposal to Form a Co-operative Association and Erect Large Building.**

A central market for farmers produce is proposed to be located in East Toronto, and the proposition is being much talked about by the merchants of that town. Mayor McMillan is taking

a foremost part in launching the scheme. The plan as proposed is to build a three or four-storey structure in the centre of the town, costing about \$10,000. The front of the lower part would be devoted to three stores, while at the back would be accommodation for horses and rigs and all around would be set apart for market purposes. The upper stories of the building would be devoted to hotel purposes, no liquor, however, being allowed to be sold; that is, there would be a large dining-room on one floor, and above that would be sleeping rooms.

The intention is to form a co-operative association composed of merchants and farmers who will subscribe the stock.

In fact, those behind the scheme say they have enough money now in hand to make a beginning; have already purchased a lot on Main Street on which to erect the building, and have asked an architect to prepare plans.

The proposition is looked upon favorably by merchants in the centre of the town, but those on the leading thoroughfares away from Main Street do not regard it so favorably as they believe it will to some extent take away their trade.

The promoters of the scheme say that if the plan does not go through as a co-operative association they will form a syndicate and carry out their proposition.

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

**MEGS**

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

**SUCHARD'S COCOA**

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

**H. CONSTANT**

First and sole maker in Canada of all kinds of

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

**OPEN TO BUY**

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

C. A. PARADIS, Quebec



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

**DON'T FAIL**  
To send for catalog showing our line of  
**PEANUT ROASTERS,  
CORN POPPERS, &c.**

**LIBERAL TERMS.**

**TRADE NOTES.**

Mrs. Sarah Thomson, general merchant, Buttonville, is dead.

Alex. Mattar, general merchant, Rockland, is offering to compromise.

The assets of Elz. Ouellet, general merchant, Hebertville, will be sold on June 25.

**Keep Posted on Sugar**

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

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

**BODE'S CHEWING GUM**

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

The Ideal  
Conditions  
Under which

**Ridgways  
TEA**

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

**RIDGWAYS LTD., - VANCOUVER, B.C.**

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

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY



WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD

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

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

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

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

## AT LAST NATION'S TON-NIK LEMONADE POWDER

Non-intoxicating but a "pick me up."

Always Ready in 1/2 lb. Tins.

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



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

### BISCUIT CUPS A SPECIALTY.

ICE PIES,  
ICE CORNETS,  
Etc., Etc.

Dealers in Choice Ice Cream.  
Telephone Main 1310.



## WHITE MOSS

has been regarded as the standard cocoanut on the Canadian market for years. This is solely because its many merits, which make it undoubtedly superior to all others.

Send in your order.

**Canadian Cocoanut Co., - Montreal**

### For Summer Trade

You cannot stock up a line which will give your customers greater satisfaction, or yield you a better profit than

#### MACE'S Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Popular price. In great demand.

Secure trial lot from

**A. H. MACE & CO.**  
746 Notre Dame St. West, - MONTREAL



## MILK IS SCARCE——

Fresh Milk is hard to keep right during the hot season. To save complaints suggest to your customers the use of

# Borden's Brands

**"Eagle Brand" Condensed Milk & "Peerless Brand" Evaporated Cream**

These are the most perfect and hygienically pure of all milk products. Every jobber sells them.



(Unsweetened)

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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



The man who  
first tried to  
catch a fly,  
did it without

## Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to-day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

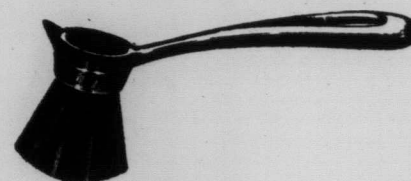
To be obtained from

The National Drug & Chemical Co. of Canada, Ltd.  
Montreal

The Wingate Chemical Co., Notre Dame St.,  
Montreal

or direct from

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



May be retailed for

## 10c.

Our new **BRISTLE SHOE DAUBER** with **tinned metal handle**. Neat in design. Beautifully finished. Every wholesale dealer should handle these. Write for sample and price.

**Stevens-Hepner Company**

PORT ELGIN, ONT.

LIMITED

## EARLY SUMMER REQUIREMENTS

Our traveller will be pleased to call upon you to assist in making up your order for early summer needs. Let us know what you will require, that we may ship early.

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

Wholesale Grocers

THE CANADIAN GROCER



TO THE WHOLESALE & RETAIL GROCERS OF CANADA

Gentlemen,—

We hereby tender you our sincere thanks for your patronage and support during the past season, which has been a very successful one. To save disappointment will you kindly take and make use of a suggestion? Order your next season's Strawberry, Raspberry, Black Currant and Cherry Jam early, as last season we had to turn down over 9,000 cases of Strawberry, 2,000 cases of Black Currant and 1,500 of Cherry Jam, all 5 lb. pails which is the equivalent of 250 tons of our Pure Jams. Prices will be lower on most of our Jams, Jellies and Sealed Fruits this coming Season. We are commencing our pack on June 18th which will be a large one.

Having built a new Boiling Room and fitted it up-to-date with all new appliances, we are in a position to turn out the finest quality of Jams, Jellies, Marmalades and Sealed Fruits it is possible to make.

We are, yours truly,  
and always at your service,

Wagstaffe Limited  
Pure Fruit Preservers  
Hamilton, Canada

## FRUITS, VEGETABLES AND FISH

Immense Quantities of Strawberries Offering—New Peaches, Plums and Apricots From California—New and Old Potatoes—Pacific Coast Fish.

### Canadian Strawberries

are now coming in freely. Can furnish you at lowest market price

**Have to arrive this week**

- 3 cars Florida Pineapples
- 4 cars Cuban Pineapples
- 5 cars 4 Basket Crate Tomatoes
- 2 cars California Fruit Peaches, Plums, Apricots
- 3 cars late Valencia Oranges
- 1 car Medit. Sweets
- 2 cars Watermelons
- 2 cars Bananas

Also lots of other goods. Send in your orders. They will be well looked after.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO



### QUEEN QUALITY PICKLES

Sweet—Mixed and Chow  
Bulk Pickles  
Tomato Catsup  
Worcester Sauce  
Buy and use the best Pickles  
**TAYLOR & PRINGLE CO., Limited**  
OWEN SOUND

The Canadian small fruit season has opened in earnest, and the markets in various sections of the country report great quantities of berries of excellent quality. Toronto and Montreal are receiving Niagara Peninsula berries and those on the north shore will be found on sale in many parts of Ontario before the week is out.

There was a rumor that the crop in Essex County, in the vicinity of the Detroit River and Lake Erie, had been somewhat burnt with too much sun, but reports from other sections say berries are first-class.

California fruit—peaches, plums and apricots—in fancy packages, is arriving and navel oranges have gone.

In the vegetable line, tomatoes continue to hold the strong position. Cabbage is still arriving freely, and new potatoes are much in evidence, though somewhat firmer than a week ago. Old potatoes, too, have firmed up some, the supplies not being so great as a week ago.

Pacific coast fish is now on sale in various parts of the country. The Eastern markets report increased prices in many lines of fish, but in the Western markets the prices are unchanged, and the dried varieties are not offering. Business has been fair and much above the average.

### MONTREAL.

**GREEN FRUITS**—The first car of the season containing apricots, peaches and plums has arrived in the city. Pineapples are stronger this week, having advanced 20c in the minimum, and 10c in the maximum price. Bananas remain steady at \$2 to \$2.25. Canadian strawberries are now being quoted at 12c to 13c per quart, while Marylands remain at 15c per basket. Other lines remain as at last quotation. The demand has been good during the past week.

Bananas, fine stalk	2 01	2 25
Cocoanuts, new, per bag	4 50	4 50
Lemons	1 25	3 00
Navel oranges	4 09	4 50
Florida oranges, box	3 50	3 50
Porto Rico oranges, box	2 50	2 50
Jamaica oranges bbl	4 00	4 00
Valencia oranges	4 00	4 75
Pineapples case	3 00	3 25
Grape fruit box	3 25	3 25
Almeria Grapes keg	6 00	6 00
Strawberries Maryland, qt.	0 12	0 15
Apples	3 75	6 10
Sorrento pears	2 50	2 75
Apricots, 4 bar <sup>s</sup> of crate	2 00	2 50
Peaches	2 25	2 50
Plums	2 50	2 75

**VEGETABLES**—The vegetable market has not presented many new features during the week, everything remaining about the same, with the exception of Boston lettuce, which has gone forward slightly, also new cabbage. Radishes are slightly cheaper. New potatoes have eased off some during the week. Texas tomatoes are now being quoted at \$1 and \$1.25 in 4-basket flat crates. The

demand during the week has been fairly good.

Parsley, per doz. bunches	0 35	0 35
Sage, per doz	0 60	0 60
Savory, per doz	1 75	2 25
Cabbage, bbl	0 75	0 95
Turnips, bag	0 75	1 50
Celery, doz	3 00	3 25
Water cress, large bun. hea. per doz	3 50	3 75
Spinach, bbl	3 00	3 25
Green peppers, crate	3 50	3 50
Boston hot house cucumbers, basket	2 50	3 00
Cal for. ia asparagus bunch	1 50	6 00
Potatoes, per bag	1 05	1 10
Sweet Potatoes basket	3 25	3 25
Beets bag	0 75	1 00
Carrots bag	0 60	0 75
Tomatoes, Florida crate	3 00	3 50
Texas tomatoes 4 basket crate	1 00	1 25
Tomat. ea. hot house, per lb.	0 31	0 31
Spanish onions, small crates	0 70	1 05
" large crates	3 00	3 00
Canadian onions, lb	0 13	0 13
Egyptian onions	0 14	0 14
Boston lettuce, hot house, per doz	1 20	1 20
Radishes, doz	0 35	0 35
Canadian parsley, doz	0 25	0 30
Mushrooms, per lb	0 75	0 75
Horse radish, per lb	0 15	0 15
Beans, green, basket	3 25	1 60
French beans, wax	6 25	6 50
Egg plant, doz	2 50	2 50
California cauliflowers, per crate of 16	4 00	4 00
New cabbage, crate	2 25	2 25
Florida Celery crate	2 75	3 00
New potato vs green mountain b g	1 00	1 00

**FISH**—Fish has advanced in many lines during the last week, with perhaps two exceptions, where there have been declines, one of which is Gaspe salmon, which is arriving freely now, and the price is somewhat easier, having dropped two cents. The other exception is whitefish, which is two cents lower than at last quotation. Haddock, mackerel, B.C. salmon and haddies have advanced from 1/2c to 2c per lb. Oysters in quart tins also have advanced to 40c. The demand during the last week has been fairly good.

### Fresh and Frozen Fish.

Brook trout, lb	0 18	0 18
Haddock, per lb	0 05	0 05
Fresh halibut	0 09	0 10
Mackerel	0 08	0 10
Dore	0 10	0 10
Steak cod	0 07	0 07
Pike, lb	0 04	0 15
Whitefish lb	0 05	0 07
Flounders lb	0 18	0 18
Shad, each	0 75	0 75
Tripe Bass, lb	0 12	0 12
B.C. salmon, lb	0 12	0 12
Qualla Salmon, lb	0 09	0 09
Gaspe Salmon	0 16	0 16
Haddies and Sal ed—		
Haddies box a, per lb	0 67	0 08
Kipp red Herring, 50 in box	1 00	1 00
Yarmouth Bloaters, per box	1 10	1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons	1 80	1 80
Skinless cod, 100 lb. cases	5 10	5 10
Strictly Loneley pure cod, boxes	0 08	0 13
Boneless cod, 10 lb. boxes	0 05	0 05
Boneless fish, 20-lb. boxes, No. 1	0 08	0 08
Boneless fish, 25-lb. boxes, per lb.	0 07	0 07
Engl h trip cod 30 lb boxes per lb.	0 09	0 09
Cod bits 3 lb boxes, per lb	0 07	0 07
Oysters and Lobsters—		
Malpeque, bbl	5 00	5 00
Standards bulk, per imp. gal	1 50	1 50
Standards quart tins, sealed	0 40	0 40
Paper pails, 10 <sup>1</sup> / <sub>2</sub> pint size	1 10	1 10
100, quart size	1 50	1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl	3 00	3 00
No. 1 Mackerel, 20-lb. kits	1 75	1 75
Green cod, large lb	0 04	0 04
Green cod, 1 lb	0 03	0 03
Labrador Salmon, 1-bbls	8 50	8 50

### TORONTO.

**GREEN FRUITS**—Strawberries, loads of them, are on the market this week. They come generally from the Niagara Peninsula, though some few lots are in from Bronte and the district about Oakville. The Canadian berries

FISH

and Aprish.

as been fairly

.....	0 25
.....	0 80
.....	0 80
.....	1 75
.....	0 75
.....	0 75
.....	3 00
.....	3 50
.....	2 50
.....	1 50
.....	1 05
.....	3 25
.....	0 75
.....	0 60
.....	3 00
.....	1 0
.....	0 70
.....	3 00
.....	0 13
.....	0 12
.....	1 20
.....	0 35
.....	0 25
.....	0 75
.....	0 15
.....	3 25
.....	3 25
.....	3 50
.....	3 50
.....	4 00
.....	2 25
.....	2 75
.....	3 00
.....	1 00

ed in many with perhaps re have been laspe salmon. now, and the wing dropped tion is white- ower than at ackerel, B.C. ivanced from in quart tins The demand been fairly

.....	0 18
.....	0 05
.....	0 09
.....	0 08
.....	0 10
.....	0 07
.....	0 04
.....	0 05
.....	0 05
.....	0 08
.....	0 25
.....	0 12
.....	0 12
.....	0 09
.....	0 16
.....	0 67
.....	1 00
.....	1 10
.....	1 8
.....	5 0
.....	0 08
.....	0 05
.....	0 06
.....	0 09
.....	0 07
.....	5 00
.....	1 5
.....	0 40
.....	1 10
.....	1 5
.....	3 0
.....	1 75
.....	0 04
.....	0 03
.....	8 50

Strawberries, market this y from the some few the district dian berries

have entirely displaced the imported variety, and such immense quantities are offering that the price has come down greatly—as low as eight cents being quoted—and the quality is first-class.

California apricots, plums and peaches are arriving, the first ear coming in from Vacaville, Cal., on Monday last. Navel oranges are off the market, late Valencias taking their place. Pines are a little firmer, and watermelons slightly easier.

Oranges, Valencia, cases	4 50	4 90
" Bahamas	2 00	2 20
" Mediterranean sweets	4 00	
" Sorrento, boxes	2 50	
" Messin & Paterno, half boxes	1 50	
" " Ovals	2 00	2 25
" Blood, half boxes	2 00	2 00
" Blood, California	3 25	4 0
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messina, new crop	2 50	3 00
Bahamas, 80's, 95's, 112's, box	2 00	2 50
Apples, No. 1 winter fruit, fancy spics	5 10	
" " " extra	5 50	
" No. 2 " "	2 25	3 00
Bananas J maicos, eights	1 15	1 65
" Jamaica firsts, per bunch	1 60	2 00
" jumbo bunches	2 00	2 25
" " "	2 85	3 50
Pineapples	0 09	0 0
Strawberries, qts., Canadian and imported	0 09	0 0
Rhubarb, Canadian per doz	0 15	0 25
Cucumbers, per sack	4 50	
Cherries California, box	2 50	
Watermelons	0 40	0 10
Limes, per 100	1 25	1 50
Cantaloupes, Mexican crate	8 0	
Grape fruit, Bahama, box	2 00	2 50
Apricots, California	2 50	2 75
Plums, " "	2 25	2 50
Peaches, " "	1 75	

VEGETABLES—Tomatoes continue to arrive freely, almost every day a car load of Texas tomatoes reaching Toronto. Texas Bermuda onions are being introduced on the market, and home grown beets are the new vegetable. Lettuce and cucumbers are easier, and old potatoes have firmed up a little on account of easier accumulated stocks.

Celery, Canadian, per doz	0 10	0 40
Lettuce, imported	1 00	1 25
Lettuces, Canadian, doz	0 30	0 10
Cucumbers, Canadian, per doz	0 75	1 25
Cucumbers imported, per hamper	1 50	1 75
Tomatoes, imported, per crate	1 10	1 25
Mushrooms, per lb.	0 60	
Rutabagas, per doz, Canadian	0 30	
Spinach, Canadian, bush	0 50	0 75
Asparagus Canadian, per basket	2 00	
Beets, dozen each	0 75	1 10
Beets, home grown, doz	0 85	
Egg plant case	3 10	
Beans, wax, per hamper	2 75	
" white " "	1 77	
" lima, per lb	0 60	0 07
Peas, new, hamper	1 75	
New Brunswick Delawares, per bag	1 00	
Potatoes, Canadian, per bag	0 90	
" new, bbl., Virginia	4 00	4 50
" new, Texas bush	1 25	1 50
" Bermudas, per bush	3 00	3 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 15
" per bag	1 45	1 5
" green, per doz., Canadian	0 15	
Onions, Egyptian, per sack	2 40	3 10
Cabbage, new, per crate	1 75	2 00
Carrots, new, imported, per doz. bunches	0 80	1 20
Parsley, per doz.	0 20	0 10

FISH—Very good business was done during the week, and both supply and demand has been more than fair. Prices remain unchanged. Pacific Coast fish is beginning to come in, and bloater boxes are off the market. Mackerel are increasing in receipts on the market.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 05	0 07
White fish, Georgian Bay, per lb.	0 09	
Herring, medium, per lb.	0 05	
Whitefish, Lake Erie	0 10	
Cod, fresh	0 08	
Finnan Haddie	0 07	0 08
Trou, fresh, per lb.	0 09	
Ciscoes, per basket	1 00	
Halibut, fresh caught	0 10	
Shredded cod per doz.	0 90	
Live lobsters	0 18	
Bluefish, small white, per lb.	0 07	
Haddock, fresh	0 06	
Lake Herring, 1 bbl.	3 00	
Sturgeon, per lb.	0 12	0 13
Salmon	0 16	
Mackerel, each	0 13	

**CALIFORNIA**

**Apricots,  
Peaches,  
Plums,  
Cherries.**

Large stock of **Bananas, Pineapples, Oranges** and **Local Fruits for the 1st July, Holiday.**

Toronto Fruit Market opens Monday. Direct telephone connection.

**WHITE & CO., Limited**

Phone Main 6565

TORONTO, CAN.

**That's Why**

You don't find "this" box of St. Nicholas "Fine" and "that" box "Punk"—they're all "Fine"—"that's why" "St. Nicholas" brand is the acknowledged lemon "Standard" in Canada.

*It's Persistent Consistency that Counts*

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

**FANCY RIPE**

**Pineapples, all sizes  
Bananas, fat fruit**

LOWER PRICES THIS WEEK  
also

**FLORIDA TOMATOES, Fine Quality  
CAROLINA STRAWBERRIES, quart boxes**

Send us your orders

**HUGH WALKER & SON  
GUELPH, ONT.**

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

**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

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

**AGENCIES WANTED.**

**WANTED**—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

**FOR SALE**

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

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

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

**A BUSINESS FOR SALE** in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales \$9000 to \$10,000 on a \$2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

**BOOKS FOR THE GROCER.**

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

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

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

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

**TO LET.**

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

**BUSINESS CHANCES.**

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

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

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

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

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

**WANTED.**

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

**PERIODICALS.**

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

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

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

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

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

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

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," **THE CANADIAN GROCER**, Toronto. (176)

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

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

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

**CHERRIES SHIPPED TO ANY ADDRESS.** Correspond with W. T. Riddell, Auburn.

**SITUATIONS WANTED.**

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

**WANTED**—Young man; well educated; five years experience in the grocery business, desires position as travelling representative with wholesale grocery, coffee or tea house; best of references as to character and ability. Address communications P. O. Box 188, Halifax, N.S.

**LOBSTERS GROWING SCARCER.**

A correspondent of the Fishing Gazette on the coast of Maine says "that notwithstanding the statistics of production the men in the business know that lobsters are growing scarcer each year. The statistics of the annual catch do not reveal all the facts. Thirty years ago lobster fishing on the Maine coast was confined to the inside grounds, or from three to five miles from shore. Then only rowboats and sailboats were used and no man could tend more than forty pots. For a pot not only must be lifted each day to see if it contains lobsters, but it must be moved around constantly to find the places where lobsters are plentiful. Today, with gasoline boats, the outer field is used more than the inner field. Some catchers go out as far as fifteen miles and fish in thirty-five fathoms of water. Moreover, a man will tend one hundred pots, owing to the rapid movements of the gasoline boat. Thus the volume of lobsters is kept up by improved methods and increased labor, so the statistics of the annual catch are not proof that the supply is not becoming exhausted."

Ship your  
**DRIED APPLES**  
before warm weather sets in  
**O. E. ROBINSON & CO.**  
Established 1880  
Ingersoll - Ontario

**California Fruits Watermelons**  
**THE DAWSON COMMISSION CO., TORONTO**



In daily demand

## Sardines

are an almost daily requirement these warm days when the June breezes invite to picnics and outings. Nothing is more enjoyable than a lunch of

### "King Oscar" brand Norwegian Sardines

There is a distinct and appetizing flavor about Norwegian Sardines that has made them preferred to French pack by connoisseurs. Try them.

ASK YOUR JOBBER FOR THEM OR WRITE

### J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

# Rowat's

The name Rowat's  
associated with

## Olives

and

## Pickles

has been a guide to every Canadian grocer and consumer. The care that is exercised in the preparation of these goods assures perfect cleanliness, purity, and selling qualities.

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

## Brunswick Brand Unequaled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

## Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

### Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddles and Klippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

## Connors Bros., Limited

Black's Harbor, N.B.

## Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

#### OUR REFERENCE :

Crown Bank, or any mercantile agency.

#### AUCTION SALES

Monday, Wednesday and Friday,  
at 2 p.m.

Also every morning at eight o'clock during berry season.

## FACTS ABOUT GROCERIES

Useful Information for Grocers and Clerks Regarding the Goods They Sell—  
Something About Cotton Seed Oil and Its Products.

A thousand things pleasing, useful, meritorious and highly prized in the mechanics and arts have within the past thirty years emanated from the frowsy cotton seed, at one time considered practically useless by the cotton growers in the Sunny South. Step by step have these things been attained. Days and months have the chemists toiled to reach the goal of success. Millions of dollars were expended to extract the virtues that were known to exist in the little brown embryo that ignorance wasted and continued blindly wasting until science intervened and turned the river of waste into a sea of gold.

Columbus found cotton in use by the natives when he touched America's shores in 1492. Cortez mentions it as being rudely manufactured into cloth by the Mexican Indians.

The snow-white bolls were found growing wild in Texas and the lower Mississippi Valley as early as 1536. Virginia colonists cultivated it as long ago as 1621. No one dreamed then that it would be a world commodity—no one thought of the value of the seed.

Contrasting the wastefulness of those days with the economies of the present, and the various uses to which the seed and its component parts are put, is the purpose of this article.

The enormity of the sum that is now obtained from a material that thirty years ago was deemed of small consequence, is scarcely comprehensible. Some idea of this can be gained from the fact that one company alone, with a chain of factories in various States, exports annually cotton seed oil and its products to the value of \$50,000,000.

From the cotton seed come compound lard, cooking oil, salad oil and soap oil, chemically pure, nourishing and healthful.

The lard is recognized as a mixture of cotton oil and beef stearine, and produces a vegetable product that is unequalled.

Having the indorsement of leading physicians, the cooking oil, which is made strictly without smell or taste, ranks high for the use of persons suffering from indigestion or weak stomachs.

Prior to the enactment of the United States Pure Food Law cotton seed oil was exported in large quantities and returned to America as olive oil, having had 20 per cent. of olive oil mixed with it, and then sold at the price of pure olive oil. The profit to the adulterators on the other side was enormous, as the cotton oil sold for 46 cents a gallon, as against \$2 a gallon for olive oil.

Pure cotton seed oil, as obtainable today under the protection of the Pure Food Act, is preferred for salad purposes to olive oil, it being readily assimilated and of lasting benefit to weak stomachs.

Stearine, which comes from the pressing of salad oil under ice, is a natural butter by its consistency and taste. Nearly all of this is sold in Holland to manufacturers of butterine, who ship it to England, where it has a large sale.

Toilet soaps of the highest grade, the use of which imparts to the flesh the softness and smoothness of the babe's cheek, are made of oil from the seed that was thirty years ago looked upon as worthless.

Cotton seed meal with its agreeable nutty flavor, is, from the agriculturist's point of view, the most important, because it has proved the best food for live stock. It enriches the product of the dairy and imparts to the cattle the smooth, sleek, glossy hide so highly prized by dairymen who take pride in the appearance of their stock.

Thousands of tons of cotton seed meal are used annually by tobacco growers and planters in the Connecticut Valley, New England States, Pennsylvania, Virginia and wherever the prized weed is cultivated.

A fine, light-colored leaf that commands the highest price results from the use of the cotton seed meal, and the most successful tobacco growers sow prime cotton seed meal on their land broadcast immediately after ploughing. —New York World.

P. T. Strong, of the Dominion Molasses Co., Halifax, was in Toronto a couple of days last week on a business trip.

Handle

# OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

## CLAY PIPES

A perfect article. Sell it  
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Display a Few Boxes of the  
**5c. CHAMPLAIN 5c.**  
CIGAR

and watch your sales jump.  
The cigar is right. Your profit is right.  
The Tercentenary is working for your benefit

**JOS. COTE, QUEBEC**

Importer

Established 1887

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

## BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





# WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

**ADVERTISED THROUGHOUT CANADA**

## Queen City Water White Oil

**GIVES PERFECT LIGHT**

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

FOR SALE EVERYWHERE

# Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

# Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

# Royal Sport and Hogen Mogen

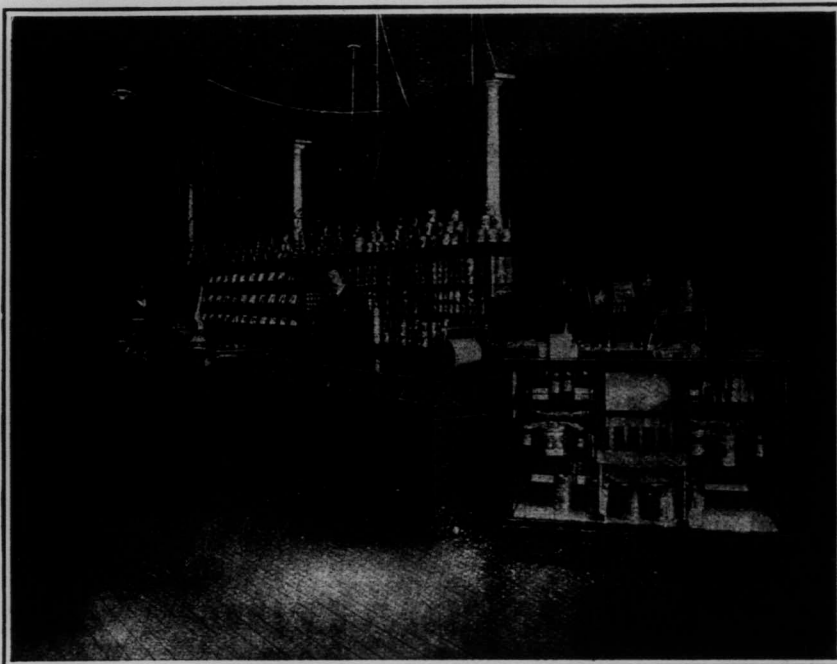
suggest to the fastidious smoker the cigars which are always uniformly excellent. He knows he can depend upon them. That is why it will pay you to stock them.

*WE WILL BE PLEASED TO QUOTE PRICES.*

**The Sherbrooke Cigar Co., Sherbrooke, Que.**

It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

## WALKER BIN FIXTURES



The manager of a large Western Departmental Store shown above writes:—

“They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them . . . We consider the money put into them a splendid investment.”

Write for Illustrated Catalogue: “Modern Grocery Fixtures.”

### The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of  
Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

## IF DROPPING WATER



Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

### ALLISON Coupon Books

eliminate nine-tenths of the cases of friction between you and your customers by removing the cause.

#### THE PLAN

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere. Manufactured by

### Allison Coupon Co.

INDIANAPOLIS, IND.

## PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

### The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

**SIMPLE ACCURATE  
ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton.  
Ont. Send all orders to

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St.,  
OF CANADA HAMILTON, Ont.

## Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

### COUNTER CHECK BOOKS

and make business a pleasure.

**WE MAKE THE MERCHANTS' TAGS**

### The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL  
Canada

REFRIGERATORS  
FOR BUTCHERS AND GROCERS.  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

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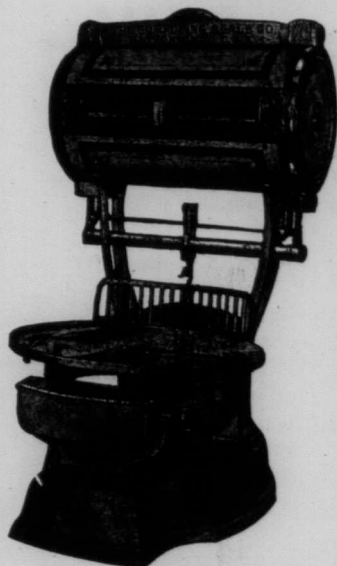
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KS

, Ltd.

## Boston Special

*Absolutely Automatic*



**The Dayton**  
Over 210,000 Scales sold. Are you  
one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

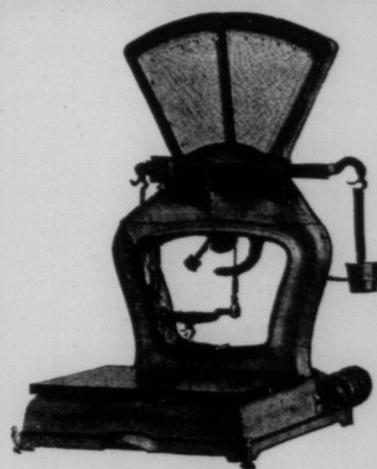
Plate glass platform. Full jewelled Siberian agate and ball-bearings.

**Plain Figures Show Value**

No mistakes or errors are possible. Down weight not possible.

*Pays for itself*

**The Computing Scale Co. of Canada, Limited**  
**Toronto, Ont.**



NO. 70 MODEL

BEFORE  
YOU  
BUY  
A  
COMPUTING  
SCALE

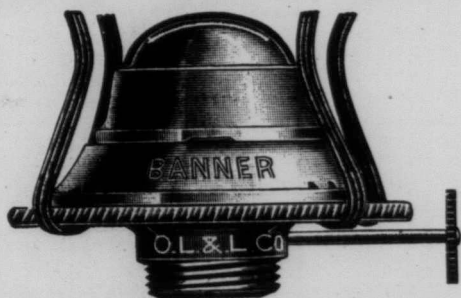
Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

**STIMPSON COMPUTING SCALE CO.**  
**DETROIT, MICHIGAN**

No. 16 St. Viateur St., - OUTREMONT, QUE.  
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.  
" 15 Court House Block, Robson St., VANCOUVER, B.C.  
A. L. DENT, - WOODSTOCK, ONT.

## Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

**ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.**



## The Elgin National Coffee Mills

40 Sizes and Styles

They are the  
**Fastest Grinders**  
**Easiest Runners**

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

**WOODRUFF & EDWARDS CO.**

MAKERS

ELGIN, ILLINOIS, U.S.A.



—BUY—

# Star Brand

COTTON CLOTHES LINES

—AND—

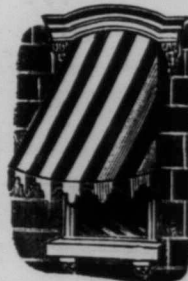
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

## HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

**THOMAS SONNE, Sr.**

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

**Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An**

**"Enterprise" Electrically Driven Coffee Mill**



will save your clerk's time, your customers' time, and advertise your store. Write for catalog describing our various Electric Mills with capacities for granulating from 4 oz. to 9 lbs. of coffee per minute.

The illustration shows our double mill, No. 08712 with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other: at fast speed this mill granulates three pounds of coffee per minute. Fitted with 3/4 h.p. motor for direct current, or 1/2 h.p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

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

## The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-Measuring Oil Tank, but rather how much it is now costing you to be without one.

You have lost enough money to pay for a Bowser many times over. Write for Catalog B, which tells you why you have lost money and how to stop it.

**S. F. BOWSER & CO., Limited**  
66-68 FRASER AVE. TORONTO, ONT.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.



CUT 1—Cellar Tank

SPRAGUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

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

**GET THE RIGHT FITTINGS**

at the right price. Let me quote you on Store Fixtures, Counters, etc., specially designed and made to your order! Write or phone, now.

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

Ridgeway's Collecting Agency  
11 St. Sacramento Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1877.

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

Que  
The  
responsi  
Grocer,

Magical  
1 lb tins, 2 do  
1 lb tins, 3  
1 lb tins 4  
MPE  
Cases.  
1 doz.....  
2 doz.....  
3 doz.....  
4 doz.....



8 lbs.  
Royal-Dime  
" 2 lb. ..  
" 5 oz. ..  
" 1 lb. ..  
" 1 1/2 oz.  
" 1 lb. ..  
" 5 lb. ..  
" 5 lb. ..  
1/2 reals-Wheat  
cent. disco  
CLEVELAND  
S  
Cleveland's-D  
"  
"  
"  
"  
"  
"  
Barrels-Wheat  
cent. disco  
T.  
Crown Brand-  
1 lb tins, 2 doz  
1 lb. " 4 "  
1 lb. " 4 "  
THE RO  
White Swan B  
1-lb. tins, 3-d  
1-lb. "  
1-lb. "  
Kew's xford,  
In 10-box k  
Gillett & Mann

Nelson's-  
Pansy.....  
Shamrock...  
Thistle....  
Daisy.....  
Special 25...  
Bamboo A...  
" B...  
" C...  
" D...  
" E...  
Wheat OS, 1-lb  
" 7-lb  
EBY  
Meat of Wheat  
Wheat OS, 16  
" Pickaninney"



White Swan W  
White Swan Fl  
White Swan Fl  
white  
THE OC  
Perfection 1-1

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...

June 19, 1908

Table with columns: Baker's Powder, Diamond, Imperial Baking Powder, Cases, Sizes, Per doz.

Table with columns: Magic Baking Powder, Cases, Sizes, Per doz.

Table with columns: Royal Dime Baker's Powder, Sizes, Per Doz.

Table with columns: Cleveland's Baker's Powder, Sizes, Per Doz.

Table with columns: Crown Brand Baker's Powder, Sizes, Per Doz.

Table with columns: White Swan Baking Powder, Sizes, Per doz.

Table with columns: Brooms, Various types, Per doz.

Table with columns: Wheat Flour, Various types, Per doz.

Table with columns: White Swan Breakfast Food, White Swan Self-rising Flour, etc.

Table with columns: White Swan Wheat, Flaked Rice, Flaked Peas, etc.

Table with columns: Chocolates and Cakes, Per doz.

Table with columns: Perfection, London Pearl, Unsweetened Chocolate, Plain Rock, etc.



Table with columns: Royal Navy, Diamond, Unsweetened Chocolate, etc.

Table with columns: Agents, O. E. Colson & Son, Montreal; In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.

Table with columns: Borden's Cocoa, Limited, Agents, Toronto; 10c. tins, 4 doz. to case, per doz.

Table with columns: John P. Mott & Co., R. S. McIndoe, Agent, Toronto; Arthur M. Loucks, Ottawa; Jos. E. Huxley, Winnipeg; R. J. Bedlington & Co., Calgary, Alta.

Table with columns: Mott's breakfast cocoa, No. 1 chocolate, Navy, Vanilla sticks, etc.

Table with columns: Walter Baker & Co., Limited, Premium No. 1 chocolate, Breakfast cocoa, etc.

Table with columns: Caracas Sweet chocolate, Auto Sweet chocolate, Vanilla Sweet chocolate, etc.

Table with columns: Soluble cocoa, Cracked cocoa, Caracas tablets, etc.

Table with columns: Coconut, Canadian Coconut Co., Montreal; Packages, 5c., 10c., 20c. and 40c. packages packed in 15 lb. and 30 lb. cases.

Table with columns: Best Shredded, Special Shred, Ribbon, Macaroon, etc.

Table with columns: Borden's Condensed Milk Co., Wm. H. Dunn, Agent, Montreal & Toronto; Cases, Doz.



Table with columns: Truro Condensed Milk Co., Limited; Jersey brand evaporated cream, Reindeer brand per case.



Table with columns: Coffee, Eby, Blain Co. Limited; Roasted whole or ground, Club House, Nectar, etc.

Table with columns: English Breakfast, Lipton's Special blend coffee, Golden Rio, etc.

Table with columns: Package Coffees, Gold Medal, Cafe, German Dandelion, etc.

Table with columns: Lipton's Special blend coffee, James Turner & Co.; Mecca, Jamaica, Cairo, etc.



Table with columns: Cafe des Epices, Cafe l'Aromatique, Presentation, etc.



THOMAS WOOD & CO. Gilt Edge in 1 lb. tins, Gilt Edge in 2 lb. tins, Canadian Souvenir 1 lb. fancy lithographed canisters

Table with columns: Large size jars, Medium size jars, Small size jars, Individual size jars, Imperial holder



Table with columns: Confections, Cream Bars, Milk Chocolate Sticks, Chocolate Wafers, etc.

Table with columns: Under 100 books, 100 books and over, 500 books to 1400 books

Table with columns: Cleaner, EASYBRIGHT, 1-oz. cans, 6-oz., 10-oz., Quart, Gallon

Table with columns: Vita Pasteurized Extract of Beef, Bottles, 1-oz., 2-oz., 4-oz., 8-oz., 16-oz.

Table with columns: Jell-O Ice Cream Powder, Assorted Case, Chocolate, Vanilla, etc.

Table with columns: Infants' Food, Rob's patent barley, Groats

Table with columns: Flavoring Extracts, Shirriff's, 1 oz. (all flavors) doz., 1 lb. decorated tins, etc.

Table with columns: Fly Pads, Wilson's Fly Pads, 50 loc. packets, \$3 per box, etc.

## A Customer Pleased

**RISING SUN**  **SUN**  
**SUN**  **PASTE**  
**STOVE POLISH** **STOVE POLISH**  
**IN CAKES** **IN TINS**

means a friend for the grocer. It is just as true that the sale of inferior goods in the long run loses friends for the grocer. Then why take chances of losing trade by passing out cheap and inferior stove polishes when the best stove polishes may be sold you at a good profit and help make friends for you every day.

That is a good reason for urging the sale of our very popular RISING SUN Stove Polish in Cakes and SUN PASTE in Tins. Every package is right when you sell it and makes friends for you and for us day in and day out. Just what you want to push. We know you think so.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# ROWLEY'S

## Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and  
**EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

## UNDERDOWN and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

# STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

## THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

Ja  
 BATGER'S WH  
 Agents, Ros  
 1-lb. glass jar,  
 T  
 Prices on ap  
 Compound B  
 12-oz. glass jar  
 2-lb. tins, 1 do  
 5 and 7-lb. tin  
 crate.....  
 7 and 14-lb. w  
 20-lb. wood pa  
 Compound B  
 12-oz. glass jar  
 2-lb. tins, 1 do  
 7 and 14-lb. w  
 20-lb. wood pal  
 Pure Jams—1-  
 gem) 1 do  
 J  
 IMPEI



MacLaren Fr  
 GENE



Assorted Case  
 Assorted Case  
 Lemon (St  
 Orange (St  
 Raspberry (St  
 Strawberry (St  
 Chocolate (St  
 Cherry (St  
 Peach (St  
 Weight 8 lbs. 1



... FOR ...  
**Picnics, Camping, Yachting**  
 ETC.

**BATGER'S**

**LIME JUICE CORDIAL**

IS  
**JUST THE THING**

**ORDER FROM YOUR JOBBER**

AGENTS:  
**ROSE & LAFLAMME, LIMITED**  
 Montreal and Toronto

**Jams and Jellies.**

BATGER'S WHOLE FRUIT STRAWBERRY JAM  
 Agents, Rose & Laflamme, Montreal and  
 Toronto.  
 1-lb. glass jar, screw top, 4 doz., per doz \$ 2 90  
 THOMAS J. LIPTON  
 Prices on application.

**E. UPTON & CO.**  
 Compound Fruit Jams—  
 12-oz. glass jars, 3 doz. in case, per doz. \$1 00  
 2-lb. tins, 3 doz. in case, per lb. 07 1/2  
 5 and 7-lb. tin pails, 8 and 9 pails in  
 crate, per lb. 07  
 7 and 14-lb. wood pails, per lb. 07  
 30-lb. wood pails, per lb. 06 1/2  
 Compound Fruit Jellies—  
 12-oz. glass jars, 3 doz. in case, per doz. 1 00  
 2-lb. tins, 3 doz. in case, per lb. 07 1/2  
 7 and 14-lb. wood pails, 8 pails in crate  
 per lb. 07  
 30-lb. wood pails, per lb. 06 1/2  
 Pure Jams—1-lb. glass jars (16-oz.  
 gem) 3 doz. in case, per doz. \$1 80

**Jelly Powders**  
 IMPERIAL DESSERT JELLY



MacLaren Imperial Cheese Co. Limit d  
 GENFSEE PURE FOOD CO



Assorted Case, Contains 4 doz., \$3.60  
 Assorted Case, Contains 2 doz., \$1.80  
 Lemon (Straight) Contains 2 doz., \$1.80  
 Orange (Straight) Contains 2 doz., \$1.80  
 Raspberry (Straight) Contains 2 doz., \$1.80  
 Strawberry (Straight) Contains 2 doz., \$1.80  
 Chocolate (Straight) Contains 2 doz., \$1.80  
 Cherry (Straight) Contains 2 doz., \$1.80  
 Peach (Straight) Contains 2 doz., \$1.80  
 Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG  
 White Swan, 15 flavors.  
 1 doz. in handsome  
 counter carton, per  
 doz., 90c.



List price  
 'Shirriff's' (all  
 flavors), per doz. 0 90  
 Discounts on ap-  
 plication.

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD  
 LARD COMPOUND.

Tierces... \$0 10  
 4-bbla. .... 0 10 1/2  
 Tube, 60 lbs. 0 10 1/2  
 30-lb. Pails. 2 10  
 30-lb. tins.. 2 00  
 Cases 3-lb. 0 11  
 " 5-lb. 0 10 1/2  
 " 10-lb. 9 10 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, 0 45  
 " " 100 sticks, 0 75  
 Dulce large cent sticks, 100 in box, ....

**Lye (Concentrated).**

GILBERT'S PERFUMED. Per case.  
 1 case of 4 doz. .... \$3 50  
 3 cases of 4 doz. .... \$3 50  
 5 cases or more ..... \$ 40

**Marmalade.**

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars  
 1, 4, 5 and 7 lb. tins.  
 Orange Jelly Marmalade, 1 and 2 lb. glass  
 jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.  
 Pineapple " 1 " "  
 Green Fig " 1 " "  
 Green Fig and Ginger " 1 " "  
 Lemon " 1 " "  
 Grape Fruit " 1 " "  
 Prices and special quotations.

E. UPTON & CO.

12-oz. glass jars, 3 doz. case, per doz. \$1 00  
 Home-made, in 1-lb. glass jars 1 40  
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
 Golden shred marmalade, 3 doz. case,  
 per doz. .... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—  
 1-lb. glass, doz. 1 55  
 2-lb. " " 3 80  
 4-lb. tins, " 4 65  
 7-lb. " " 7 35  
 "Shredded"—  
 1-lb. glass, doz. 1 90  
 2-lb. " " 3 10  
 7-lb. tins, " 8 25



THOMAS J. LIPTON  
 Prices on application.

**Mince Meat.**

Wethey's condensed, per gross net ... \$13 00  
 per case of doz. net ..... 3 00

**Mustard.**

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz. \$1 40  
 " 1-lb. tins, " 2 50  
 " 1-lb. tins, " 5 00  
 Durham 4-lb. jar, per jar. 0 75  
 " 1-lb. jar, per jar. 0 25  
 F. D. 1-lb. tins, per doz. 0 85  
 " 1-lb. tins, " 1 45

**Olive Oil.**

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—  
 Minerva, qts. 1 1/2's ... \$5 75  
 " pta. 2 1/2's ..... 6 50  
 " 1-pia. 2 1/2's ..... 35

**Sauces.**

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and  
 Toronto.  
 1-pint bottles, 3 & 6 doz., per doz. .... \$ 90  
 Pint " 3 doz. .... 1 75

THOMAS J. LIPTON  
 Prices on application.

**Soda.**

COOW BRAND.



Case of 1-lb. contain-  
 ing 60 packages pe-  
 box, \$3 00.  
 Case of 1-lb. (con-  
 taining 120 pkgs.  
 per box, \$3 00.  
 Case of 1-lb. and 1-  
 lb. (containing 30  
 1-lb. and 60 1-lb.  
 pkgs.) per box, \$3 00.  
 Case of 50 pkgs. containing 25 pkgs. 1, per  
 box, \$3  
**MAGIC BRAND.** Per case  
 No. 1, cases, 60 1-lb. packages ..... \$ 3 75  
 No. 2, " 120 1-lb. " ..... 3 75  
 No. 3, " 30 1-lb. " ..... 3 75  
 No. 4, " 60 1-lb. " ..... 3 75  
 No. 5 Magic soda—cases 100—10-oz. pkgs.  
 1 case ..... 2 50  
 5 cases ..... 3 75



THE CANADIAN GROCER



The Canadian house-keeper is wise—

Her demand for

“COW BRAND”  
BAKING SODA

is based solely upon the fact that her experience with all kinds and brands of baking soda has taught her that purity, strength and uniform quality are the characteristics of “COW BRAND.”

The grocer selling “COW BRAND”  
BAKING SODA sells the Best.

Church & Dwight  
MANUFACTURERS  
MONTREAL



“GLOBE” with Porcelain.

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

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

R. CAMPBELL'S SONS

HAMILTON POTTERY  
HAMILTON, ONTARIO

Wholesale. Retail.

AMOUNT:		
Capital Household, 1's and 1/2's	0 38	0 40
Old Country, 1's and 1/2's	0 35	0 50
5 o'clock, 1's and 1/2's	0 42	0 60
H.M.B., 1's and 1/2's	0 75	1 00

Edgway's Standard Bulk Blend in stock  
at all our branches in Canada.

THOMAS  
WOOD & CO.  
Montreal and  
Boston

Wholesale retail  
... 0 50 0 50  
... 0 30 0 40  
All grades—either

CO., LIMITED:	
and 1 1/2	\$0 46
and 3/4	0 33
and 1/2	0 18
and 1/4	0 4
and 1/8	0 45
and 1/16	0 53
and 1/32	0 43
and 1/64	0 38
and 1/128	0 32
and 1/256	0 26
and 1/512	0 21
and 1/1024	0 16
and 1/2048	0 11
and 1/4096	0 06
and 1/8192	0 01
and 1/16384	0 00

150	\$15 00
300	35 00
450	55 00
600	75 00
750	95 00
900	115 00
1050	135 00
1200	155 00
1350	175 00
1500	195 00
1650	215 00
1800	235 00
1950	255 00
2100	275 00
2250	295 00
2400	315 00
2550	335 00
2700	355 00
2850	375 00
3000	395 00
3150	415 00
3300	435 00
3450	455 00
3600	475 00
3750	495 00
3900	515 00
4050	535 00
4200	555 00
4350	575 00
4500	595 00
4650	615 00
4800	635 00
4950	655 00
5100	675 00
5250	695 00
5400	715 00
5550	735 00
5700	755 00
5850	775 00
6000	795 00
6150	815 00
6300	835 00
6450	855 00
6600	875 00
6750	895 00
6900	915 00
7050	935 00
7200	955 00
7350	975 00
7500	995 00

**THE PEOPLE OF JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A word advertisement in the

**KINGSTON**  
**“CLEANER”**

might bring together some who wish for action.

**I. G. STEWART, BATHURST**

**DAKEY'S** The original and only...  
“WELLINGTON”  
KNIFE POLISH

**JOHN DAKEY & SONS, Limited**  
Manufacturers of  
Brazed, Steel, Zinc, Brass, Glass and  
Plat. Steel and Tinware, etc.  
Wellington Mills, London, England  
JOHN DAKEY, Agents,  
154-156 DUNDAS STREET  
WESTMONTREAL.

**INFORMATION**

most years noticeable subject finds its way into the newspapers. The families of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in the Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss a thing. If you want all the pertinent information about a hot subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

**THE CANADIAN PRESS CLIPPING BUREAU**  
10 Front St. East,  
TORONTO.

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

TREAL

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**SALT** nothing but **SALT**

Best brands, Best stocks,  
Best attention and prompt  
shipments,

Prices as favorable as any

**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

We have a few spot goods  
to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's
Squash 3's	Heavy Syrup
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "
Lawton Berries (light syrup) 2's	

**J. H. WETHEY, LIMITED**  
ST. CATHARINES, CANADA

## Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

**Magic Baking Powder**

**Gillett's Cream Tartar**

**Etc.**

**Gillett's Perfumed Lye**

**Royal Yeast Cakes**



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

MONTREAL

VOL. XI

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53 Front