

Western Canada Board of Trade Number

THE CANADIAN GROCER

JUNE 28

1907



FIRST AVENUE, WEST PRINCE ALBERT, SASKATCHEWAN

THE MACLEAN PUBLISHING CO., Limited

Montreal

Toronto

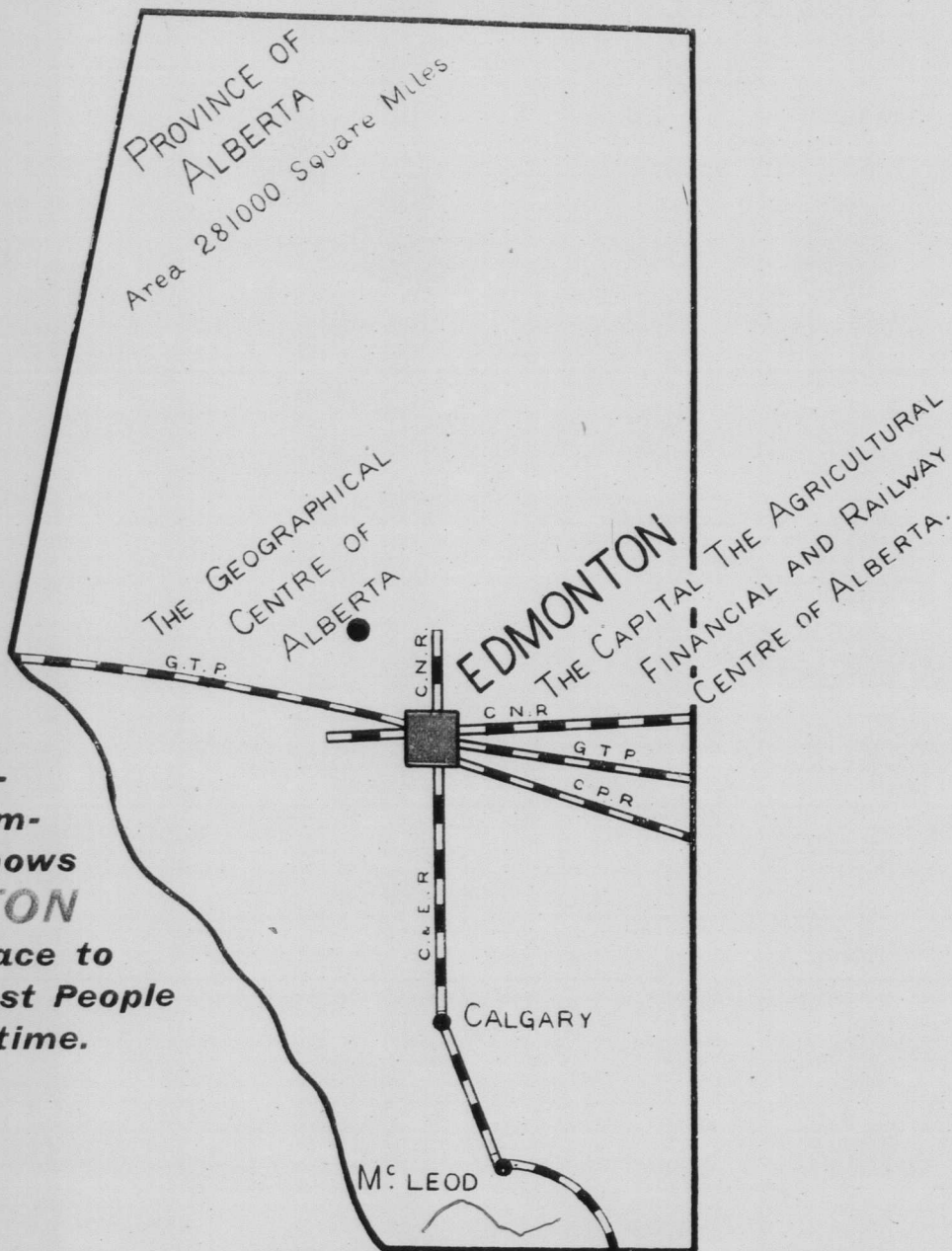
Winnipeg

Wholesale Merchants and Manufacturers of Canada

This Map Shows Why

EDMONTON
is the Place for You to Locate

*To Locate
Your Western
Business Per-
manently, Com-
mon Sense Shows
EDMONTON
to be the Place to
Reach the most People
in the Least time.*



**Write the Secretary, Edmonton Board of Trade, for
Information in Detail**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JUNE 28, 1907.

NO. 26.



As Staple as Sugar.

Keen's Oxford Blue

Is as necessary in every well managed household as sugar. This is due to its being THE BEST laundry blue on the market.

For sale by all jobbers.

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

The hot weather tries the family linen.
The greatest saver of all kinds of plain and fancy linen is

Edwardsburg "Silver Gloss" Starch

Every grocer in Canada knows it to be
Canada's Standard

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1855

65 Front St. East
TORONTO, CAN.

70
MONTREAL, CAN.

St. James Street
MONTREAL, P. Q.

All We Ask You

to do is to test C. & B. goods fairly and impartially against other brands which may be offered you. We have tried to explain to you the many advantages which you can derive from stocking C. & B. Pickles, Jams, Meats, etc., etc. We have tried to convince you of their purity, keeping properties and ready selling qualities, but a trial order of some of the C. & B. staple lines will show you quicker and prove to you conclusively once and for all the absolute truth of every statement we have made in this series of advertisements. No man living ever accomplished anything without a trial and you cannot realize the many advantages of handling C. & B. goods until you have tried them.

CROSSE & BLACKWELL,

LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

SPECIALS FOR THE MONTH



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

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



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

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

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

Stower's
Lime Juice
Lime Juice Cordial.

"Thistle" Brand
Finnan
Haddies.

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

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,
Montreal,

84 Victoria Street,
Toronto.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W. I.

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

REGINA.

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

TORONTO.

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

HALIFAX, N.S.

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

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

VANCOUVER.

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

HAMILTON.

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

TORONTO.

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

WINNIPEG.

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

MONTREAL

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

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

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

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

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

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

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

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

(Continued on page 4.)

**If you are in business to make money
you'll do well to study these lines.**

NEW PACK LOBSTERS—½s flat.

Are now in stock—We have filled our orders booked to arrive and have a few we can offer you at prices below the market. There is a short pack this year, so the man who buys early buys well.

NEW— Our first shipments are to hand, including the well-known
HADDIES THISTLE brand—
We have a limited quantity of 1906 pack, quality guaranteed, which we quote special at \$3.60 c/s.

MAKE A LEADER WITH BISCUITS—

Now's the time they'll sell, when it's getting too warm for the housewife to bake—

TWO LINES of rattling good value are our

Vanilla Bar, People's Assorted, Lemon Crisp, Automobile, at 7½c. lb.
Fig Bar, Raspberry Bar, Peach Bar, 11c. per lb.

Boxes Free. Freight paid on 10-box lots.

For Picnics—Salads, Etc.

You will find a very big demand for

MALT VINEGAR

GENUINE ENGLISH— Reputed pints 95c. doz.
“ quarts \$1.65 “

We carry the finest line of GENUINE ENGLISH MALT VINEGAR in the trade, which we offer in original quarter casks, also 5 and 10 gallon kegs. Send us your order if you want it really good.

SULTANA RAISINS—

For both Grocery and Bakers' trade.

We have just passed into stock a shipment of exceptionally good values.

—Get our Samples and Quotations—

THE EBY, BLAIN CO., LIMITED
Wholesale Grocers TORONTO

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

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

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

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

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

QUEBEC MARKET
Any Important firms willing to be represented in our city would do well by writing to
ALF. T. TANGUAY & CO.,
Commission Merchants and Brokers
Lower Town—In Rear of Quebec Bank
20 YEARS EXPERIENCE.

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

—OFFICES IN CANADA—

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

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



Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

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

BASKETS

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

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

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

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

Write for prices.

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

THE CANADIAN GROCER

A retail grocer doing a large business in one of our eastern cities bought a year or so ago some **Canned Goods** of a **new brand**, because they were **cheaper** than the old established brands.

The quality of these goods may have been fair, although one woman returned a can of Peas and said they were not nearly as good as Simeoe because she had counted the Peas and there were six less in the can.

These cheap Canned Goods were offered to the public at **cut prices**, and were largely advertised. This cheap sale naturally caused a flurry among the Trade, but, as do all such flurries, it soon died out, and the dealers in standard brands found the demand for their goods better than ever.

The **price cutter**, however, **gained for himself** the name of a **purveyor of cheap quality goods**, as **cheap prices** and **cheap quality** usually travel together.

The **demand** for the brand of goods sold at **cheap prices** was practically **killed**, and if information is reliable, **is still dead** as regards that particular territory.

All this is **fact**, not **fiction**.

The moral is, that **it is more profitable to pay a fair price** for an article that can be sold at a good profit, than less money for one that has to be sold at a cheap price.

Buy and sell Canned Goods that are **guaranteed as to quality** by the **Canadian Cannery, Limited**, and that have a **long established reputation**, such as, e.g., "Aylmer," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and "White Rose," etc.

The Wants of Women—Study Them

MR. GROCER ! You may invest more money in your business ; you may advertise the best line of staple groceries on earth ; you may know your trade from beginning to end ; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir, since these facts are indisputable, and since the women of Canada have almost unanimously declared that

OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead**. That much we are positive about. But the particular and economical housewives of Canada are just as positive that

OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand**. The name stands for surety of purity and that palate pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST

The Old Homestead Canning Co.

PICTON, ONTARIO

**ALREADY
THIS YEAR**



BLACK—GREEN—MIXED

The increase in sales is vastly in excess of any like period in the history of the "SALADA" business.

So vastly, in fact, as to convince us that "SALADA" will yet dominate the entire Tea consumption of the country.

We are not only making customers, but friends also, simply because we are servicing the public SO WELL.

Wholesale terms cheerfully furnished.

"SALADA"

TORONTO, MONTREAL, NEW YORK

PHENIX WASHING POWDER

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

Are You Selling PHENIX ?

SOLE CANADIAN DISTRIBUTORS:

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

A Favorite Line for
Summer Trade.

STERLING BRAND PICKLES

Never Disappoint
Your Customers.

MADE IN CANADA BY

The T. A. LYTTLE CO.

Limited

TORONTO, - CANADA



National Licorice Co.
Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

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

When buying your
Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL
TORONTO

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

Specify

"Pansy" and "Daphne"

Brand

Brand

Always of the Highest Quality

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

Agents:

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

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Gesye Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6265

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

THE CANADIAN GROCER

SEASONABLE GOODS

You will find the following lines ready sellers at this season of the year.

Canned and Potted Meats—all kinds.

Canned Fish and Fruits.

Lime Juice and Olives.

We carry a full line of the above goods—all the best brands.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

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

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

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

Windsor Salt

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

*The
"Quality"
Salt*



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

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

St. Charles Condensing Co.

Interesting Facts

I have a Profit Story to tell all live Grocers, and few there are whom it will fail to interest. Your margin of profit depends on judicious buying—the quality of the goods you stock. You should know just why I call



E. D. S. Brand JAMS and JELLIES

the best on the market. Don't swallow the bald assertion. Ask me for the proofs. If they are satisfactory you will stock the E.D.S. brand. If not, you won't. A post card brings the proofs and

THE PROFIT STORY

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

E. D. Smith's Fruit Farms,

WINONA, - ONTARIO



GREIG'S White Swan JELLY POWDERS

FLAVORING EXTRACTS

and
CAKE ICINGS

ALL TRUE FRUIT FLAVORS

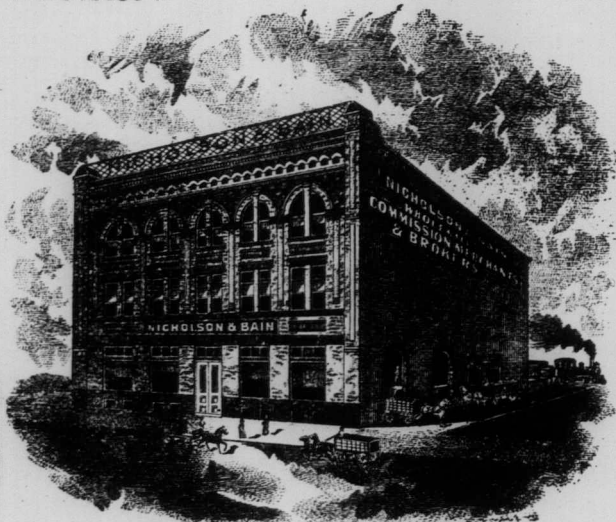
Goods that the most exacting housewife can always depend on. Goods that are absolutely pure and good. Goods, too, that give the dealer a nice profit.

THE ROBERT GREIG CO.,
White Swan Mills Limited
TORONTO

THE CANADIAN GROCER

E. NICHOLSON

CABLE ADDRESS: D H BAIN
NICHOLSON, WINNIPEG.



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



BANNATYNE ST. EAST.
TRANSFER TRACK.

Winnipeg, June 27th, 1907.

CALGARY BRANCH NICHOLSON & BAIN

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

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

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

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

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

A reply from you would be greatly appreciated.

Very truly yours,

NICHOLSON & BAIN,

CALGARY

WINNIPEG

EDMONTON

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 Perfumed Lye

Gillett's Cream Tartar

Royal Yeast Cakes

Etc.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.



Lime Juice

Weather is Here Now

The Lime Juice Cordial

we put up is, we believe, the purest, strongest, best and cheapest on the market. It is of the finest quality, originating in the finest cultivated West Indian limes and remaining through every stage of the process of manufacture.

Kops Lime Juice Cordial

has no flavor of mustiness so much in evidence in some preparations. Ours is guaranteed to retain the rich, luscious flavor of the fruit and its therapeutical properties for any length of time.

Bottles are attractively labelled; will keep uncorked and never become musty.

Isn't this the Lime Juice Cordial you and your customers are looking for?

Send your name for lists, specimen labels, quotations, etc.

KOPS BREWERIES, Sole Makers LONDON, S.W., ENGLAND

CANADIAN AGENTS

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

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

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

NO PREMIUMS

PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

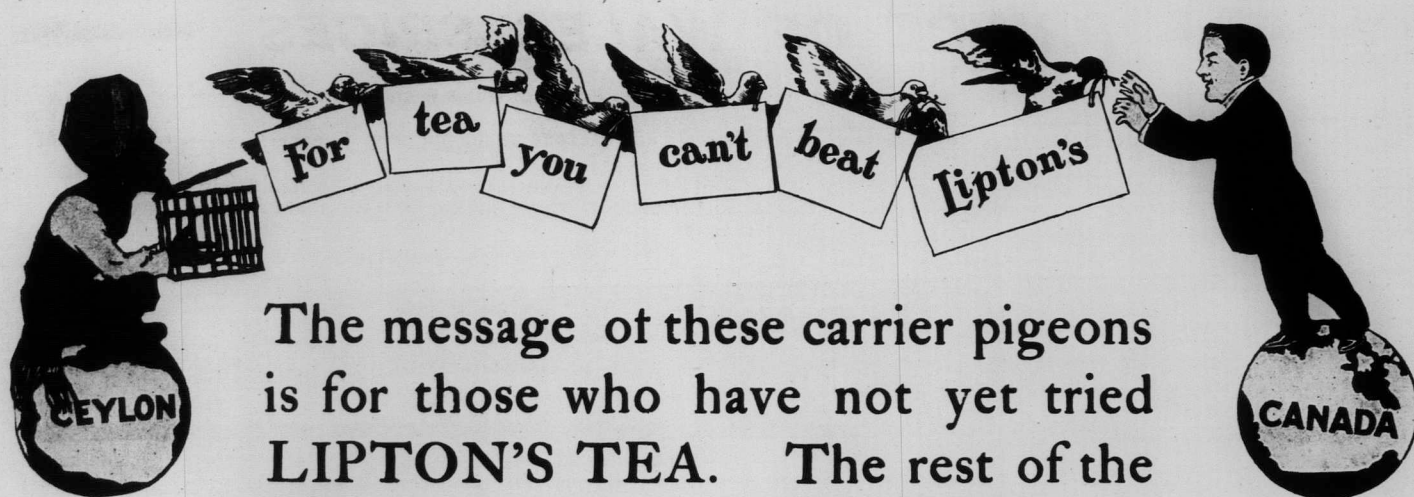
96 St. Charles
Borromee Street,

Montreal

**QUAKER
CANNED
GOODS**

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

THE CANADIAN GROCER



The message of these carrier pigeons is for those who have not yet tried LIPTON'S TEA. The rest of the TEA drinking world knows it.

Years of experience, skilled blending, expert growing, packing by machinery in AIRTIGHT TINS---these are some of the contributing causes to the success of

LIPTON'S TEAS

OVER 1,000,000 PACKAGES SOLD WEEKLY

So great has become the Canadian demand for the LIPTON PRODUCTS that we have established a complete warehouse and office at

75 Front Street East, Toronto

where a very able staff will fill your orders speedily and carefully.

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

THOMAS J. LIPTON

THE CANADIAN GROCER

PRINCE OF WALES SPICES

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

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

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

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

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined

Sugars

Molasses

Walnuts

Almonds

Filberts

Raisins

Currants

Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

A Canner That Cans for \$30

Our easily-operated Canning Machine preserves fruit and vegetables.

Can your goods and sell at big profits.

Canners cost from \$30 to \$90 and pay for themselves in short season.

Are you interested?

Write at once for descriptive booklet.

The Modern Canner Co.,

Canadian Branch, St. Jacobs, Ont.



Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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

We Welcome Our Friends to
Retail Grocers' Convention at Hamilton

July 2nd, 3rd and 4th---and will appreciate a call

Tartan
BRAND
SIGN OF PURITY

A full line of Camping Supplies and

New Lobsters, 1/2s and 1s

New Lobsters, 1/2s in glass

Leard's Chicken, whole 5-lb. tins
One roasted chicken in each tin

Raisins—The biggest snap on the road

High Grade Berry, Bar and Cereal Sugar
in 5-lb. bags. Ask for it.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Long distance phone 596 free to buyers

**IN HOT
WEATHER
SELL
COOLING FOODS**



OUR BEE JELLY POWDER

IS JUST THE THING

In large and Increasing Demand

Six Assorted Flavors put up in Cartons to Retail
for 25c.

Has the Quality of all our other High Class
Bee products.



Snowdon, Forbes & Co.

449 St. Paul Street

MONTREAL

OF COURSE, YOU CAN SELL

"ROYAL CROWN"

Witch-Hazel

TOILET SOAP

We are advertising it all over Canada.

The C.P.R. supply it in all their magnificent
hotels, on trains and steamers.

We are making people want to try it. And the
soap itself makes them want to buy it right along.

"Royal Crown" Witch-Hazel makes money for
every grocer who sells it.

Write for prices.

The **ROYAL CROWN** Limited,
Winnipeg, Man.

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

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

TO GROCERS

Visiting the Retail Merchants'
Convention in Hamilton
July 2nd, 3rd and 4th.

Come in and see us when in the city.
We can't get too well acquainted.

Our address is

25 Main St. West,
Opposite Public Library

We don't want to talk business; we want
to shake hands with you.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.

LIMITED

Montreal

TO MANUFACTURERS !

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

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

THE CANADIAN GROCER

VINEGAR

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

DO YOU CONSIGN?

**GIVE WATSON, BOYD & CO. A TRIAL
TRINIDAD, B.W.I.**

Best Results Obtained

Prompt Returns

Enquiries Solicited

All Codes Used

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

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

SYMINGTON'S,
EDINBURGH
COFFEE ESSENCE

**ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!**

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

WILLIAM GALBRAITH & SON

Wholesale Grocers

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

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

DO YOU KEEP PROPER BOOKS?

"Any man who fails and who has not for five years before his failure kept proper books, shall be liable to a fine of \$800.00 and one year's imprisonment."

That's the law.

You will notice that the law makes distinctions— it assumes that there is a difference between properly and improperly kept books.

The law distinctly specifies that a man must keep proper books.

* * * * *

Business Systems mean proper bookkeeping.



Business Systems prevent errors creeping in, and make it possible for a man to tell where he stands at a moment's notice.

Business Systems form the line that separates failure from success—show you how everything is going and enable you to provide for any contingency which

may arise.

* * * * *

You can ask us more about this without having to buy.

A post card will bring you detailed information.

BUSINESS SYSTEMS LIMITED
85 SPADINA AVENUE
TORONTO . . . CANADA

861

Mr. Retailer: bear in mind that

Crystal Granulated Sugar

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

MANUFACTURED BY

ASK FOR SAMPLES

The Wallaceburg Sugar Co. LIMITED
WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

THEY MAY

be lower--**the Japan Teas**--but to all appearances and according to reports from the most reliable Houses in that country, **they will not. Would it not be wise for you to buy now? You can have our Condor** at the old prices :---

CONDOR XX	- - -	18½c.	CONDOR X	- - -	30c.
CONDOR XXX	- - -	20c.	CONDOR III	- - -	35c.
CONDOR XXXX	- - -	22½c.	CONDOR II	- - -	37½c.
CONDOR V	- - -	25c.	CONDOR I	- - -	42½c.
CONDOR IV	- - -	28½c.			

They are new crop Teas from Condor IV to Condor I ; the others are the best of last year's **and worth buying at our quotations.**

NEW TEAS Ex. Str. "Monteagle" from Japan :

25 x 40-lb. Boxes Condor I, Japan, at 42½c.

10 x 40-lb. Boxes Condor II, Japan, at 37½c.

29 x 40-lb. Boxes Condor III, Japan, at 35c.

18 H/Chests Blue Jay, No. 1, Extra Choice **Basket Fired** Japan at 27½c.

From Colombo—212 H/C 75-lb. net Ceylon Green

Siftings—a choice liquoring Tea—very cheap at 9c.

COFFEES-- **High Quality---Uniformity---Best Value** have put our Coffees to the front. All our machinery is the most improved, and we turn out perfect goods. **Try them and see for yourself. We can prove what we say---give us a chance to do it.**

Some of our Brands—Whole or Pure Ground

IMPERIAL	- - -	15c.	OLD CROW	- - -	25c.
PLANTATION	- - -	18½c.	V. S. C.	- - -	27½c.
SPECIAL	- - -	20c.	M. C. S.	- - -	28½c.
N. T. S.	- - -	22½c.	CONDOR	- - -	30c.
LA PARISIENNE	- - -	40c.	EMD	- - -	35c.

Madam Huot's Coffee—the Gem—also called the **Rooster Brand**—has no equal.

1-lb. Tins, 32c.

2-lb. Tins, 62c.

Freight paid on 50-lb. Trial Orders.

We pulverize Coffees if you want them that way.

The E. D. Marceau Co., Ltd.
MONTREAL



Just Tear Off the Coupon

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

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

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

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

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

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

The N. K. Fairbank Company
Montreal, Canada

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of pure Food.

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles must cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

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





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

Get them on
your
shelves

The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

GROCCERS

Every Jar of

Scotch

"BALMORAL"

Marmalade

Proves Its Superiority

Get a stock of it.

PRICES FROM

J. W. WINDSOR, Montreal.

"It is the Leader
in Breakfast Foods"

one of Toronto's leading family grocers
wrote to his jobber, in re-ordering

Orange Meat

The only breakfast food that can
truly be said to satisfy young
and old—Its careful preparation
from finest selected wheat, leaves
no room for complaint—

Just now your customers will
find it delicious with early
fruits—

Ask your jobber—

CEREALS, Limited
KINGSTON, ONT.

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

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

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

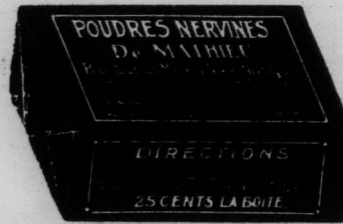
A delicious wholesale golden syrup, extracted from the highest grade Sugar Cane, unequalled in flavor or quality.

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

Free samples given with five case orders

Imperial Syrup Company

88 Grey Nun Street,
Montreal



**Build for
Future Sales**

If an article is not really good no amount of advertising will sell it. That

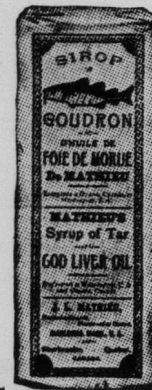
**Mathieu's Nervine
Powders**

do sell quickly and very largely is strong proof that they are good.

Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your stock?

J. L. MATHIEU CO.,
Proprietors, **SHERBROOKE, P.Q.**



Over 6 Carloads

of

Kops Non-Alcoholic Ale and Stout

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

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

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

Kyle & Hooper

Wholesale Agents for Ontario

27 Front St East - - Toronto

**Fill Up Your Window
With It**

100 people pass your store to every one that enters.

Make a window display of **MONTERRAT**. That's the way to let everyone know you have it.

And that's the way to build up a good paying summer trade.

Your wholesaler has

**"MONTERRAT"
LIME FRUIT JUICE**

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

THE CANADIAN GROCER

Established 1898

Northwest Jobbing and Commission Co.

LIMITED

General Commission and Brokerage Agents

LETHBRIDGE - - - ALTA.

Wholesalers and Importers of

GROCERIES, PROVISIONS
FRESH FRUITS, GRAIN BAGS

Buyers and Shippers

GRAIN, MILL STUFFS, HAY

Agents IMPERIAL OIL CO., LIMITED

QUALITY

GRIFFIN'S BRANDS STAND
FOR THE BEST QUALITY
AND SELECTION POSSIBLE
IN MEAT FOOD PRODUCTS

Premier Brand

SUGAR CURED HAMS,
BACON AND BACKS;
GRIFFIN'S PURE LARD IN
SEALED TINS

"Made in Winnipeg"

J. Y. Griffin & Co.
WINNIPEG

Dealers are requested to write for special free deal.



NESTLÉ'S
MILK CHOCOLATE
"RICHEST IN CREAM"

SURPRISINGLY SUSTAINING

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

McLEAN'S
"WHITE MOSS"
COCOANUT



Are You Selling It?

COCOA-MILK-SUGAR

Scientifically blended in powder form tells the story of

"PURE GOLD" Instantaneous MILK-COCOA

Dissolve one heaping dessert-spoonful with hot water in an ordinary size Tea Cup—stir slowly—fill with boiling water, and the result will be a delicious Cup of Cocoa.

No Cream or Milk required.

Sugar may be added if desired very sweet.

No Scum.

No Sediment.

Imperishable in any Climate.

Packed in Tins of about 4 oz.; and Cases three dozen each. Retails 10c. per Tin. Will be quick selling line.

We guarantee every tin, and will accept return at our expense if not satisfactory.

Write us for Sample Case or Sample Tin

PURE GOLD MFG. CO., Ltd.
TORONTO

During the Convention

we will be at our warehouse, 21 and 23 Main St. East, waiting to welcome our customers, and we are looking forward to the pleasure of meeting many old friends, who do not call often enough, and to meeting many with whom we have done business, but not met personally.

The convention will be held within a few steps of us, so no matter how pressed you are for time you can step in.

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

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY

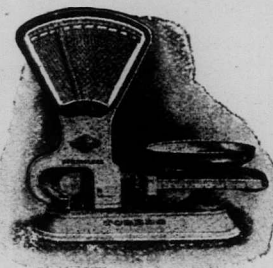
TORONTO MONTREAL

Are You Giving Your Profits Away?

Some Grocers actually do that very thing. They don't mean to, but they do, all the same. The fraction of an ounce to every customer doesn't seem much, but it totals up considerable.

Toledo Computing Scales

will add to the bank account of a Grocer who installs them. Besides, they please your customers better than the old ones. Let us prove just why you should instal our scales at once!



**THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.**

Vinegar—White, Cottell's

The Vinegar that makes Trade and keeps it.

There are other Vinegars on the market, but for purity and delicacy of flavor you'll find none to surpass our

Pure Malt,

For table or pickling. Get a sample lot—NOW.

OUR ADDRESS:

Warner Road, Camberwell, S.E., London, Eng.

NEW JAPAN TEA

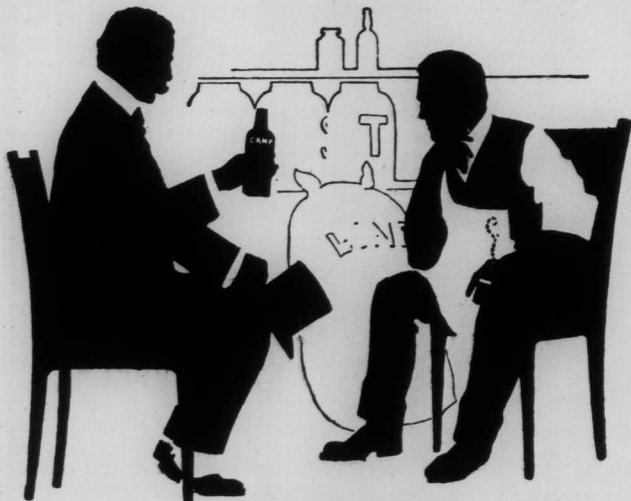
EX. CHOICE

IN STORE

MAY PICKINGS

Look up your stock of Canned Fruits, Dried Fruits, Canned Fish

WARREN BROS. & CO., Limited
TORONTO



It Sells Easily!

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

Stock "CAMP" freely — it pays.

Agents:—Rose & Laflamme, Montreal.

'CAMP'
COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

Mr. Grocer,

If the stuff you sell, labelled shoe polish, destroys the shoes of an entire family you're going to lose that family's trade. Since the market is flooded with fake preparations you ought to push



2 in 1

because it is a shoe shine which actually preserves leather. It contains no chemicals or acids and cannot be applied without adding days to the life of shoes.

Order from your jobber and do not forget to mention
The Canadian Grocer.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada.

Buffalo, U.S.A.

JAPAN TEAS

Second crop season is now on. Standard will be submitted on receipt of application, with prices. Write to-day.

S. T. NISHIMURA, Sole Agent

JAPAN Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

**MATHEWSON'S
RED
VICEROY SALMON**

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



**Pure Food is Essential
to Good Health**

Grocers Buy

**Wagstaffe's Fine
Old English**

Pure Fig and Lemon Marmalade. This is something new — a fine spring tonic. Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:

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

POSITIVE POPULARITY PROOFS

which make

Riverdale Brand

CANNED GOODS

A Standard of Excellence

LOCATION

Ontario's best fruit and vegetable district

SELECTION

The choice of the best from the best

SANITATION

Systematic drainage and an abundance of pure spring water

PROCESS

Modern preserving of the pure and wholesome flavors

ATTRACTION

A dainty label, suggestive of purity.

PACKED BY

The Lakeside Canning Co.

WELLINGTON

LIMITED

ONTARIO



**Diamond Brand
Maple Syrup**

**Twin Block
Pure Maple Sugar**

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

THE CALL OF
THE WEST

It is for manufacturers—
The consumers are there,
and American capital will
seize the opportunity if Can-
adian does not.

Western Canada is calling now for industries as insistently and with as much reason as for the last thirty years she has been calling for settlers to cultivate her fertile prairies. For years the call for settlers went unheeded, but recently it has been answered by an influx of hundreds of thousands of sturdy tillers of the soil who have thus created a new and rapidly expanding market for manufactures of all kinds. Industries are urgently needed at the present time and the business men in the western provinces, being on the spot, are quick to recognize the opportunities offered. Unfortunately, they have not themselves the capital necessary to establish manufacturing industries on a sure foundation and the west must therefore look to the east for assistance. Golden opportunities are presented to the manufacturers who are first on the ground and the commercial history of the next five or ten years will determine whether Canadian business men have that faith in the possibilities of their own country that will induce them to grasp for themselves the business opportunities offered them in the newer Canada beyond the Great Lakes. It will decide whether Western Canada is to be developed by capital, owned or controlled by Canadians, or whether the choicest business opportunities will be grasped by outside capitalists. It will decide whether or not Canadian business men believe in their own country.

The Lesson of History.

Canadians have not always believed in Canada. Witness the indifference and hostility of the great mass of the Canadian people to the building of the C. P. R. It is a well known fact that it was the personality of two or three great men that was responsible for the building of that road. It was built only after a bitter political struggle and it is certain that only a few of those who supported Sir John A. Macdonald and Sir Charles Tupper in the fight for the building of the first transcontinental really had any measure of their enthusiasm and confidence. The personal magnetism of the leaders and loyalty to party—these were the factors that had the most potent influence in securing the support of the vast majority of those who voted for the construction of the C.P.R. The great majority lacked faith in the future of Canada and were wanting in those powers of imagination without which men can accomplish little constructive work.

The First Boom.

A few adventurous spirits moved west while the C.P.R. was building and very soon the hopes of agricultural, commercial and industrial possibilities, which had been responsible for their coming,

became profound convictions and they began to send eastward marvellous stories of the great opportunities in the new Canada beyond the Great Lakes.

Eastern Canadians looked wise and shrugged their shoulders in a knowing way at these stories and found justification for their doubts in the bursting of the boom of the early 80's. For ten years the east lost interest in the west.

But in spite of all discouragements the dauntless spirit of the few whom the prairies had adopted still kept up the propaganda and there still travelled eastward marvellous stories of the fertility of the western soil. A few responded to the call, the two Ontario counties of Bruce and Huron sending their best, but for the most part the invitation came to too cautious or unheeding ears. The eastern farmer refused to credit the stories he heard and laughed at the "western blow" of his



CEMENT BLOCK WORKS, PRINCE ALBERT.
(Courtesy "Advocate," Prince Albert.)

friends who had gone west. So he stayed where he was, in many cases to eke out a scanty existence on a stoney 50-acre farm encumbered with a mortgage, when he could have had for the asking 160 acres of the most fertile soil in Canada.

The Eastern Canada farmer lacked faith in his own country.

In the year 1907 no one now doubts the agricultural possibilities of the west, for they have been proved by a succession of bumper crops and immigrants are pouring in by the thousands to take possession of the land of promise. The appeal to Eastern Canada had for years fallen upon deaf and skeptical ears and in despair the west turned to the United States with the story of Western Canada possibilities. In two years more settlers came from the United States than had come from Eastern Canada in the preceding ten years. The movement once started has gathered impetus with each succeeding year and settlers are flocking to Western Canada from all parts of the world.

What of the Manufacturers?

Will the Eastern Canada manufacturer prove any wiser than was the Eastern Canada farmer from 1885 to 1900? Will he be the first to seize the opportunities offered him by the growing western market, or will he wait until the American has shown him the way. The manufacturer who gets in first will control the trade of the west and grow up with the country.

A number of western centres present strong claims upon the serious attention of the eastern manufacturer. They offer a large and rapidly growing market for the finished product, cheap power, abundance of raw materials, good transportation facilities for the assembling of raw materials and for the distribution of the finished product—all of these advantages are offered in greater or less degree by the various western centres having claims upon the serious attention of manufacturers who are looking to the west for the expansion of their business.

The wise manufacturer will investigate these claims; for the west will not always be content to send its raw materials thousands of miles eastward and bring them back as manufactured goods. Goods "made in the west" will be popular in the west and the manufacturer who first commences to supply

goods manufactured in the west will meet with a cordial reception from the buying public.

American capital has reaped the largest profits from land speculations and there is now very little land remaining which can be obtained by capitalists en bloc; but American faith in the future of Western Canada is growing stronger every day, and there is nothing more sure than that if the Canadian manufacturer does not soon grasp his opportunities, American capital will very shortly build large factories in the farthest west. The west will welcome American capital, but Canadian capital should be the first in the field.

An automatic plant for the making of gallon fruit tins has been installed by the Acme Can Works, Montreal. Another improvement was made in the installation of a plant for the making of solder applied caps.

PRINCE ALBERT

City of opportunity — A story of steady, healthy growth—Big opportunities to-day.

steady, substantial development, and discourage all tendencies towards a mushroom growth.

The Lumber Industry.

Prince Albert to day has a population of about 5,000 and is solidly built, as her people look forward confidently to the growth of a big city. Lumbering is the principal industry and it is a big one. Four large companies are operating at present and the estimated output this year is 65,000,000 feet. Last year the output was 40,000,000 feet, but the milling capacity this year is much greater than last. One mill is to be rebuilt

With its magnificent situation on the south bank of the North Saskatchewan, and surrounded as it is by a stretch of the most fertile land on the continent, it is small wonder that from the early days Prince Albert has been marked as the site of a big city when the time comes for Western Canada to come into its own. The visitor is at once impressed with the grandeur of its situation.

Prince Albert looks to the future, not to the past, but perhaps a brief survey of the history of the town will not be out of place. Long before Wolfe had climbed the narrow path leading to the Heights of Abraham, La Verandrye, the famous venturesome French explorer had explored the valley of the great Saskatchewan River and in 1748 he established a trading post on the site of the present city of Prince Albert. After the surrender of Canada to Great Britain, numerous fur trading companies competed for the trade in the Saskatchewan valley and Prince Albert was the scene of many encounters between the traders employed by the Hudson's Bay Co. and those employed by a rival firm known as the Northwest Fur Co. The Hudson's Bay Co. were finally the victors and for a century Prince Albert was merely one of many fur trading stations scattered throughout the great "Lone Land" of the far north.

Beginning of Civilization.

In 1866 Rev. Jas. Nesbitt, a pioneer Presbyterian missionary from Kildonan, Man., visited the district and founded a mission to the Indians. He was followed by a number of sturdy Kildonan settlers who were attracted by the fertility of the soil in the valley of the Saskatchewan and these formed the nucleus of the extensive and successful agricultural settlement surrounding the town to-day.

It was the first intention of the C.P.R. magnates to build their road through the fertile Saskatchewan valley and to cross the mountains by the Yellowhead Pass. Had this original intention been carried out, Prince Albert would have been on the main line of the C.P.R. and it and Edmonton would undoubtedly have been much larger centres than they are to-day. However, other counsels prevailed, and for a number of years Prince Albert was practically out of the running in the race of the western towns. The few settlers who had moved north remained because of the fertility of the soil, but a new country cannot make progress without railways and for years Prince Albert stood still. Then came the organization of the Qu'Appelle, Long Lake, Saskatchewan Railway, Lake and Steamship Company, which, in spite of the handicap of its unwieldy name, opened a lake and rail route from Qu'Appelle to Prince Albert which did much to open up the district. The Regina-Prince Albert line, now controlled

by the C.N.R., follows much the same route.

Development was slow, however, until the C.N.R. line east from Melfort became an assured fact, but since that



(1) The Lumber Industry, Prince Albert. (2) Millions of Feet of Logs at the Mill. (3) A Record Load. (Courtesy "Advocate," Prince Albert.)

time the growth has been very rapid. But, though rapid, the growth has been substantial. Prince Albert is no boom town; it has never had a single business failure. Its business men believe in

this season to increase its capacity from 5,000,000 feet to 30,000,000 feet, and the total output for 1908 will be at least 90,000,000 feet. Last year 1,800 men were employed in the mills

THE CANADIAN GROCER

and these, with the men employed in the woods, make a grand total of 2,500 directly engaged in the lumbering industry. The monthly pay roll of the lumber industry proper is over \$50,000 and during the summer the sawmills require 20 cars per day to handle their output properly. Under present transportation conditions they do not always get this number, but the figures show the extent and importance of the in-

being floated down the river to the mills.

Other Industries.

Situated as it is in a rich and fertile farming district, Prince Albert is also a flour milling centre of some importance. There are three mills now in operation, with a combined daily capacity of 475 barrels. They are owned and operated by the Hudson's Bay Co.

For a century Prince Albert has been an important fur trading station and the shipments now are more than \$600,000 per year. The Hudson's Bay Co. and Revillon Bros. are the principal buyers and there are three or four other smaller buyers stationed in Prince Albert. The two big companies maintain a string of trading posts extending far to the north and these are furnished with supplies from Prince Albert. During the summer the surplus are sent by barge and during the winter by dog train. During the week of the Board of Trade Convention the first barge of the summer season was sent down the river by Revillon Bros.

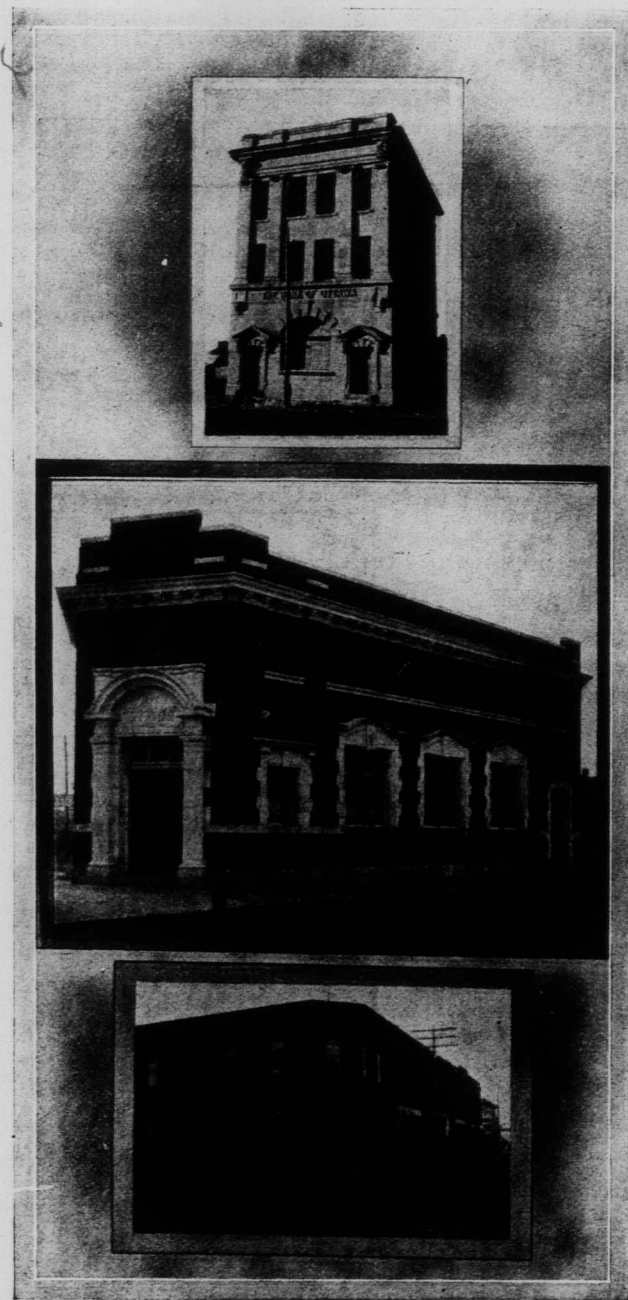
A large brewing plant has been established for a number of years in Prince Albert. It is rebuilding now and its output of beer and soft drinks will be greatly increased. There is also a small packing house which has been in operation for two or three years, but which up to the present has not done any export trade. An infant fishing industry, amounting last year to \$30,000, a pottery, two lime burning yards, three brickyards and two cement block yards about exhaust the list of industries in operation in Prince Albert. It is not a long list but every industry mentioned is prospering and there are undoubtedly openings for several other industries at the present time.

Resources of the District.

Before considering the various openings for industries afforded by Prince Albert the resources of the surrounding district deserve some attention. Reference has been made already to the timber resources. But in the very forefront should be placed the fact that Prince Albert is in the centre of one of the richest mixed farming districts in the world. Northern Saskatchewan is not a prairie country. It is a well wooded rolling country, well watered and with a very fertile soil. Mixed farming and stock raising are very profitable and the district is attracting many new settlers. There is room here for many thousands of prosperous farmers and there is no doubt that during the next few years this district will get them. Wheat is grown successfully at least 150 miles north of Prince Albert and no one knows yet the extent and resources of the vast hinterland to the north. Twenty townships have recently been surveyed and are ready for homesteading. Settlers are taking them up rapidly and, with projected railway extensions, there is no doubt that the immediate future will see a tremendous development in this northern territory. Between Prince Albert and Fort Churchill it is known that there is great mineral wealth waiting for man to exploit it. Coal, iron, cobalt, petroleum and copper are known to be there in vast quantities and it is likely that investigation will result in the discovery of still other minerals. Canadians do not yet realize the vast wealth and wonderful resources of the great north country which for so many years was considered utterly valueless, except for its furs.

Transportation.

The business man is of course keenly interested in the transportation facilities of any town in which he may think of locating. Prince Albert has direct



THREE PRINCE ALBERT BANKS.

Bank of Ottawa. Canadian Bank of Commerce. Imperial Bank.

(Courtesy "Advocate," Prince Albert.)

dustry. The large number of employes and their families are dependent upon Prince Albert for their supplies of all kinds and the lumber industry is indeed the backbone of the town.

Happily it may be depended upon to flourish and grow for an indefinite length of time. The supply of timber is practically inexhaustible, and it is within easy access of the town, the logs

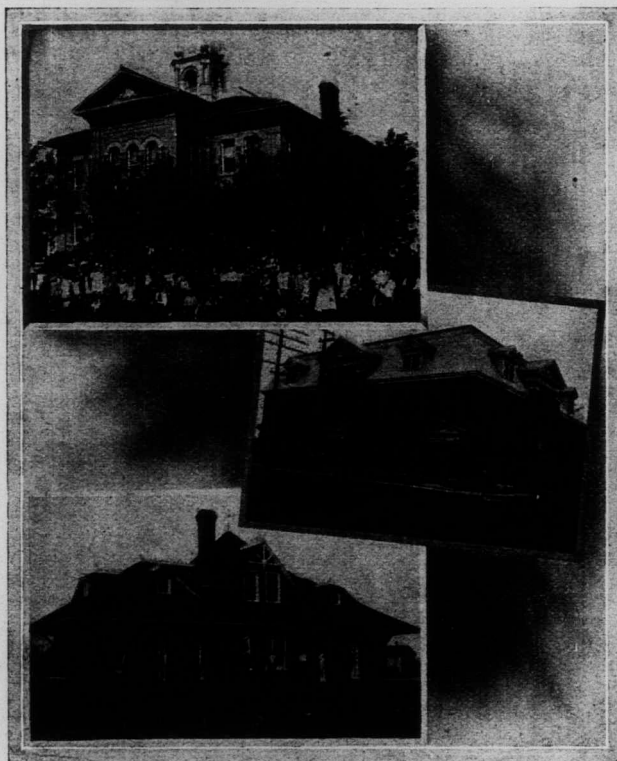
Jos. Kidd, and the Farmers' Milling and Elevator Co. This industry is, however, only in its infancy. The possibilities of Prince Albert as a milling centre are unlimited, for there will always be a large northern trade and, with the opening of the Hudson's Bay route, this city will be a natural centre for the manufacture of wheat into flour for shipment to the European markets.

THE CANADIAN GROCER

communication with Winnipeg and Regina and intervening points by regular freight and passenger service. The C.N.R. are building a railway and traffic bridge across the river and will extend their line to Battleford, thus placing Prince Albert on the most northerly transcontinental line in Canada. The C.P.R., which temporarily lost the Prince Albert trade through the C.N.R. acquiring a controlling interest last fall in the Regina and Prince Albert branch railway, are pushing their line from the east into the city and are also applying for a charter for a line from Regina to Prince Albert. J. J. Hill has a charter for a road from Vancouver on the Pacific coast to Prince Albert. A Prince Albert company are chartered to Fort Churchill. An Edmonton company are applying for a charter via Prince Albert to the Bay, and the C.N.R. have already built about 100 miles of their Hudson's Bay road.

Cheap Power.

A strong committee are at work on a proposition to develop cheap water power. The municipality has secured several sites from the Government and is under contract to expend \$25,000 before November, 1908. Competent engineers have been looking into the project and they have reported that very cheap power can be obtained from the Saskatchewan and its tributaries by a comparatively small expenditure. They report that power can be delivered in Regina at a cost of from \$12 to \$15 per horsepower per annum and that there is practically no limit to the amount that can be developed. The municipality is in earnest about this matter, its best business men are interesting themselves actively in the project and there can be no reasonable doubt that the work will be carried through during the next few months.



PRINCE ALBERT BUILDINGS.

(1) Central School. (2) Post Office and Court House. (3) C. N. R. Station.

Proposed Hudson's Bay Road.

Prince Albert people are enthusiastic in their support of the Hudson's Bay railway project and they have no doubt that their city will be on the direct line of any road built to Fort Churchill. They point to the following table of distances to show the great advantage to the west and to Prince Albert which would follow the building of this road:

From	Miles.
Fort Churchill.....	2,600
Quebec.....	2,600
Montreal.....	2,775
Toronto.....	3,111
New York.....	3,168
Owen Sound.....	3,233
Buffalo via New York.....	3,518
Prince Albert via Ft. Churchill..	3,200

There are openings for branch wholesale houses and factories at the present time which deserve the serious attention and consideration of Canadian business men. The northern Saskatchewan market is growing at a very rapid rate and the advantages of supplying a market from a base near at hand are sufficiently obvious.

A big pulp and paper mill would find a splendid opening in Prince Albert. At its very door are almost illimitable supplies of pulpwood, and the market for building paper, to say nothing of the finer grades of paper, is a tremendous one. At the present time these supplies are brought in from very distant points and a mill located in Prince Albert would have for its market all that vast territory from Winnipeg west to the Rockies and from the U. S. boundary



PANORAMIC VIEW OF PRINCE ALBERT.
(Courtesy "Advocate," Prince Albert.)

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for hundreds of miles northward. It would have an empire for its market.

Prince Albert is in a splendid stock raising country and there is therefore an excellent opening for a large abattoir and packing house with an allied soap factory. The products of the abattoir would find a splendid home market and there is always a strong export demand.

A big foundry and machine shop would make money in Prince Albert. There are four large sawmills in the city now and within a radius of 100 miles there are 30 or 40 more. These are dependent for their repairs on points far distant and a foundry in Prince Albert would have plenty of work from the very first.

The flour milling industry is as yet only in its infancy and there is room for great development. The Prince Albert district produces oats that are the envy

EDMONTON

Distributing centre of a great and rapidly developing territory—The young men's opportunity—Openings for wholesale houses.

By A. G. Harrison, Secretary Edmonton Board of Trade.

The past winter has demonstrated the fact that Central Alberta is a safe district to be located in on account of the abundance of fuel, both coal and wood, and it is apparent that great interest is being taken in this matter by incoming settlers and others. Enquiry shows that the following figures approximately cover the daily output of the coal mines at Edmonton:

posures showing the coal seams to be 28 feet wide. Coal lands are in demand and the output during the coming year will be at least doubled.

That Edmonton, surrounded as it is by very rich agricultural land and underlain with coal, will become a good manufacturing centre in time is a foregone conclusion. With the C.P.R., C.N.R., and G.T.P. railway giving



EDMONTON - Jasper Avenue, Business Street of the Alberta Capital.

of farmers the world over. Why should these be shipped out in their natural state while the people of Prince Albert and surrounding country import manufactured breakfast foods from other centres? Surely there is a splendid opening for a big oatmeal mill.

Industries could be enumerated by the dozen but perhaps a few examples are sufficient. With the vast supplies of timber there is a good opening for a match and box factory. There is clay in abundance for a pressed brick industry and it would find a ready market for its output.

Prince Albert presents many splendid opportunities to manufacturers and there can be no doubt that in the very near future important industries will be started in that city.

Mine	Daily output
Lindsay & Daly	50 tons
Bush Mine	75 "
Brenton Mine	75 "
Humberstone Mine	75 "
John Walter	150 "
Stewart Mine	50 "
Fraser & Freeman	50 "
Baldwin Mine	40 "
Edmonton Coal Co.	75 "
Osborn & Horn	75 "

Total 745 tons

The coal seams have an average width of four to five feet, but at Morinville, 20 miles northwest of Edmonton, the seams are twelve feet wide, and at Goose Encampment, 50 miles up the North Saskatchewan River, there are ex-

freight competition and making Edmonton the distributing centre of Alberta, wholesale houses and jobbing warehouses are assured. At the present time some thirty wholesale houses are doing business out of the city. They control the trade for 200 miles to the east of Edmonton, 100 miles to the south, 250 miles to the west, and 2,000 miles to the north.

Wholesale Control.

It is only recently, however, that Edmonton has felt the benefit of railway competition, and its merchants find that they are able to control the business of central Alberta against all comers. This is due to the entrance of the C.N.R. last year, and will be further amplified by the entrance of the G.T.P. and C.P.R. this year. With dozens of new towns

THE CANADIAN GROCER

and villages springing up in all directions, wholesale merchants have hardly time to put up their warehouses when they are required to enlarge them owing to the increase of trade.

Jobbing warehouse men from St. Paul and Minneapolis are quietly looking over the field and predict a certain future for Edmonton in their line of business. They point out that Edmonton, being in the centre of the province of Alberta, and having railroad competition and being situated in a rich agricultural belt similar to that of the Red River, and which requires no artificial methods to ensure the yearly growth of its crops, has a certainty about it that will, and does, appeal to the average business man.

Big Harvest Looked for.

Many enquiries are made regarding the severe winter and backward spring, but "Sunny Alberta," although getting a touch of each, like the rest of the world, finds that its severe winter was not as bad as at other points and that its spring is earlier than most. Farming operations are being carried on at a lively rate and it is generally predicted that the crop will be harvest-

and it will keep them hustling to keep up with the rapid growth of the district. When towns such as Vegreville, Vermilion, Daysland, Camrose, Stettler, etc., which did not exist a year and a half ago, and whose population now runs from 500 to 800 people each, are being duplicated in all directions, north, south, east and west of Edmonton, it is surely obvious that it is time to take advantage of the situation and be up and doing. Just as the growth of these small towns is rapid, so is the growth of the City of Edmonton. Edmonton controls the wholesale business of such towns and will continue to control it. The more they grow the more Edmonton will grow, and what of the 2,000 miles of country to the north of Edmonton, the big fur country; and what of the British Columbia country to the west of Edmonton, the big mining country? It does not take much foresight to see that Edmonton occupies the same place in relation to these districts as does Winnipeg to the west at the present time. It cannot be impressed too strongly on wholesale men and manufacturers of Canada that they must act quickly if they want to get the trade. They should

early Japanese labor. This naturally affects the tea industry as well as any other. Take silk, for instance, the price of which has advanced much more in percentage than tea, and another cause of the present high price of Japan tea is this year's short crop. Latest advice indicates that this year's crop will be shorter than that of last year. Total of last year's output was much smaller than normal. Then again the demand for Japan teas is increasing rapidly in Manchuria and Siberia, as well as at home. The U. S. market just now is practically bare of Japan teas. All these conditions go towards upholding firm market, and the advance in price is owing to nothing more or less than ordinary conditions in supply and demand.

Another statement in the article is to the effect that the organization was formed to avoid price cutting of late years, but this also seems to me quite contrary to past conditions. It is true that two or three years ago the price of Japan tea dropped to something almost unprecedented, the cause of this being nothing but the ordinary business conditions, and considerable speculation on the part of importers in United States and Canada. For instance, when the



EDMONTON COAL AREAS—The Coal Arch 50 Miles Above Edmonton on the North Saskatchewan. The Seam is 30 Feet Thick.

ed successfully and will show an increase of 10 per cent. over that of last year.

The Edmonton Industrial Exhibition Association will hold their annual fair on the 1st, 2nd, 3rd and 4th of July as usual. It speaks volumes for the growth of the city and country that it pays the association to have four days of sport and exhibits. The attendance in the past has, however, justified this, there being on the grounds each day from 8,000 to 14,000 people. Central Alberta has become very populous during the last three years, and the increase during the last year especially has been marvellous. If ever a country or district offered opportunities for young men, central Alberta certainly does. Not the shiftless class, but young men who will be content to locate permanently and grow up with the country. In five years' time, if steady and industrious, they will be astonished at the prominent place they will have achieved in the town or city in which they may have located.

Manufacturers and merchants who have sons that have been trained in business lines could not do better than give them a start in central Alberta,

not let St. Paul and Minneapolis men occupy territory that obviously belongs to Canadians.

JAPAN TEAS.

To the Editor of The Canadian Grocer.

I noticed in the editorial column of this week's issue an article headed "Japan Teas," and as it seems to me that same is misleading, I take the liberty of calling your attention to a few facts in connection therewith. You mentioned that the consolidation of a great majority of Japanese houses in Japan tends to uphold the high price of Japan teas this year, but this is quite erroneous. The native houses which are affected in this consolidation are only those situated in certain advantageous places in the Province of Shidzuoka to facilitate operation of business in every way economical. The main object of consolidation is to make teas of best possible quality at least expense, and thereby be in a far better and stronger position to meet competition of the present day.

The present high market in Japan teas is not the manipulation of merchants but is owing to advanced prices on all articles of daily necessity and particu-

Japan-Russia war broke out many merchants, both in United States and Canada, bought teas for future supply far ahead in expectation of higher prices in consequence of the war, but this expectation did not materialize, and during the time Japan was engaged in war the production of teas was rather larger than normal. At this same time enormous quantities of Ceylon and Indian greens were brought in, and the market was naturally over-supplied with all kinds of tea with continuous low prices ruling. There never was any price cutting in the sense your statement would seem to indicate.

In conclusion, I may say my reason for drawing your attention to this article is that The Canadian Grocer, with its large circulation, has always enjoyed the reputation of being a strong factor in propounding truth. I therefore, in the interests of the trade generally, beg to present you with the foregoing facts, and ask you under the circumstances to kindly correct same in your next issue, as the impressions you have conveyed in regard to the object of consolidating the Japanese houses is absolutely misleading.

For Shaw T. Nishimura,
W. H. Halford.

THE CANADIAN GROCER

REGINA

Progress has made its home in the Saskatchewan Capital. Great growth of business and industries.

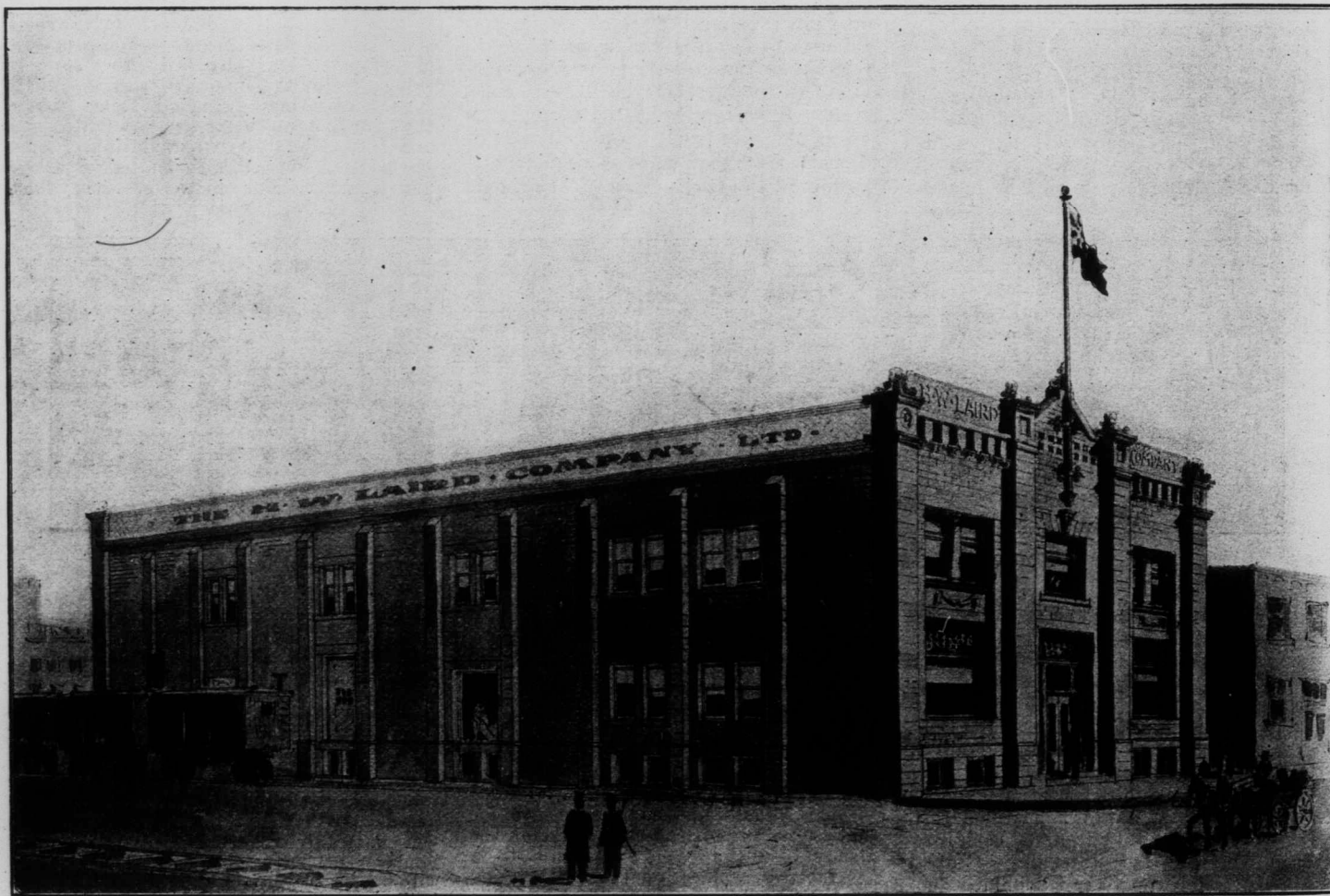
By H. C. Lawson, Secretary Regina Board of Trade

As the capital of a province, which, though still in its infancy, produces 37,040,098 bushels of wheat, 23,965,528 bushels of oats and some two and a half million of other grains, Regina certainly occupies a prominent position. One-tenth of this whole amount is marketed in the immediate district of Regina. The figures published by the statistics branch of the Department of Agriculture

At the time of writing (June 12) crop prospects were never better. Though the spring was undoubtedly late, we have had many years in the past when the spring has been far later and yet a splendid crop was harvested. The growth during the last three weeks has been absolutely phenomenal, with nice warm showers, and the wheat is now covering the ground.

they did their biggest month's business, and the merchants look to the summer trade to increase at the same proportion as the average months since the first of the year.

There is no doubt that the stories of hardship in the country during the winter were greatly exaggerated, as were the reports as to the lateness of the spring, and this may possibly have affected immigration to some extent, but it has not affected the business of this community. The population has grown steadily from 2,645 in 1901, to about 9,000 at present date; the assessment roll, which was completed on the last day of May, shows a total of \$12,290,461, as against \$1,226,000 in 1903. Post office revenue for the last fiscal year was \$37,510. Figures of the important branches of commercial life are not so easily available, but it is estimated that



A REGINA WAREHOUSE.

of the Government of the Province of Saskatchewan show that in 1906 the district yielded 2,788,069 bushels of wheat, averaging 22.86 bushels per acre; 2,568,947 bushels of oats, averaging 44.01 bushels per acre; 54,921 bushels of barley, averaging 28.33 bushels per acre, and 76,415 bushels of flax, averaging 14.41 bushels per acre. Official figures of the increase in the acreage sown this year in the district are not yet to hand, but it is estimated that the increase in wheat will be from 5 to 10 per cent.; in oats from 10 to 15 per cent., and the same for barley.

The growing wealth of the Regina district is reflected in the progress made by the city, and every branch of commercial activity has shown remarkable advances within the past five years. A canvass of some of the city merchants shows that while the lowest increase in business for the month of May over the same month last year was 15 per cent., the highest was 60 per cent. The manager of one of the principal stores in the city states that their business since the first of January has averaged an increase of 60 per cent. every month over the same month last year. In March

the railway revenue for Regina in 1906 was \$2,225,000.

Distributing Centre.

The growth has been steady and even, without booms or reactions, in each year the volume of trade has shown a substantial increase, as compared with the preceding year, and this fact has inspired the commercial world with confidence in the city's future. Manufacturers of all kinds of agricultural implements, who are dependent on the success of farming communities, have definitely cast in their lot with Regina by

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NEXT WEEK IN HAMILTON

Eighth Annual Convention of the Retail Merchants' Association—First Day for Grocers—Interesting Programme Prepared.

establishing their distributing depots for Saskatchewan in that city. This is the most important branch of the wholesale trade at the present time, and it is estimated that the volume of business in implements for the present year will be \$5,000,000, as compared with \$4,000,000 in 1905.

As regards railway facilities Regina certainly stands in an enviable position to-day. She has for many years been the chief railway point of the Canadian Pacific Railway, between Brandon and Calgary. Work has been commenced on the C.N.R. extension from Virden, and the line will be completed from Regina to Brandon this fall in time to handle the crop. This will give the Canadian Northern a loop around the most important portion of the province. With Regina as a central point in their line. The Grand Trunk Pacific has, through General Manager Morse, announced their intention of building three lines to Regina, thus making this city the centre of the southern portion of its system. One of these lines will run to Yorkton, to meet the main line; the second one will run to Brandon, and the third to North Portal, on the American boundary.

Industries Wanted.

The class of industries which Regina is most anxious to secure are those which will find their raw material in the district. These include flour mills, cereal mills of various kinds, vinegar factories, distilleries, flax mills, oil mills and similar enterprises. The large number of cattle raised in the province furnish raw material for packing establishments and their allied industries, such as tanneries, soap factories, glue factories and other concerns which make use of the by-products of the packing plant. There is a magnificent opening at the present time for a wholesale hardware business.

The city council has reserved for manufacturing and warehouse sites forty blocks, or 1,600 lots, in the northeast portion of the city, and these are given to wholesalers and manufacturing industries at very low prices with certain guarantees as to the class of building to be erected. In connection with this wholesale section a comprehensive scheme of spur tracks has recently been drawn up for the council by the city engineer. Under this plan spur tracks bisect every block with access from the southeast over the C.P.R. lines and the northwest over the C.N.R. lines. From these main spurs it is proposed to run spurs on either side, thus giving to every warehouse erected within the area dealt with, trackage for the loading and unloading of cars to the full extent of the property on which each warehouse may stand.

The re-opening of the Souris coal mines at Estevan improves the position of Regina with regard to fuel. This coal can be laid down in the city at about \$4 per ton, in large lots, and this makes a very good steam coal. A municipal gas plant will probably be established within the next year, and this can be worked very economically in connection with the city's electric light plant. It is likely that the latter will furnish power for a great many industries of the future and additional apparatus is being installed for the purpose of supplying electric energy for manufacturing.

The meeting of the Retail Merchants' Association of Canada, and the 3rd meeting of the grocers' section of the R.M.A., will be held on July 2nd, 3rd and 4th, in the hall of the Conservatory of Music, at Hamilton.

The opening session will be held at 10 a.m. on Tuesday, when the business of receiving and registering delegates will be gone through with. An address of welcome will be given by Adam Ballantine, president of the Hamilton branch of the R.M.A. and by J. O. Carpenter, chairman of the grocers' section. The opening address will be delivered by M. Moyer, the provincial chairman. Following this an address of greeting will be given to A. M. Green, the Dominion president; to J. A. Beaudry, the Dominion treasurer; and to H. C. Ellis, president of the Provincial Board of Ontario.

Receptions will then be given to John A. Green, of Cleveland, secretary of the National Association of Retail Grocers of the United States; to Elisha Winter, of Boston, national organizer of the R.G.A., of the United States; and to H. C. Beckett, president of the Dominion Wholesale Grocers' Guild.

The following programme will then be proceeded with:

1. Reading correspondence.
2. Secretary's report.
3. Receiving resolutions relating to the welfare of the retail grocery trade.
4. Appointing committees on resolutions.
5. Reports from committees on resolutions.
6. Election of officers.
7. Selecting place and date for next convention.

Some of the subjects which will be open to general discussion are as follows:

1. The present method of placing goods on the market without any guarantee as to price or quantity.
2. Manufacturers advancing the cost price of their products in such a way that the increase is taken out of the retailer.
3. The relationship between the manufacturer, wholesaler and retailer and the best methods of selling goods.
4. What should constitute the standard weight of a bag of potatoes.
5. How cash should be handled in a grocery store.
6. How books should be kept by the retail grocer.
7. The advantages of organization as adopted by the Retail Merchants' Association.

It will be seen that Tuesday will be devoted almost entirely to the interests of the retail grocers. On Wednesday and Thursday attention will be given to matters of general interest to retail merchants of all classes. Among other subjects which will be taken up, that

of the peddling nuisance, the amending of the criminal code, co-operative stores and the coupon question are not the least important.

HAMILTON NOTES.

Wm. Forbes, of Snowdon, Forbes & Co., Montreal, was a caller upon the jobbing trade during the past week.

Wagstaffe, Limited, showed The Grocer a single order just received for 2,100 cases of their jams, preserved fruits, etc., amounting to over \$100,000.

Lumsden Bros. report business good in all lines. They have a new manufacturing department under way, particulars of which will be announced later.

The F. F. Dalley Co.'s factory in Buffalo was opened June 17th, with 62 girls putting up 2 in 1 shoe polish. Mr. Menzie, superintendent sales department, said: "We are over 3,000 gross behind with our orders."

A. C. Gyde, of Chas. Gyde & Co., Montreal, was in Hamilton last week in company with Jas. Dear, representing Day & Martin, London. Mr. Gyde is making his annual trip through the west.

W. H. Thompson, formerly with Taylor & Mulvaney, wholesale crockery merchants, is representing the F. F. Dalley Co. in the western states, introducing 2 in 1. His headquarters are Omaha, Neb. An old and tried salesman, Mr. Thompson is meeting with good success.

Balfour, Smye & Co. will be pleased to have the retail grocers visiting the R. M. A. convention in Hamilton, July 2-4, visit their offices and warerooms, and will make their stay interesting and profitable. It is worth while calling just to get that hearty grip and genial smile from Mr. Smye.

NEW TABLE SYRUP.

The Imperial Syrup Co., 88 Grey Nun St., Montreal, are putting on the market a new table syrup named "Goldenette." The product is put up in handsome two, three, five, ten and twenty pound pails, and also in barrels. It is of particularly high grade quality, a delicious table syrup for general use manufactured from the highest quality sugar cane. The reputation which the Imperial Syrup Company enjoys for the quality of their Imperial maple syrup and other excellent brands is a guarantee that anything new they attempt will be up to their usual standard.

A grocer in Victoria, B.C., contracted with a near-by farmer for the purchase of his entire potato crop for the season. The probable quantity was placed at 12 tons. On account of the extreme frost, the farmer had exactly half a ton to deliver for the fulfilment of his agreement.

Western Business Men's Parliament

Fourth Convention of the Western Canada Boards of Trade—Many Questions Relative to the Commercial and Industrial Development of the Central West Thoroughly Dealt With—Transportation—Representative Gathering in Prince Albert.

In Prince Albert, the Queen City of Northern Saskatchewan, a city noted since the early days of the west for the beauty of its site and the hospitality of its people, was held last week the fourth and most successful convention in the history of the Associated Boards of Trade of Western Canada. Delegates were in attendance from nearly every part of the two provinces of Alberta and Saskatchewan and, as in former years, the western towns sent to the convention some of the ablest and best informed of their business and professional men. It was a notable gathering, in every respect representative of the best thought of the business life of the west, and the debates throughout were of a high order of merit. Surprise

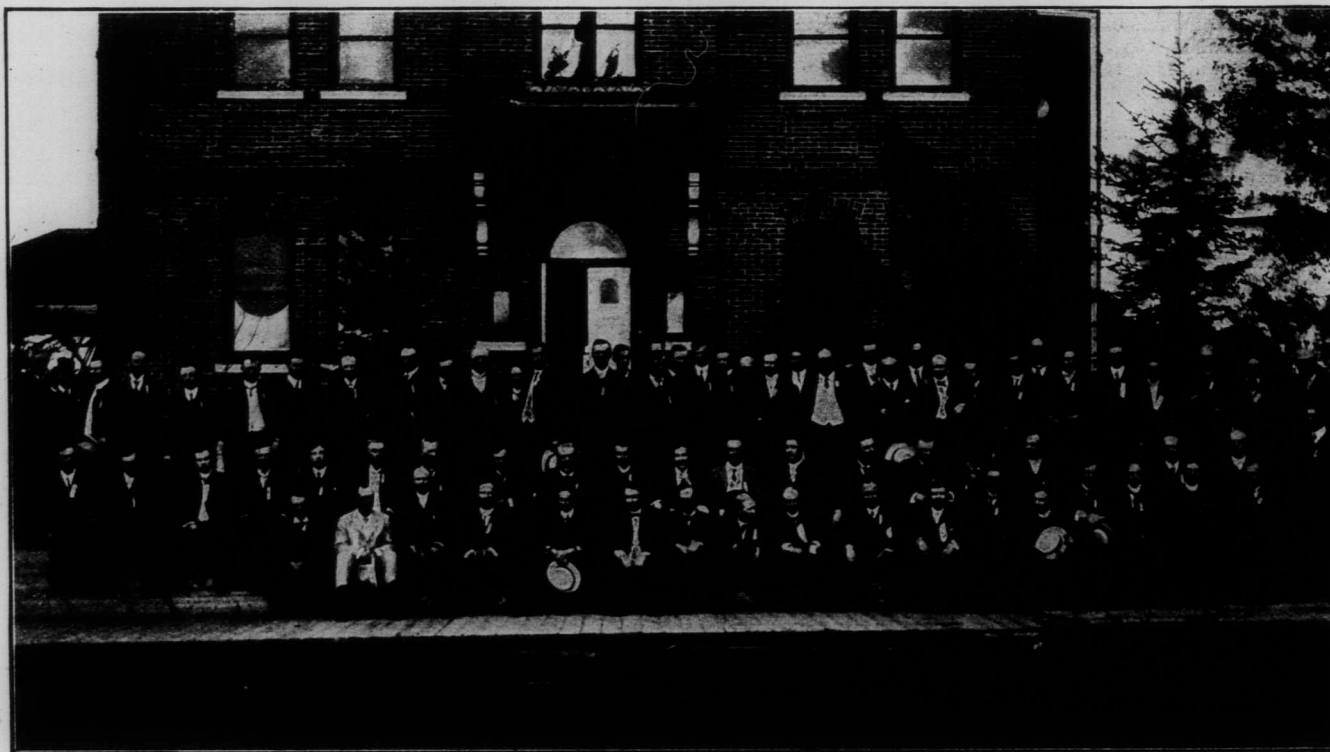
the ablest in the west is afforded every year by the Associated Boards of Trade Convention.

Some Veteran Representatives.

While the personnel of the conventions necessarily changes very much from year to year, each Board of Trade electing its delegates annually, there are several striking figures who have been in attendance at three conventions and one or two who have attended all four. Retiring President R. J. Hutchings has attended all four conventions and was in fact one of the prime movers in organizing the first convention, for to the Calgary Board of Trade is the honor of originating the movement. From the very first, therefore, the con-

tions—William Short and T. Lines—were missed this year at Prince Albert, but their places were filled by other representatives from the Alberta capital.

No convention would be a convention without William Pearce of Calgary, as his thorough knowledge of western conditions, resources and people, gained by long residence in the west and careful attention to public and semi-public duties, is invaluable. Moose Jaw sends each year two familiar figures, Hugh McKellar and E. M. Saunders, who would be greatly missed if they did not attend, and what would any convention be without the jovial "Billy" Cousins, the far-famed Mayor of Medicine Hat?



Western Canada Boards of Trade Convention—Delegates Assembled Before City Hall, Prince Albert.

is often expressed at the rapid growth and development of the west, and this development is usually attributed solely to the marvellous resources of the country. But no one could listen to the debates at this Board of Trade Convention, noting the comprehensive understanding of public questions displayed by the delegates and the business-like way in which the discussions were conducted, and fail to realize that the growth of the west is very largely due to the conspicuous ability of her business men. To understand the west one must see and know her business men, and the best opportunity to meet

ventions have had the benefit of his wise, sane and eminently common sense view of business questions. President McAra of Regina has taken an active interest in the Associated Boards of Trade movement from the very start and his intimate technical knowledge of insurance and allied questions has been of immense value. A fitting honor has been done him in his election as president. Ex-Mayor McKenzie of Edmonton has been a notable figure at all conventions. He is a practical, successful man of affairs, with a thorough understanding of business questions. Two Edmonton delegates at other conven-

Last, but by no means least, Regina sends each year to the convention one of the foremost young business men of the west in H. W. Laird, ex-mayor of the Saskatchewan capital. A clear thinker and a forcible speaker, he is one of the dominating figures at all conventions.

One well known figure was absent from this convention and many a sincere tribute of regret and respect was paid to the memory of Thomas Copland of Saskatoon.

The subjects under discussion were worthy of the best attention of the best business men of the west. Trans-

portation loomed large for it underlies almost every other question that is of moment to the business life of the newer Canada. Happily, three representatives of the railways were present by special invitation and therefore an opportunity was given for both sides of this vexed question to be presented. A better understanding of the position of the railways will surely result from the explanations of Messrs. Peters, Shaw, and Brownlee. Closely allied with the transportation question, and indeed part of it, is the west's fuel problem, now pressing for solution. This and many other topics of live interest came up for intelligent discussion. It was shown clearly that in these questions the interests of the two western provinces are identical and the suggestion that in future years there should be two separate provincial conventions received scant consideration. The Associated Boards of Trade Convention is the last connecting link between the two provinces and it is not likely to be lightly broken.

Prince Albert was prodigal in its hospitality. The hotels were crowded, as two other bodies were meeting in the city at the same time and the citizens hospitably entertained many of the delegates in their own homes. A round of social events filled in all the time left unoccupied by the business sessions of the convention and Secretary Wallace was untiring in his efforts to assist the delegates and press representatives.

Delegates Present.

The complete official list of accredited delegates in attendance at the convention is as follows:

- Balgonie—C. C. Rigby.
- Borden—John Chappell.
- North Battleford—O. Johnston, J. T. Simpson, A. S. Houston, W. N. Brown, J. A. Gregory.
- Calgary—A. E. Cross, R. J. Hutchings, W. Pearce, T. J. S. Skinner.
- Craik—E. G. Suehring.
- Davidson—G. A. Scott, A. J. Robertson.
- Edmonton—G. Stockand, F. T. Fisher, A. G. Harrison, K. W. McKenzie, J. W. Cunningham.
- Indian Head—W. L. Birnie, G. Thompson, W. R. Boyd.
- Langham—F. E. More, J. J. Penner.
- Maple Creek—J. Dickson, H. C. Price.
- Melfort—E. R. Jarvis, W. W. Rutan.
- Medicine Hat—C. S. Pingle, W. Cousins, Hon. W. T. Finlay, J. T. Hall, R. J. Harlow.
- Milestone—A. W. Garrett.
- Moose Jaw—E. M. Saunders, W. B. Willoughby, T. Miller, H. U. Rorison, Hugh McKellar.
- Prince Albert—J. E. Bradshaw, J. H. Wilson, Mayor Cook. Alternates, D. W. Adam, William Cowan.
- Qu'Appelle—W. H. Hunter, A. D. Dickson.
- Quill Lake—J. A. Oswald.
- Raymond—J. H. Rivers.
- Regina—A. E. Whitmore, H. C. Lawson, P. McAra, Jr., H. W. Laird, A. T. Hunter.
- Rosthern—J. M. Hackney.
- Red Deer—J. L. Crawford, W. L. Ouimette, W. A. Munro.
- Saskatoon—A. Turner, P. H. Currie, James Clinkskill, James Leslie, H. E. Munro.

- Strathcona—Mayor N. D. Mills, James Weir, Dr. L. L. Fuller.
- Tisdale—F. Shannon, W. E. Moore, C. J. Lutes, A. H. Farr.
- Wapella—H. G. Dawson, J. Kidd, E. S. Hingg.
- Wolseley—A. D. Ferguson.

OPENING SESSION.

President Hutchings' Address — Last Year's Progress Eclipsed.

The convention was formally opened at 10.30 a.m. Tuesday, the 18th, with President R. F. Hutchings in the chair. The sessions were held in the court room, which had been placed at the disposal of the convention through the kindness of the Acting Attorney-General of Saskatchewan. President Hutchings invited the following gentlemen to take seats on the platform: Mayor Cook, Hon. Mr. Finlay, Minister of Agriculture in Alberta; Hon. Senator Davis, Supt. Brownlee, of the C.P.R.;

while they were preparing their report President Hutchings delivered his annual address.

He expressed his pleasure at seeing so many present at the convention in spite of the fact that attendance involves considerable loss of time and inconvenience to all the delegates. The importance of the convention, however, and the nature of the subjects to be discussed, in his opinion, quite compensated for all the loss of time and inconvenience to which the delegates were subjected.

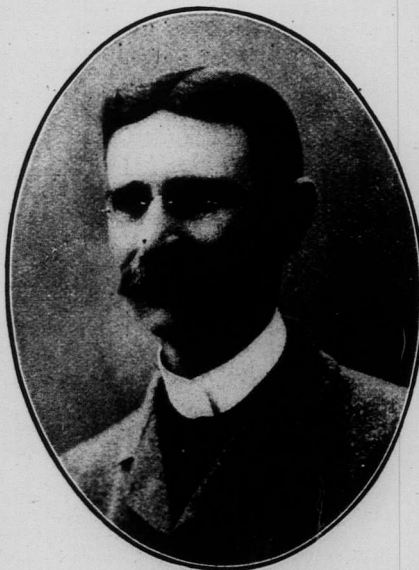
Conventions had been held in Calgary, Regina and Edmonton, and it was a happy thought to hold the fourth convention at the fourth corner of the parallelogram. Many delegates were visiting Prince Albert for the first time and these conventions would be of great educative value if they did nothing more than cause business men to see their own country.

The Late Thomas Copland.

"A year ago," continued Mr. Hutchings, "it was my sad duty to refer to the loss of our esteemed president, Thomas Tweed. This year it is my sorrow to have to make similar reference to the death of our honored first vice-president, Thomas Copland, of Saskatoon. He was a prominent figure at the last two conventions, in Edmonton and Regina, and no delegate had sounder views or greater facility of expression, and none was listened to with greater respect than Thomas Copland of Saskatoon.

"When delivering my last address I took occasion to congratulate you upon the marvellous development that was taking place in our country and on the splendid crop prospects that then prevailed, and the prediction of a satisfactory crop was amply justified. The development to which I then referred has been eclipsed by that which has since taken place and which is now going on. Settlers of the very best class are coming into the two provinces in numbers entirely unprecedented in the previous history of the west, and our cities, towns and villages are showing a percentage of growth probably never before equalled in any country at any period. Not only was the crop of 1906 much the largest ever harvested in western Canada; but it is believed that the average yield per acre of the various grains was probably the largest ever harvested over any considerable area on this continent. I am glad to say that notwithstanding the abnormally late spring, prospects for the growing crop are equally good. In view of the fact that crop conditions over a very large portion of the continent, and in part of Europe, have been so unsatisfactory as to cause a marked advance in grain prices, it is possible that the crop of 1907 may be the most profitable that the Canadian west has ever yet produced.

"Some doubts were expressed last year by one or two members as to the actual results of our annual meetings.



P. McARA, JR., REGINA
President Western Canada Boards of Trade Association.

S. J. Donaldson, M.L.A., and J. E. Bradshaw, president of the Prince Albert Board of Trade.

Mayor Cook extended a hearty welcome to the visiting delegates and presented them with the freedom of the city. This annual meeting of the Parliament of western business men he considered an event of the first importance, as subjects of national import were to come up for discussion. The fuel and transportation problems were probably the most important, the former depending for its solution on the solution of the latter. His Worship referred in glowing terms to the hopes of Prince Albert in connection with the proposed Hudson's Bay route.

President's Annual Address.

President Hutchings, on behalf of the convention, acknowledged the address of welcome in suitable terms. Messrs. Laird (Regina), Saunders (Moose Jaw), and Stockand (Edmonton) were then appointed a committee on credentials and

I am happy to say that during the last year actual results have been attained. The passing of resolutions at the convention in Edmonton was not the end of the matter."

Mr. Hutchings proceeded to point out that during the months following the convention and previous to the meeting of the Legislatures, Secretary F. T. Fisher had been very persistent in bringing the resolutions passed to the attention of the Provincial and Dominion Governments. As a result some actual results had been secured and ministers of the Crown had promised more. In the first place, alcohol for industrial purposes had been freed of all taxes by the Dominion Parliament in accordance with resolutions passed at the Edmonton convention. In the second place, the recommendation of the Edmonton convention, re amendment to the laws for collecting small debts, had been complied with to some extent by both local governments. Thirdly, public opinion had been educated in favor of Government support of hospitals, and early action by the Provincial Governments might be expected to result. Fourthly, the convention had recommended Government action to assist the western farmer in getting a better market for his products, and the appointment of the Grain and Beef Commission was quite in line with this recommendation.

The Alberta Government had undertaken a vigorous campaign for a publicly owned telephone system, and this was in line with a resolution of the last convention. Lastly, the association urged upon the Railway Commission that passenger rates in the west were excessive, and the Railway Commission have now ordered that three cents per mile be the maximum rate. The association did not, of course, claim the whole credit for this reform, but he had no doubt their resolutions had considerable weight. He was glad to see some of last year's resolutions up again for discussion this year.

In conclusion, Mr. Hutchings praised Retiring Secretary F. T. Fisher, of Edmonton, very highly on the efficient way in which he handled the work of the associated boards during the year.

Motions and Committees.

President Hutchings' address was received with applause and adopted on motion of Hugh McKellar (Moose Jaw) and Mayor Mills (Stratheona). On motion of P. McAra, Jr., (Regina) and W. Cousins (Medicine Hat), a vote of thanks was extended to President Hutchings and Retiring Secretary F. T. Fisher for their work during the year. On motion of Hugh McKellar (Moose Jaw) and H. W. Laird (Regina), a committee, composed of Messrs McKenzie (Edmonton), Pearce (Calgary), and Saunders (Moose Jaw), was appointed to draft a letter of condolence to Mrs. Copland. A resolutions committee, composed of President Hutchings and Messrs. McAra, Willoughby, Fisher, Saunders, Wallace and Hall was ap-

pointed and instructed to report at the afternoon session.

Election of Officers.

The convention then proceeded to elect officers for the ensuing year and President Hutchings was renominated in an eloquent speech by Mayor Mills, of Stratheona, but he declined the honor. The following officers were then elected by acclamation: President, P. McAra, Jr. (Regina); 1st vice-president, K. W. McKenzie (Edmonton); 2nd vice-president, W. Cousins (Medicine Hat); secretary-treasurer, B. W. Wallace (Prince Albert).

The convention then adjourned for luncheon.

**TUESDAY AFTERNOON SESSION.
President McAra Takes Command —
Agricultural Colleges.**

At the afternoon session President McAra took the chair amid a round of hearty applause.

Retiring President Hutchings then presented the report of the Law Amendments Committee, a committee appoint-



R. J. HUTCHINGS, CALGARY
Retiring President, Western Canada Boards
of Trade Association.

ed two years before at the convention in Regina. As recommended last year, this committee interviewed the Alberta Government and were favorably received. All their suggestions received respectful consideration and their main features were heartily approved of. Owing to pressure of work legislative effect was not given to their suggestions last session, but important legislation along the lines desired was promised for the coming session. The new Assignment Act, now become law, was along the lines suggested by the Law Amendments Committee.

Condolence to Mrs. Copland.

E. M. Saunders, of Moose Jaw, then introduced a resolution of condolence on the death of Thomas Copland, of Saskatoon, which was carried in silence by a standing vote and ordered to be forwarded to Mrs. Copland.

The convention then proceeded with the long list of resolutions on the order paper, the first of which referred to the need of establishing agricultural colleges in the western provinces. It was introduced by W. L. Ouimette (Red Deer), and was as follows:

"Whereas, agriculture is the chief source of wealth of these provinces, as it is of the entire continent, and whereas we have no agricultural colleges in the west for the thorough training of young men who wish to engage in agricultural pursuits;

"Therefore, be it resolved that this convention strongly urge upon the provincial governments the early establishment of well-equipped colleges of this character."

In the course of an able and instructive address, Mr. Ouimette emphasized strongly the importance of agriculture as the basis of all western prosperity, and quoted figures to show the agricultural possibilities of the west. He referred to the good work done by the Ontario Agricultural College, an institution now very much appreciated by Ontario farmers. The west was in great need of an institution on similar lines.

The resolution was seconded by K. W. McKenzie (Edmonton). He emphasized the need of experimental farms as well as colleges, in order that the practical might be combined with the theoretical and scientific. The resolution carried.

Joint Stock Companies' Act.

H. W. Laird (Regina) then introduced an important resolution relating to the issue of new stock by companies holding public franchises. It was as follows:

"Whereas it has become the practice of joint stock companies to increase their capital by issuing stock to shareholders at par regardless of the prevailing market prices at which they may be selling, in some cases at a premium of 50 to 100 per cent., increasing thereby, in the case of companies operating public franchises, the burden to be borne by the public in the payment of tolls to cover interest or dividend charges;

"Therefore, be it resolved that the provincial legislatures be requested to amend the Joint Stock Companies' Act so that no company holding or operating a public franchise will be allowed to increase their capital stock, except such stock be sold on the open market or by public competition, and that such issue in any case shall be limited to the strict requirements of the company."

Speaking to his resolution, Mr. Laird said that the need for such legislation was not yet so apparent in the west as in the older provinces, but he thought this the proper time to introduce it—before the harm was done. Companies holding public franchises were in the habit of issuing new stock to their shareholders at par, although their stock might be selling at a big premium. Thus they were forced to sell more shares of stock in order to raise a

desired amount of money than would be the case if they got anything like the market value. There were, accordingly, a great many more shares than necessary upon which dividends had to be paid, and the public had correspondingly heavier burdens. As an illustration in point he instanced the recent issue of C.P.R. common stock to shareholders at par when the stock was worth 170 on the exchange. The issue was much larger than necessary, simply because the stock was issued at par and there was, therefore, a larger capital upon which dividends must be earned before any reduction of rates could take place. His remedy was to have the new stock sold in the open market by public competition, and he would have the rule apply only to companies operating public franchises.

The restriction of an issue of stock to the strict requirements of a company he also considered very important for the same reasons. He argued strongly that the granting of a franchise by the public involves the granting of a concession, and that the public have a right to insist upon any conditions which may be deemed proper.

Mr. Laird said his resolution was along the lines of municipal ownership, or rather it aimed at the same object. The object of municipal ownership would be secured if there were no watered stock in public companies upon which dividends had to be earned. His resolution was designed to provide a remedy for this.

A. T. Hunter (Regina) seconded the resolution in a brief speech and a general discussion followed. When some misunderstandings had been cleared up the resolution was carried unanimously.

Annual Convention.

A. T. Hunter (Regina) then introduced a resolution recommending that in future years the annual convention be held one week prior to the meeting of the legislature of the two provinces holding the first session in the year. He argued that it was always well to strike while the iron was hot, and he thought too long time intervened now between the convention and the sessions.

E. M. Saunders (Moose Jaw) said the present time of meeting was the most convenient for business men and had been chosen for that reason. He thought it would be more to the point to ask the Legislature to meet a week after the convention. (Laughter).

F. T. Fisher (Edmonton) saw no advantage in the resolution. The legislation of any session was always prepared some time in advance and the interval of several months now existing between convention and session was a distinct advantage.

The resolution was defeated.

Chartering Companies.

President McAra then called upon Vice-president K. W. McKenzie to take the chair in order to allow him to introduce his resolution with respect to chartering companies. The resolution was long and somewhat technical. It

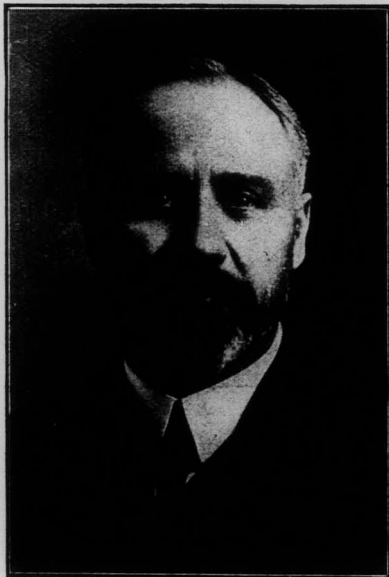
involved considerable debate and a mental fog rested over the convention until the resolution was finally amended and passed. In its final shape it read as follows:

"Resolved, that in the granting of charters to companies seeking incorporation for the purpose of carrying on insurance business or any other business wherein the credit of the public is used, the legislature be asked to insert and enforce the following amongst other conditions:

"1. The deposit of an amount in cash or approved securities with the provincial secretary before such charters be issued.

"2. That where an unsafe proportion of such stock is held by persons residing outside of the province or without proper securities in the province, such deposit shall be proportionately increased.

"3. That as the liabilities of such



K. W. MCKENZIE, EDMONTON
1st Vice-President, Western Canada Boards of Trade Association.

companies to the public increase, as revealed by their annual statements to the Provincial Government, the deposit of such companies should be proportionately increased.

"4. That in no case may a fire insurance company insert in their policy any clause limiting their liability to any proportion of the face value of such policy except as provided in the ordinance to secure uniform conditions on policies of fire insurance, of 1903, N.W.T.

"5. That the securities to be authorized by the Provincial Government shall be submitted for inspection by, and approval of the Provincial Government annually and at such other times as an inspection may be called for."

Coal Supply.

H. McKellar (Moose Jaw) then submitted a resolution calling for a commission to investigate the sources of coal supply and the conditions governing the output of the mines and the distribution of the output:

"Resolved, that the Dominion Government be petitioned to appoint immediately a special commission to investigate the whole matter of coal supply, mining, freight rates and the providing of an adequate supply of coal at important distributing points for times of emergency."

Speaking to his motion, Mr. McKellar referred to the many conflicting statements made last winter during the fuel shortage. It was said that the railways were to blame because they did not supply cars; the railways said that there were sufficient cars, but the mines could not supply the coal. This was an important question, a "burning" question in the west, and the public wanted the truth.

The resolution carried.

Government Control of Fuel.

Mr. Leslie (Saskatoon) next introduced a resolution recommending Government control of fuel supplies which was finally laid on the table in order that it might be amended and come up again. In the course of the discussion Hon. W. Finlay, Minister of Agriculture in the Alberta Government, outlined the effective measures being taken by the Alberta Government to prevent all fuel shortages in future. The debate showed, among other things, that the fuel shortage last winter was not by any means so general as the public were led to believe by sensational newspaper reports.

Natural Gas.

W. Cousins (Medicine Hat) introduced an important resolution deploring the great waste of natural gas and requesting the Provincial Governments to investigate the matter and take effective action to prevent such waste. This might be thought a question concerning only the "Gas Town," but other points were quite likely to be affected soon. Much valuable gas was going to waste in Medicine Hat and vicinity, as people are boring for gas and then making no use of it.

Wm. Pearce (Calgary) spoke strongly in support of the resolution. Mr. Cousins had spoken of the waste by small wells in Medicine Hat. That was bad enough, in all conscience, but it did not amount to one per cent. of the waste at the Pelican Rapids on the Athabaska River, north of Edmonton. There, the Dominion Government were permitting to be wasted a volume of gas equal to ten times the whole amount consumed in Alberta. In his opinion this was the worst instance of deliberate waste and vandalism in the history of any country.

Hon. Mr. Finlay promised legislation at the next session of the Legislature of Alberta to prevent waste of natural gas, and his remarks were greeted with loud applause.

F. T. Fisher (Edmonton) suggested that a special reference to the waste of natural gas at the Pelican Rapids be included in the resolution. He explained that for nine or ten years a five inch pipe has been going off at the Pelican

Rapids at enormous pressure. The waste was tremendous and should be stopped. Mr. Fisher's suggestion was adopted.

Government Ownership of Railways.

W. L. Birnie (Indian Head) then submitted a resolution calling upon the Governments to take over the railways of the country. The resolution was seconded by C. C. Rigby, of Balgonie. It was rejected almost unanimously. Undoubtedly the convention was not unfavorable to Government ownership, but the resolution as presented was much too drastic to find favor.

WEDNESDAY MORNING SESSION.

Merchants Want the Rights of Immigrants Protected.

At the Wednesday morning session there were present on the platform President Carruthers and Vice-President Perse, of the Winnipeg Board of Trade. G. H. Shaw, of the Canadian Northern, and F. W. Peters and Supt. Brownlee, of the C.P.R., were also in attendance.

Delay in Transporting Immigrants.

A number of resolutions relating to transportation and inspired by the extraordinary conditions prevailing last winter, were the occasion of much discussion, in which the representatives of the railways in attendance at the convention took part. The first of these related to the delays in transporting immigrants, and was introduced by A. E. Whitmore, of Regina. It was to the following effect:

"Whereas, incoming settlers are sometimes subjected to extended delays in transit caused by the failure of the railway companies to provide a proper and efficient means of transport to destination and thereby are put to inconvenience and expense in providing food and supplies for themselves and their live stock.

"Therefore, be it resolved, that the Minister of the Interior be requested to publish in all immigration literature sent out by the Interior Department such facts as may be necessary to inform such settlers regarding the rights to which they are entitled and which they may demand from the railway companies undertaking to transport them."

Speaking to the resolution Mr. Whitmore made specific complaint as to the treatment accorded immigrants at Regina this spring. Settlers were held there for days with their stock and household effects and did not know to whom to appeal for the discovery and enforcement of their rights. The motion was seconded by C. C. Rigby, of Balgonie.

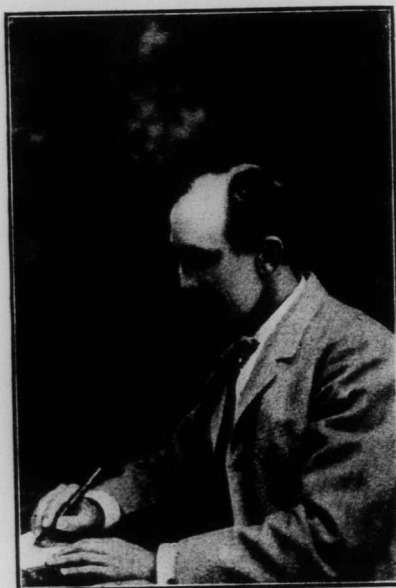
The railway representatives having been accorded the privilege of the convention on motion of H. W. Laird, a general discussion followed.

G. H. Shaw, of the Canadian Northern, inquired the purpose of the resolution. The Dominion Government, he said, already had several salaried officers at various points, whose duty it is to take care of incoming settlers. These settlers had merely the rights of ordinary citizens and surely it was unnecessary, and would be poor immigration literature to place on record that settlers require assistance from the Dominion Government to assist them in maintaining their rights as citizens.

F. W. Peters, of the C.P.R., agreed

with Mr. Shaw, as he thought it unfair to say that settlers need any help to protect their rights. Settlers coming to this country were treated fairly and generously, both by the Government and by the railways. He did not think it advisable to advertise any of the difficulties that arose in the west last winter, owing to the unprecedented weather conditions. He concluded by telling of some settlers whom he had seen in St. Paul last winter. They were bound for points on the Regina-Prince Albert branch of the C.N.R., which was then obliged to refuse settlers and their effects. He warned them not to start then, but they bought tickets for Regina, and on their arrival there could not go any farther north for a long time. What was to be done in such cases? Were the railways to blame for the trouble into which these settlers rushed?

H. W. Laird (Regina) said he had listened carefully to Messrs. Shaw and



B. W. WALLACE
Secretary Prince Albert Board of Trade and
Secretary Western Canada Boards of
Trade Association.

Peters, but had heard no valid reasons why the resolution should not be adopted. The trouble has not been confined to last winter, and it was not local to Regina. Settlers did not know their rights and were bluffed by company officials. In case of long delays they were entitled to food for themselves and fodder for their cattle, but they did not always know this and they did not know where to apply for redress.

Trouble often arose at transfer points, where passengers changed from one railway to another. In case of delay at such points, which railway was responsible? At Regina last winter each railway disclaimed all responsibility for settlers stalled there waiting to go north. The settler should have information to guide him in all such cases and it should be contained in the immigration literature.

The resolution was carried.

Fuel Supply.

Saskatoon's fuel supply resolution came up again, having been left over from the previous day. In the course of the discussion, C.P.R. Superintendent Brownlee, of Moose Jaw, made some in-

teresting observations. To show the serious nature of the problem he pointed out that each winter the Moose Jaw district required 300,000 tons of coal, or 10,000 cars. This meant 100 cars of coal every day for three months, and did not include railway coal. For this reason he urged strongly that dealers and public should lay in their stocks of coal during the summer months. There was no railway in the world but would sometimes be tied up for a short time, and therefore it was dangerous to keep within a few days' of a fuel shortage all the time.

The resolution as finally passed was as follows:

"Whereas, notwithstanding the fact that there are throughout the greater portions of the area of the provinces of Alberta and Saskatchewan very large supplies of fuel, both wood and coal, conditions during the past winter were such that hardship prevailed throughout portions of both provinces for the reason that such fuel was not available at the points where needed at the period when most needed;

"Therefore, be it resolved that this convention urges that every effort be made on the part of the Governments of Saskatchewan and Alberta to provide against the recurrence of such conditions and that the action already taken by the Provincial Governments with that end in view be heartily endorsed; and also that this convention strongly urges upon all coal dealers and consumers of coal in general to stock up with supplies for winter use, while the railway companies are in a better position to transport the same."

Transportation.

J. E. Bradshaw, on behalf of the Prince Albert Board, introduced a resolution dealing with transportation, calling upon the proper authorities of the Dominion Government "to enact such legislation as will enable and compel all railway companies to issue single or return tickets between points on the railway system of Canada at a uniform rate as to mileage and by such route as may suit the wish and convenience of the passenger paying for such transportation in advance."

H. W. Laird (Regina) vigorously opposed the resolution. He contended that in a new country where we have so much to ask from the railways we should not waste time in asking for what we can't possibly expect to get. The resolution was unfair in any case, for a railway should be allowed to follow business principles.

After considerable discussion by Messrs. McKenzie (Edmonton), Shaw (C.N.R.), and Saunders, (Moose Jaw), the resolution was defeated.

G. Stockand, on behalf of the Edmonton Board, introduced another transportation resolution, to which the railway officials voiced no objection and which met with a better fate than that of Prince Albert:

"Whereas, the development of western Canada for several years past has been very much greater than the development of the transportation facilities therein;

"And, whereas, the railroad companies seem to be utterly incapable of providing proper and reasonable transportation facilities for keeping pace with the growth of the western provinces;

"And, whereas, great delay in the further opening up of the unsettled portions

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THE CANADIAN GROCER

of the territories and great consequent damages ensue to the western provinces thereby;

"And, whereas, the result of the inadequate transportation facilities has been during the past year that the crop of 1906 remained unsold by reason of the inability of the railway companies to forward the same to market, resulting in a great stringency in the money markets and consequent injury to business interests all over the country;

"Therefore, in the opinion of the Associated Boards of Trade, the Government of Canada should take prompt and effective measures to compel the railroads at present operating in western Canada to provide greater transportation facilities, in order that the products of the country may be quickly moved to market, and that the traveling public may be accommodated and merchandise moved forward quickly to points of consignment."

Mr. Laird congratulated the Edmonton delegates on their comprehensive resolution, which he was prepared to support most heartily. W. W. Rutan, (Melfort), referred to some sad experiences through delayed freight, and there were sympathetic murmurs around the room. The resolution was carried unanimously,

Navigation of the Saskatchewan.

The west is anxious to see the north and south Saskatchewan rivers put to some use, and a resolution, fathered by J. E. Bradshaw, of Prince Albert, and Mayor Cousins, of Medicine Hat, urging action by the Dominion Government met with an enthusiastic reception from most of the delegates. The recommendation that express rates have been overlooked the Dominion Government be memorialized to take steps to fully prove the economic possibilities of the Saskatchewan river for purposes of navigation, by employing the most capable engineer obtainable, with special training and knowledge in such work, to survey the river from 100 miles west of Edmonton to Lake Winnipeg, and to prepare plans, specifications and estimates of the improvements needed and their cost."

Wm. Pearce (Calgary) was inclined to throw cold water on the resolution, as he was convinced the river could not be made navigable. Moreover, rivers could not compete with railways, and in his opinion were of little use as arteries of commerce. It was pointed out by Mayor Cook, of Prince Albert, that the Dominion Government commenced this work two years ago and that the North Saskatchewan was surveyed from Edmonton to Battleford. This resolution merely asked to have the work completed and to have the South Saskatchewan included in it.

Mr. Laird thought that an investigation into the feasibility of the route could do no harm. Canal and river routes in the United States have had a regulating effect on freight rates and for that reason they were important.

The resolution was carried.

Hudson's Bay Railway.

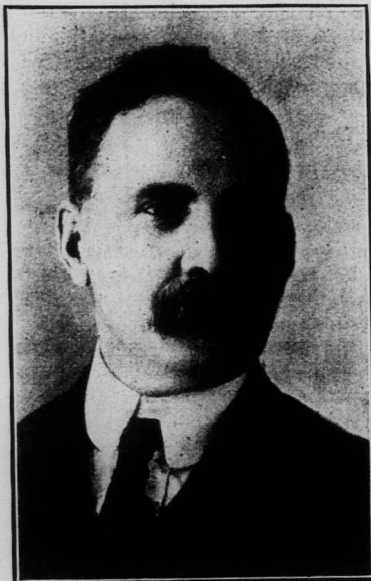
Prince Albert and other towns in the northern part of Saskatchewan are much interested in the proposed Hudson's Bay Railway and each year at the conventions a resolution in favor of the building of the road has been presented. This year Mayor Cook, of Prince Albert, asked the convention to call upon the Do-

minion Government to build the road as a national undertaking. He quoted authorities to show the feasibility of the route and dilated at length on the advantages that would follow the successful operation of the route.

Jas. Clinkskill (Saskatoon) warmly supported the resolution. He suggested that the road should be built from some point in the southern part of the country, in order that it might be a competing road, regulating the rates of other roads which would be feeders to it.

G. H. Shaw, of the C.N.R. thought the route feasible. The straits were open for about 18 to 20 weeks in the year, at the time when additional facilities are most required for transporting the crops. If the straits should prove impassable and the route impracticable, he would favor shipping across the bay to the Labrador peninsula, and the building of a railway across the Labrador peninsula to a port on the Atlantic coast.

K. W. McKenzie objected to the Government ownership feature of the reso-



WILLIAM COUSINS
Mayor of Medicine Hat.

lution and after a long discussion it was left over until after lunch. As finally passed, the resolution read as follows:

"That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as the Hudson's Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be and are hereby urged to take such steps as will ensure at the earliest possible date the completion of a railway connecting the railway systems of western Canada with Fort Churchill, on the Hudson's Bay."

Express Rates.

E. M. Saunders (Moose Jaw) brought up the burning question of express rates in a resolution commending the Railway Commission for its announced decision to investigate express rates and protesting that rates are much too high as compared with rates in eastern Canada and the United States. He said that express rates have been overlooked in the west because of the concentration

of attention on freight charges, but that no question demanded more urgent action. He quoted figures showing a great disparity in rates in the west as compared with rates in eastern Canada and the United States.

H. W. Laird supported the resolution in a speech which bristled with statistics. He proved conclusively that rates in the west are much higher than in the east, and that there is a disparity in rates between the Dominion Express Co. and the Canadian Northern Express Co. His speech carried the convention by storm and the resolution was carried.

Transportation Again.

A resolution, introduced by J. E. Bradshaw (Prince Albert) in favor of compelling the railways to make the same rates of charge for short hauls as for long was defeated, after a short discussion. Mr. Laird opposed the resolution as being unfair to the railway companies and not good business.

WEDNESDAY AFTERNOON.

Convention Memorializes Dominion Government Regarding Lumber Combine.

Hugh McKellar (Moose Jaw) in a brief and forcible speech called attention to the alleged lumber combine and the rising price of lumber. It was the plain duty of the Dominion Government, he urged, to take effective steps to remedy the evil. His resolution was seconded by Mr. Rorison, of Moose Jaw, and carried unanimously. It was as follows:

"Whereas, the commission appointed by the Dominion Government to investigate the reported lumber combine has reported that a lumber combine does exist;

"And whereas the price of lumber is still increasing;

"And whereas the present price of lumber is prohibiting the necessary building operations in our provinces and presses heavily upon homesteaders and new settlers;

"Resolved, that the Dominion Government be memorialized to promptly take such action as will give a measure of relief to settlers from the present excessive cost of lumber."

Reciprocal Demurrage.

For some months past the Winnipeg Shippers' and Jobbers' Association have been carrying on an active campaign to have established the principle of reciprocal demurrage, whereby the railways shall be liable for damages in every case when there are undue delays in the shipment of or delivery of freight. The co-operation of the boards of trade throughout the west has been sought by the Winnipeg association and a resolution along the lines of the recommendations of that association was introduced at the convention by Messrs. Stockand and McKenzie, of Edmonton.

H. W. Laird (Regina) opposed the resolution on the ground that the delegates had not sufficient data at their disposal to enable them to arrive at an intelligent conclusion.

"This resolution," he continued, "involves much more than any other that

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has yet come up for our consideration. It is engaging the attention of commercial bodies all over the continent, and very few business men yet see their way clearly."

The speaker stated that the resolution had come up for consideration by the Regina Board of Trade and had been referred to the Transportation Committee, who agreed that, while there are conditions that require a remedy, it is by no means certain that this is the best solution. Reciprocal demurrage would involve far-reaching results. For instance, it might complicate the fuel situation. Various interests—wheat, coal, beef, etc.—clamor for cars, and the enforcement of reciprocal demurrage might jeopardize many important industries.

"We don't come here for the fun of the thing," concluded Mr. Laird. "We are not passing resolutions for fun, and it is, therefore, our plain duty to be careful in a matter of such importance as this. If we haven't looked into this matter as closely as we should, we should not take a leap in the dark. Remember that the decision of this board will have due consideration from the Railway Commission. I don't say that reciprocal demurrage might not be a good thing, might not, in fact, be the solution of our difficulties, but I do say that we should not endorse the principle until we thoroughly understand all that it involves."

R. J. Hutchings, of Calgary, took the same stand as Mr. Laird, and on motion of Messrs. Bradshaw and Saunders the resolution was given a 12 months' hoist. The railway representatives were not present during the discussion of this resolution, not having returned from lunch.

Telegraph Service.

Mr. Stockand (Edmonton) fathered an important resolution relating to telegraph tolls in western Canada, and protesting against the difference. Mr. Bradshaw (Prince Albert), in seconding the resolution, referred to a speech at the last session of the Senate by Hon. T. O. Davis, and as the latter was present at the convention he was asked to speak. In the course of an interesting address, Hon. Mr. Davis quoted figures to show that the west is charged 75 cents to \$1 for the same service that costs the Ontario man 25 to 30 cents. And in spite of the high tolls the west was not getting a proper service for the reason that the C.P. and C.N. telegraph companies subordinated their commercial messages to the messages of the railway companies.

The following resolution was carried amid loud applause:

"Whereas the telegraph service in the Provinces of Alberta and Saskatchewan has heretofore been largely in the hands of the railway companies;

"And whereas the railway companies have so administered such service that the commercial telegraph service has been compelled to take second place to the railways' private business;

"And whereas such service has been entirely unsatisfactory to the mercantile interests;

"And whereas the rates have been very much greater than rates charged in the older settled provinces, notwithstanding the fact that the railway companies have, in respect of such telegraph service, had practically a monopoly in respect thereof and have had greater proportionate returns therefrom than in the older settled provinces;

"Therefore, in the opinion of this convention, it is highly desirable that the Government of Canada should take such steps as will result in giving a better and cheaper telegraph service to these provinces, and to that end it is recommended that the Government itself should perfect and extend its telegraph service, now extending as far west as Edmonton, and that the telegraph companies be compelled to provide commercial wires, whereon no business whatever of the railway shall be transacted, and in respect of which telegraph operators shall be compelled to immediately forward all messages received for that purpose."

Insurance Rates.

J. W. Cunningham (Edmonton) introduced an important resolution dealing with fire insurance rates:

"Whereas it has been felt in the mercantile interest in western Canada that the rates for fire insurance were unreasonably high, and that the fire insurance companies have, in order to recoup themselves for losses sustained elsewhere, maintained, and propose to maintain, such rates as are an unreasonably high figure;

"And whereas the Government of New Zealand has inaugurated and has in operation a system of Government fire insurance which has worked greatly to the advantage of that country;

"Therefore, in the opinion of this convention, it is desirable that an investigation should be made by the Provincial Governments of the advantages surrounding the operation of Government insurance."

He took the reasonable ground that some investigation of the situation was necessary in view of the general feeling throughout the west that the rates charged in western Canada are excessive. The Edmonton rate had been steadily climbing up in spite of big improvements in their fire protection facilities and they wanted to know the reason. A system of Government fire insurance would provide some means of regulating rates.

This resolution was seconded by E. M. Saunders (Moose Jaw) and carried unanimously.

Flag Stations.

G. Stockand (Edmonton) drew attention to the flag station abuse. Numerous flag stations are maintained throughout the west at points which are now important business centres. As there are no agents at these stations all freight to these points has to be pre-

paid, and great inconvenience results. Mr. Stockand's resolution called the attention of the Railway Commission to this matter, and asked that the railways be compelled to appoint agents for all flag stations. The resolution was seconded by Mr. Chappelle, of Borden, Sask.

Mr. Laird argued that the resolution was so sweeping as to be unreasonable. There was a regular procedure to be adopted to get an agent for a flag station, he said, and he himself had known of many instances in which the railways had appointed agents for points where the business did not warrant the expense. He introduced an amendment providing that freight might be sent to flag stations and left there in a locked warehouse for 48 hours at the risk of the owner, the key of the warehouse to be kept at some convenient place. The amended resolution was carried.

Labor Shortage.

J. W. Cunningham (Edmonton) had the courage to father an important resolution dealing with the dangerous and delicate topic of labor shortage in the west. He took the ground that the prosperity of the country depends upon the development of her resources and that that development is being retarded by the scarcity in the west of skilled and unskilled labor. The resolution called upon the Dominion Government to encourage the immigration of skilled and unskilled labor.

The speaker pointed out that manufacturers and railway companies are being hampered in their development by the scarcity of labor and contended that in spite of the sure displeasure of the labor unions this convention should give the Government some information as to the true state of affairs.

R. J. Hutchings supported the resolution emphatically, as did Mr. Harlow, of Medicine Hat.

H. W. Laird (Regina) questioned the scarcity of skilled labor so far as Saskatchewan was concerned. He believed in letting the laws of supply and demand work their own effect. Messrs. Mills (Strathcona) and Fisher (Edmonton) supported the resolution in strong, effective speeches and it was finally carried.

The convention then adjourned to allow the delegates to take in the excursion on the river.

WEDNESDAY NIGHT SESSION.

Roads to be Controlled by Government Appointed Commission.

At the night session F. T. Fisher (Edmonton) and W. L. Ouimette (Red Deer) brought in an important resolution dealing with good roads and affirming the principle that the making and maintenance of such roads should no longer be left to statute labor but should be under direct control of a good roads commissioner appointed by the Government. The resolution was as follows:

"Whereas good roads for the ordinary vehicular traffic of the country are of

the utmost importance and have at all times in the past been of the most vital importance to the interests of the country at large;

"And whereas in the opening up of new territory the construction of good roads on proper lines is, from the point of view of ultimate economy, of greatest importance;

"Therefore, to promote the welfare of the country at large, this convention would respectfully recommend:

"1. That a full and careful enquiry be made as to the best methods of constructing roads, applicable to the several sections of country.

"2. That a comprehensive plan of road-making be laid down by the Government which shall be observed in all work to be undertaken by the Government or by the local improvement districts.

"3. That complete plans thereof be made and each local improvement district be furnished with the plans and specifications required in the carrying out of a general good roads undertaking on the part of the provinces.

"4. That a good roads commissioner be appointed to oversee the actual construction and in particular to superintend the expenditure made in this behalf by the local improvement districts, and that a less costly administration of local improvement districts be provided.

"5. That in addition to, or in conjunction with, the roads furnished by the regular system of surveys adopted pursuant to the Dominion Lands Act, main roads passing through the country and affording a direct roadway between important centres, be maintained and improved.

"6. That in addition to the foregoing, roadways for the beautification of the provinces and for scenic beauty be laid out, reference being had to the advantages of the largest rivers and mountain driveways, with the ultimate intention of procuring roadways which shall be of advantage to tourists and others who may use the motor conveyances now coming into such general use and who would be enabled thereby to take the benefit of the natural and other parks now being set apart for the public enjoyment."

The appointment of a good roads commissioner Mr. Fisher considered the most important point in the resolution. Statute labor was a relic of the middle ages and should not be tolerated in western Canada in the twentieth century. He quoted figures to show the great waste in the collection of local improvement taxes by the municipalities and contended that the waste in their expenditure was greater than in their collection. In his opinion, the experience of Ontario showed clearly that the appointment of a good roads commissioner was the proper solution of the difficulty.

The resolution was strongly supported by Messrs. Ouimette and Mills and carried unanimously.

Mr. Cross of Calgary introduced a resolution of particular interest to the Alberta contingent. It was as follows:

"Whereas, it is advisable and in the interests of the live stock producers and meat consumers of Canada that independent live stock markets be established in Canada, where stock men will be assured that in consigning all classes of stock they will be sold in an open market;

"Therefore, be it resolved, that this Convention of Associated Boards of Trade requests the Canadian Government assisted by the Provincial Governments and by the various Canadian railroads, to carefully inquire into the matter of establishing by subsidy or otherwise independent live stock markets in Canada, in the east and in the west."

This resolution was unanimously carried.

Railway Officials Thanked.

At this juncture the railway officials prepared to leave and on motion of Mr. Saunders a hearty vote of thanks was tendered to them for their attendance at the convention.

In a characteristic speech Mr. Shaw acknowledged the vote of thanks.

"We have departed from our usual course to-day," said he. "As a usual thing we never explain. Our friends do not need any explanations from us and our enemies won't believe them. Good night, gentlemen."

Mr. Peters said he was glad to have had an opportunity to attend and he hoped some misapprehensions had been cleared away. He was a thorough believer in such gatherings of business men and was sorry there were not more of them. Superintendent Brownlee also acknowledged the vote of thanks in a few suitable words.

CONCLUDING SESSION.

Increased Local Powers of Self-government Wanted.

At the concluding session of the convention Jas. Clinkskill (Saskatoon) and Mayor Cook of Prince Albert brought in an important resolution in favor of greater local powers of self-government. The resolution explains itself and was carried enthusiastically. It was as follows:

"Whereas, the settlement of the provinces of Saskatchewan and Alberta has proceeded with such unexampled and gratifying rapidity that the powers and functions entrusted to local improvement districts are found inadequate to the wants of the people;

"Therefore, this Convention of Associated Board of Trade respectfully urges upon the respective Governments of Saskatchewan and Alberta that the better-settled portions of the provinces referred to be divided into municipalities, with full or modified powers."

Redemption of Bank Notes.

R. J. Hutchings in a brief speech brought to the attention of the convention Calgary's hardy annual relating to the redemption of bank notes. It was adopted after a short discussion.

"Resolved, that the Dominion Government be asked to nominate, in each of the new provinces, a point of redemption for the notes of the Canadian chartered banks, and to appoint deputies of the Receiver-General to reside at such points, so that Saskatchewan and Alberta may be placed on the same

footing as the other provinces of the Dominion in this respect."

Reforestation.

Secretary A. G. Harrison of the Edmonton Board of Trade was responsible for an important resolution relating to reforestation and urging upon the Governments their responsibility in regard to this. Wm. Pearce supported the resolution in a strong speech and it was carried unanimously.

Hospitals.

A resolution in favor of State aid to hospitals was brought in by Messrs. Miller and Pearce and carried after some debate. The Calgary delegation also secured the adoption of the following:

"Whereas, it is of the greatest importance that public general hospitals be erected and maintained in the highest efficiency at all the leading centres throughout the provinces;

"Therefore, be it resolved that, in the opinion of this Convention of the Associated Boards of Trade of Western Canada, it is advisable that all local improvement districts or municipalities be given the option of levying and collecting a special hospital rate, not exceeding one per cent. per acre, the proceeds of such tax rate to be granted to any hospital or hospitals, as the council of the municipality or local improvement district levying such rate may direct."

Telephones.

On motion of K. W. McKenzie of Edmonton the following resolution in favor of publicly-owned telephone systems was passed unanimously:

"That this convention express their hearty approval of the action of the Alberta Government in so far as they have already gone towards giving effect to the principle of Government ownership and operation of telephone systems along lines advocated by this association at every convention since its organization, and the attention of the Government of Saskatchewan is respectfully drawn to the very great benefit that would accrue by the adoption of a similar policy in that province, which would not only be of great service to Saskatchewan, but would greatly augment the usefulness of the system now being established in Alberta."

Postal Service.

F. T. Fisher (Edmonton) brought up the question of inefficient mail service. He believed the department were reasonably anxious to provide a good service, but they did not realize the rapid growth of the western country. His resolution was designed to bring it to their attention, and was as follows:

"Whereas, the postal and mail service in the new and rapidly settling portions of the provinces of Alberta and Saskatchewan has not been adequate to the requirements of the public;

"And, whereas, the administration of such service upon the basis of making the same revenue-producing may be highly desirable in respect to an old and well settled country but is, nevertheless, highly detrimental to the opening up and settlement of new territory;

"Therefore, the Government of Canada is respectfully requested to provide

more adequate postal and mail service throughout new portions of the west in the course of settlement, without having regard in every instance that the same should be self-sustaining." Carried.

Ports of Entry.

J. L. Crawford (Red Deer) succeeded in securing approval of a resolution in favor of an increased number of ports of entry throughout Alberta and Saskatchewan in order to facilitate the handling of goods through customs.

Grading of Oats.

Alberta believes that she produces the best oats in the world and her delegates at the convention wanted a resolution in favor of the establishment of a special grade for Alberta oats. Saskatchewan delegates disputed the claim and the debate soon degenerated into good-natured boosting of various western centres by the delegates representing them. The resolution was voted down.

Townsites.

The following resolution with reference to the establishing of townsites was introduced by K. W. McKenzie and carried unanimously:

"Whereas, at the present time large areas of land are being subdivided into townsites, and a large number of new townsites formed;

"And whereas, the benefit that is received by the private individual is such as to justify a reasonable protection to the public in respect thereof;

"And, whereas, it is, in the opinion of this convention, reasonable and fair that such should be done;

Therefore, it is recommended as follows:

"1. That no such division for the purposes of a townsite should be permitted unless the location of such townsite is in respect of the area of land most suitable therefor in the particular locality.

"2. That the subdivision should be such as to most readily lend itself to the proper and sanitary draining of the townsite area.

"3. That streets and lanes of ample width should be provided.

"4. That parks and squares for schools and public buildings should be dedicated for the public use.

"5. That such portion of the area involved as most readily lends itself thereto should be reserved and set apart for parks, and in particular that ravines or water frontages should be preserved therefor."

Division.

The last resolution was submitted by Messrs. Pearce and Weir, who frankly stated that they did not expect it to carry. It was in favor of separation into two associations on provincial lines. It did not meet with favor and was voted down by a large majority.

Medicine Hat Next Year.

Invitations were extended from Medicine Hat, Red Deer, Moose Jaw and Indian Head for the next convention, and Medicine Hat was chosen.

Votes of thanks to Prince Albert city and Board of Trade, to Retiring President R. J. Hutchings and Retiring Secretary F. T. Fisher were carried amid great enthusiasm.

CONVENTION NOTES.

Medicine Hat next year!

The largest convention on record!

"Scotty" Westwood's "lynx" is worth a trip to Prince Albert to see.

The attendance of the railway officials was a good feature of the convention.

The delegates were from all parts of the west, and they were practically unanimous in their optimism as to this season's crop.

Secretary Wallace was the hardest worked man at the convention, and great credit is due to him for the success of the convention.

The excursions on the Alberta on the afternoons of Wednesday and Thursday were rare treats. The scenery on the Saskatchewan rivals the Thousand Islands.

The smoker in the city hall on Tuesday night was an immense success, but it is whispered that K. W. McKenzie, of Edmonton, albeit a good Scot, has sworn off porridge forever.

Mr. Laird made a hit in his speech moving a vote of thanks to Prince Albert city, Board of Trade and citizens for the hospitality shown the delegates. He has the happy faculty of saying the right thing in the right way.

Too much credit cannot be given F. J. Fisher, of Edmonton, who, as secretary of the Associated Boards last year, was responsible for a vigorous follow-up system, which simply would not permit the Alberta and Saskatchewan Governments to overlook the resolutions passed last year. That Mr. Fisher's painstaking work was appreciated was shown by the enthusiasm with which the vote of thanks to the retiring secretary was greeted.

When the discussion came up as to the relative merits of Alberta and Saskatchewan oats, the popular mayor of Medicine Hat was on his feet in a hurry. "We don't want to hear from you, Billy," said Mr. Weir, from Strathcona. "The only oats you ever sowed were wild ones." Amid the laughter that followed, Mayor Cousins had difficulty in making his point clear. It is worthy of note that he opposed the Alberta resolution. His was the only vote not cast on straight provincial lines.

"There is nothing in this sinful, jealous, spiteful world so touching," said Secretary Weir, of Strathcona, "as the sublime and tender love of Strathcona and Edmonton for each other."

"Nothing at all except the love of Moose Jaw and Regina," added a Moose Jaw delegate, sotto voce.

GROCERY TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., June 25, 1907.

The weather lately has been ideal and both retail and wholesale merchants report business brisk. There has been but slight change in prices of staples; but meats of all kinds are higher than for many years. The wholesale quotations for fresh beef are 10 to 11 cents and the retail prices run from 20 to 30 cents for choice cuts. Veal, lamb, and all kinds of poultry are likewise high and a storm of protest has been heard from consumers, but all to no purpose.

The reasons given for the unusually high prices are that feed of all kinds is scarce and high and many of the stock owners killed their beef early in the winter, rather than keep them through the season at the excessive price of feeding. The shortage of hay is one reason given for the unusual prices; it is now selling at \$22 to \$24 a ton.

BUTTER AND EGGS.—Butter and eggs are a little easier. The former is selling at 18 to 22 cents a pound in tubs and 20 to 23 cents in rolls. Henny eggs are worth from 18 to 20 cents and case eggs 16 and 17 cents a dozen.

POTATOES.—Potatoes are being held at \$2.25 to \$2.50 a barrel, wholesale. Rhubarb is plentiful at 1½ to 2 cents a pound.

SUGAR.—Sugar is a little easier in the Canadian market, but dealers say that the price still holds in foreign markets and they look for even higher prices before long.

FLOUR.—Flour and meals are about

the same figure as previously reported. Manitobas are quoted at from \$5.35 to \$5.85 a barrel and Ontarios at \$4.70 to \$5. Oatmeal is selling at \$5.25 to \$5.35 and cornmeal at \$4 to \$4.10 a barrel.

FISH.—In the fish market, shad are about done, and salmon are coming in more plentiful, the price dropping to 14 or 15 cents a pound.

A. P. Taylor, of the Taylor Soap Works, Toronto, manufacturers of Eclipse and other brands of laundry soaps, as well as toilet soaps and perfumery, was in the provinces for a couple of weeks, calling on the trade with the local representative, Mr. Forrestall. It was Mr. Taylor's first visit to the provinces and he enjoyed his trip very much.

W. A. Craven, representing Cebas & Souborn, the coffee firm, was in the city last week, calling upon the trade.

The community was greatly shocked on Friday last when word was received that the river steamer Crystal Stream had been burned at Cole's Island and that four of the crew had been burned to death and other members of the crew had received very painful burns. The steamer was owned by D. J. Purdy, M.P.P., the grocer in the north end, and was valued at \$22,500. A large quantity of freight, consisting of hay, potatoes, butter, etc., was destroyed.

The work of excavating for the new cold storage plant on Main Street is now under way and building operations will be rushed ahead as quickly as possible.

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A SPLENDID CONVENTION.

Since its birth in Calgary in the summer of 1904, the organization known as the Associated Boards of Trade of Western Canada has grown mightily in influence and power, and the convention held in Prince Albert last week was the largest and most successful on record. The western boards sent to this convention their brightest and ablest business men, and at no stage of the proceedings did the delegates fail to remember their responsibilities as representatives of the business interests of the two new western provinces. Just so long as serious questions are debated and considered in this serious way will the findings of the associated boards continue to have weight with the Provincial Governments. Retiring President Hutchings, in the course of his annual address, reviewed the work of the last year and was able to point with satisfaction to the fact that several important resolutions passed by the convention held in Edmonton last year have already been embodied in legislation, while several others are receiving the serious consideration of the Provincial Governments. They would be rash legislators who would ignore the sober sentiment of the business men of the

west as expressed at these annual gatherings and it is not surprising to find the legislatures of Saskatchewan and Alberta shaping their legislation in accordance with the recommendations of the Western Business Men's Parliament.

There can be no doubt that the prestige and influence of the associated boards have been increased by the fact that both provinces are represented at this annual gathering. In spite of the division made two years ago by the Autonomy Bill, the interests of the two provinces are essentially the same. The Associated Boards of Trade is now the only connecting link between the two provinces and the convention showed good sense in voting by an overwhelming majority to retain the present organization.

HEAVY EGG PRODUCTION.

He who undertakes to corner the working hen must expect to step lively. Only a few years ago Mr. Armour took a fall out of the hen. He bought eggs. But the hens on both sides of the line laid eggs faster than even Mr. Armour could buy them, and he dropped a million dollars somewhere in the scramble. The question in the egg world to-day is, how many eggs are there? In other words, what has the hen been doing? Toronto is now probably the largest egg emporium in Canada. When eggs were exported Montreal held the palm. A Toronto egg man said to The Canadian Grocer the other day that there were three times as many eggs stored in Toronto now as there were this time last year. He was not speaking with that fine regard for exactness which characterizes his statements under oath, or, perhaps, was misled by the increase in his own business, and so overstated the case—or cases. He was right in principle. There are a good many more eggs stored in Toronto than there were a year ago; how many more no one knows. Other storage centres are probably similarly situated. Last year the egg business was encouragingly profitable on a very high level of prices, and in commerce, as elsewhere, success begets adventure.

Not only are storage stocks larger than ever before, but consumption from week to week has been at a rate unprecedented. Not only has the Canadian hen been at work, but her numbers have been augmented by the thrifty farmer taking his cue from the high prices last year.

The statistical position in the United States is equally interesting. W. C.

Taber, in The Egg Reporter, estimates the egg receipts at the four leading centres—New York, Chicago, Boston and Philadelphia—from March 1st to June 1st, at 4,861,180 cases, as against 3,859,838 cases during the same time last year; an increase of 1,001,342 cases, or nearly one-third. The storage stocks at the same centres on June 1st are placed at 2,109,000 cases, as against 1,248,000 cases a year ago; an increase of 861,000 cases, or over two-thirds. Contracts for future delivery are now being made at Buffalo at 13c.

THE POTATO SITUATION.

The slump in potatoes that occurred last week on the Toronto market has injured, to a greater or less extent, every potato man on the street, with the exception of one or two who were fortunate enough to have got rid of all their stocks previous to the sharp decline. Ontario stock figured very little in the supplies with which the market was flooded. The New Brunswick farmers who have probably for some weeks been clinging to the hope of a two dollar market, finally decided that the prices then ruling would not go up and might go down. They knew very little of what stocks were held by the growers in Ontario and Quebec and at what moment these stocks might be unloaded onto a market already well stocked. They apparently determined to be on the safe side and not be caught napping. Had they hung on a little bit longer their expectations of a rising market might have been realized. As it is they have cleared out at prices ranging from \$1.45 to \$1.75, which, on the whole, is better than they did last year.

One thing is certain. The decline cannot by any stretch of imagination be attributed to an overflow of new potatoes. The first arrivals of Canadian new potatoes have yet to put in an appearance, and by that time, according to the present outlook, they will be three weeks behind the initial shipment of last year.

POLITENESS.

Politeness is about as profitable as any part of a grocer's capital. Combined with good nature, energy and judgment, a combination results that is hard to beat. The shrewd man will not confine his politeness to customers. He will be courteous with his clerks. If he must find fault he won't do it before customers; for two reasons—it won't have as good an effect on the clerk and it will make the customer uncomfortable.

FROM GROCER CORRESPONDENTS

GALT.

Emmerson Cunningham, the nine-year-old son of Mr. and Mrs. Robert Cunningham, North Water St., was drowned at the power-house dam on the Grand River on Monday evening. The father of the drowned boy is employed with Sheldon & Co.

Canadian strawberries made their first appearance here to-day. They are of good quality and retail at 20 cents per box. It is expected that next week will see the berry season in full swing. The reports received in this quarter are indicative of the fact that the crop will be larger than for some years past. Galt is located almost in the centre of a great berry district, but this fact does not appear to lessen the price to the consumer, as the price very seldom goes as low as five cents per box.

The butter market in Galt is very weak at present. There are enormous quantities offered for sale and the price ranges from 15 to 20 cents per pound, a drop of ten cents in two weeks. Galt is a recognized butter market, and it is very seldom that the supply becomes so much larger than the demand, as it is the case at present.

"Notwithstanding the backwardness of the season, and the consequent loss of the fruit trade which is usually very large during the month of June," said Mr. Alex. Sloan, of the firm of Sloan Bros., to-day, "the grocery business is fully up to that of recent years. There has been a lot of talk about failure of the fruit and grain crops, owing to the backward season, but the farmers with whom I have conversed, inform me that while crops of all kinds will certainly be late, there promises to be larger crops than in previous years. It is strange," continued Mr. Sloan, "how these unfounded rumors gain such a wide circulation. While the farmers are well pleased with the season's prospects, the residents of the towns and cities are worrying themselves seriously over the farmers' prospects. Strange, isn't it?"

A local grocer in being interviewed by your correspondent to-day was asked if there was much price-cutting among the grocers in Galt. "Not a bit, not a bit," was his decided answer. "The grocers in Galt," he said, "pull together more harmoniously than in any town in Western Ontario. Why shouldn't we? We recognize the fact that an agreeable understanding is in the interests of trade, and for that reason we try to act in unison. More than one business has been ruined by indiscriminate price-cutting, and personally, I would rather dispose of my business than engage in price-cutting, such as I have witnessed in other towns. The classes and the masses unite for mutual protection and advancement, and why should not,

the grocers do likewise?" The above remarks are certainly very much in favor of the organizing of a branch of the Retail Grocers' Association in Galt.

New potatoes are being imported with the result that the old variety which were selling as high as \$1.50 per bag have dropped in price considerably.

The railroads have evidently taken cognizance of the complaints by Galt grocers, as goods are now arriving more promptly.

The shortage of houses in Galt still continues and emigrants have frequently to be furnished with quarters in the town hall.

The grocery store of Mr. Pat Radigan, on Main St., was entered by a burglar one evening last week. The thief gained access through a cellar window, and using burning paper as a torch he inspected every portion of the premises. When the store was opened the next morning all that was missed was 34 cents. The afternoon following the robbery Chief Gorman arrested Theodore Lutmein, who, on being tried, pleaded guilty, and was sentenced to six months in the Central Prison.

"I would certainly miss The Grocer if it did not come regularly," said Robert Percy, of Radigan & Son. "I think it is the best trade journal published. The correspondence pages are certainly very interesting."

We would respectfully enquire if anything is known of the whereabouts of the Preston and Hespeler Retail Merchants' Associations?

GUELPH.

W. F. Stewart, who has spent over nineteen years in Brussels, and who recently disposed of the National Roller Flour Mill there to Messrs. Pryne, has purchased the flour and feed business of J. T. Chittick, formerly owned by Thorpe & Co., and will take possession on July 1st. The business is well established, and with Mr. Stewart's long experience in the flour and feed business he should competently handle his new purchase.

The first car of strawberries this season arrived on Saturday. The quality was fair and the values high. The ruling price for this car was 18c. to 20c. a box. A car of choice pineapples is being unloaded to-day. They also keep high for choice stock.

Eggs are still firm at 20c. Butter also went up another cent, 16c. being paid by buyers.

Your Kingston correspondent asked about stringing the bags. We find shelves for different sizes of bags under the counter work all right and save time.

When out driving on Sunday just outside the city we saw a boy sound asleep

beside a large-sized empty Quaker Oats box. We did not stop to ask him if he had eaten it all or just part, but it certainly was a good ad. for Quaker Oats.

Business among the merchants has been dull during the past week on account of the Made-in-Canada fair; not so much, perhaps, in the money that was spent as in the fact that all the ladies were too busy at the fair to get any time to shop. The fair is now over and the hurry and bustle that pervaded every part of the Winter Fair building has subsided into a sort of tired calm. Already every lady in charge is silently undoing what she worked so untiringly to attain. The net proceeds for the week were nearly \$5,000, \$4,682.22, to be exact, which is a very satisfactory revenue.

We have to give the ladies credit for such a magnificent showing.

HURON COUNTY NOTES.

P. T. Dean, grocer, Goderich, has purchased from Robt. McLean the property at the corner of East street and the Square, one of the most desirable business locations in town, and it is understood will build a large store there. The corner is at present partly occupied by McLean Bros' butcher shop. The amount paid is said to be \$3,000.

Chas. Aberhart, druggist, of Seaforth, has purchased the building and grocery stock of P. Dill. He will dispose of the stock to local merchants and remove his own goods from his present stand, where he is a tenant, fitting up the new place as a first-class drug store. Mr. Dill held the building and stock for sale only en bloc.

R. A. Climie, Listowel, will in a few days move into a much larger store, next door to the one he has occupied for twelve years. He is having a door built between the two, and will use the old store for storage and flour and feed. The new place has two splendid shop windows, specially closed in to keep out dust and flies, metallic ceiling, bins, show cases, and is in every way a most complete and up-to-date store.

P. McGaw, of Kincairdine, has been remodelling his place of business and has added another storey and a new plate glass front. The building has also been bricked in, and interior fittings are being improved as well. The upstairs rooms will be used for storerooms and offices, and everything is expected to be completed in time for the Huron Old Boys' reunion during the week commencing July 2nd. Mr. McGaw himself is something of an old boy, having been a resident of Kincairdine for 45 years, during 20 years of which he has been in business there.

Geo. Anderson, Lucknow's "apple king," has finished the construction of a fine new business block, of cement blocks, rough stone finish. Half is to be occupied by a large dry goods store of city proportions, and the other half by H. McQuillin & Co., grocers, a new firm, who have bought the stock of Mr. Mooney there. They intend to pay particular attention to quality, and a job-

THE CANADIAN GROCER

bing trade will be done also. A five-car lot of sugar at rock-bottom price is one initial purchase. The new building is fitted up for steam heating throughout. Upstairs is the I. O. O. F. hall and a good office, suitable for a lawyer, and a bright young lawyer, Mr. Anderson says, is needed in Lucknow.

STRATHCONA, ALTA.

C. Sugarman, who has advertised a closing-out sale of his general store, to begin Thursday, has sold the business outright to S. W. Walter and R. J. Macdonald. The new firm, Walter & Macdonald, will continue the business at the old stand. Mr. Walter hails from Listowel, Ont., and Mr. Macdonald from Seaforth. Both are experienced men.

Building operations in Strathcona are hampered through a lack of material. This is due largely to the poor freight service. Carloads of material have been as long as ten days in coming north from Calgary.

Campbell & Lucas have opened a cigar store with a pool room in the rear.

The city has over one hundred men engaged in laying sewer and water main extensions. A large gang of men is also at work laying granolithic pavements and plank sidewalks. About four miles of walks will be laid this year. Of this a mile and one half will be granolithic.

At a meeting of the city council Tuesday evening an option of thirty days was given on \$60,000 of the city bonds to Wood, Gundy & Co., brokers, Toronto. Mr. Gundy, of the firm, appear-

ed before the council. It was decided that a half year's interest should be added to the bonds, the rate was then made 97 flat. This virtually makes the issue price 94½ or a fraction under the 5½ per cent. basis.

There has been a slump in real estate business during the month of June. Early in the spring business was decidedly active and a "boom" seemed imminent. Fortunately, however, the backward spring crushed the tendency to inflation. At the present time there is good opportunity for safe investment as second payments on property, bought for speculation and not turned over, are now becoming due.

WOODSTOCK.

The municipal authorities of Tillsonburg are this year displaying particular energy in getting after prospective manufacturers and impressing them with the desirability of Tillsonburg as a location for manufactories in this section of Ontario. Their latest attempt is to get a pork packing firm. The parent company is the J. & J. Loudon Packing Company, of Strathaven, Scotland, and it is said to be their intention to build a branch in this district. Two members of the firm were in Tillsonburg last week. They submitted a proposition to the town council at a special meeting and it will probably be put to the ratepayers at an early date. If it is entertained, the town will secure the advantages, before the end of the present year, of another in-

dustry, with a fine modern plant, that has passed the experimental stage and is supported by large interests.

MONTREAL.

Through the activities of the Montreal Retail Grocers' Association, the liquor license, which was made law at the last session of the Provincial Parliament, has been reduced 50 per cent. and the grocers who have been fighting for the cause are happy. All licenses will have to be paid by June 29, latest.

(Correspondence continued on page 54.)

NOTES.

Reese & Anderson, general store, Theodore, have dissolved.

The assets of Pierre P. Duval, grocer, of Montreal, have been sold.

J. B. Goodchild & Co., grocers, of Toronto, have suffered loss by fire.

The stock of Hicks Bros. & Co., wholesale grocers, of Winnipeg, has been sold.

Lt.-Col. John I. Davidson, of Davidson & Hay, Toronto, left on Saturday morning for a two months' holiday trip to the Old Country. Mrs. Davidson accompanied him.

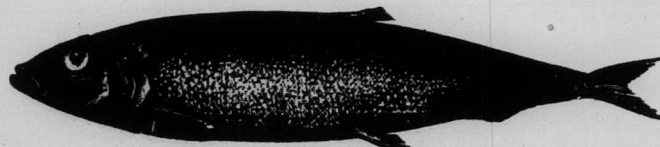
Mr. Watt, of J. L. Watt & Scott, grocery brokers, Toronto and Montreal, has returned to Toronto, after a very enjoyable three-months' holiday trip in Europe with Mrs. Watt. They landed at Naples, and after a while proceeded northward by easy stages to Holland, crossed to London, and did not fail to make a stay in Dublin.

We Want Your Fish Trade!

Because we have the Fish that You Want

We are specialists in Fish and no matter what may be your requirements we can fill them. Just let us know next time you require something in

**FRESH
SALTED
PREPARED.**



**PICKLED
SMOKED
DRIED**

**All Kinds Fish in Season
OYSTERS**

The Very Best in Season. Prices will attract you.

WRITE US FOR WEEKLY CIRCULAR

Largest Fish and Oyster Depot in Canada

LEONARD BROS.

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MONTREAL

Long Distance Telephone

P.O. Box 639

Also St. John, N.B., Grand River, Gaspe

DISCRIMINATING BUYERS

When purchasing canned goods don't overlook the Quaker Brand. High quality is the standard under which all Quaker goods are packed, and besides this, the labels are so handsome that when displayed in your store they will attract customers.

HERE'S A CHANCE

In order to stir up business to greater achievements nowadays it is necessary to be continually on the lookout for something to specialize. As you know, the prices of most lines of dried fruits have taken a big advance and no doubt a lot of your customers are looking around for something to take the place of apples and other fruits. Now what's nicer than a good pumpkin pie. There's a big business doing in canned pumpkin right now and you should see to it that you get your share. Our price for this line is right and so is the quality.

Peacock Brand, 3s, **75c.**

Canned Corn Special—Value too good to miss, so get your order in early.

Perth Corn, **60c.**

H. P. ECKARDT & CO.

WHOLESALE GROCERS

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THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 27, 1907.)

Business conditions show a marked improvement throughout the entire west. Last year's wheat crop is moving fast and the result is seen in the discharging of long standing obligations and the freer circulation of money. Wholesalers report a marked improvement in country payments.

From all parts of the west come the most encouraging reports as to this season's crop. Ideal growing weather has prevailed throughout the whole of the month of June and, as a result, the crop looks fully as far advanced now as at this time last year. Confidence has been restored by this encouraging news, as to the truth of which there is now no doubt, and, as a result, the trade are buying more freely now than at any time during the last three months.

There are not many quotable changes of importance this week.

CANNED GOODS—

FRUITS.		
	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 29½	1 27
gallons, per doz.	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz.	1 96½	1 94
2's black	2 66½	2 64
Gooseberries—		
2's, heavy syrup	2 31½	2 29
Lawtonberries—		
2's heavy syrup	1 94	1 91
Peaches—		
2's yellow flats	2 30	2 27½
3's	3 12	3 09½
Pears—		
2's, F.B.	1 81½	1 79
3's	2 29½	2 27
2's Bartlett's	1 96½	1 94
3's	2 59½	2 57
2's Globe, light syrup	1 51½	1 49
Plums—		
2's Damson, l.s.	1 34	1 31½
2's Lombard, l.s.	1 39	1 37½
2's Greengage, l.s.	1 44	1 41½
2's Egg, h. avy syrup	1 86½	1 84
Raspberries—		
2's red, light syrup	1 69	1 66½
2's black, heavy syrup	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" sliced, 2 "		4 51
" grated, 2 "		3 85
		4 40

VEGETABLES.		
Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax, "	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's	1 98	1 93
(No. 3) 2's	2 18	2 13
(No. 2) 2's sweet wrinkled	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, "		2 84
Spinach—		
2's, per doz.	3 13	3 08
3's	4 09	4 04
gallon, per doz.		11 10
Asparagus, per doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
refugee	1 98	1 93

MEATS.		
Pork and beans 1's, per doz.		1 25
" 2's, "		1 90
" 3's, "		2 80
Clark's 1 lb. plain, per case		2 25
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " tomato sauce, per case		1 80
" 2 " " "		2 25
" 3 " " "		2 25
" 1 " Ohill " "		1 90
" 2 " " "		1 90
" 3 " " "		2 25

Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
turkey	3 25
chicken, per doz	3 30
turkey	3 30
duck	2 75
2's per case	2 55
1's	2 50
Man. Can. Co. 2's per doz.	1 35
1's	2 50
Roast beef (Man. Can. Co.), 2's, per case	1 35
1's	2 75
(Clark's), 1's, per doz	2 55
2's	0 55
Potted meats, 1's, per doz.	1 25
Veal loaf 1 lb., per doz.	2 50
1 lb.	1 25
Ham loaf 1/2 lb.	2 50
1 lb.	1 85
Chicken loaf 1/2 lb.	3 50
1 lb.	3 65
Lunchtongue 1's	1 80
Sliced smoked beef 1-lb. tins, per doz.	3 10
1-lb. tins	1 45
1-lb. glass	2 50
Chipped " 1-lb. tins, "	3 05
" 1-lb. glass, "	3 10
Sliced bacon, 1-lb. tins, "	3 25
1-lb. glass, "	1 55
Corned beef 1-lb. tins, per doz.	2 75
2-lb.	

SUGAR—A decline of 10 cents last week has reduced prices to the following schedule f.o.b. Winnipeg:

Montreal granulated, in bbls.	5 10
" in sacks.	5 05
yellow, in bbls.	4 70
" in sacks.	4 55
Wallaceburg, in bbls.	5 00
" in sacks.	4 95
Berlin, granulated in bbls.	4 90
" in sacks.	4 95
Iceing sugar in bbls.	5 70
" in boxes.	5 90
" in small quantities.	6 30
Powdered sugar, in bbls.	5 50
" in boxes.	5 70
" in small quantities.	5 75
Lump, hard, in bbls.	6 05
" in bbls.	6 05
" in 100-lb cases.	6 15

SYRUPS AND MOLASSES — No change since the advance in corn syrups noted last week. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" 5-lb tins, per 1 "	2 75
" 10-lb tins, per 1/2 "	2 55
" 20-lb tins, per 1/4 "	2 60
" 1 barrel, per lb.	0 03
" Sugar syrup, per lb.	0 03
Beaver Brand, 2 lb tins, per 2 doz. case.	3 10
" 5 " " " "	3 60
" 10 " " " "	3 30
" 20 " " " "	3 20
Barbadoes molasses in 1/2-bals, per gal.	0 40
New Orleans molasses in 1/2-bals, per lb.	0 03
Porto Rico molasses in 1/2-bals, per lb.	0 04
Blackstrap, in bbls., per gal.	0 33
" 5 gal. bats., each.	2 25

COFFEE—

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 12
Ground roasted Rio	0 13
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha, per lb.	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
1-lb.	0 33

Local Blends—	
Mocha and Java in 2-lb. tins, per lb.	0 23
1-lb.	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09
" 28 " "	0 08½
" 12 oz pkgs., per doz.	1 05

PICKLES — Local brands are quoted as follows:

Sour—	
1 gal. pail.	70
3 " "	1 87
5 " "	2 75
Crock.	65
Bottles, 18 oz., per doz.	2 00
20 " "	2 25
Chow—	
1 gal. pail.	75
3 " "	1 95
5 " "	3 00
Crocks.	70
Bottles, 18 oz., per doz.	2 00
20 " "	2 25
Sweet—	
1 gal. pails.	50
3 " "	2 15
5 " "	3 25
Crocks.	75
Bottles, 18 oz., per doz.	2 25
20 " "	2 50
Onion—	
1 gal. pails.	90
3 " "	2 40
5 " "	3 75
Crocks.	85
Bottles, 18 oz., per doz.	2 50
20 " "	2 75

FOREIGN DRIED FRUITS—Owing to the scarcity of California raisins some of the local houses are importing Australian raisins and the first shipments received are of splendid quality. Prunes are advancing rapidly, owing to persistent reports of a short crop in California, and it is predicted by some commission men that prices may reach the high level of two years ago. Apricots are also advancing, even above the high prices of the last season, for it is reported that the California crop is very short. Raisins are a good crop and a reduction in price is expected when the new goods are on the market. We quote:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 08½
Sultana raisins, bulk, per lb.	0 13
cleaned, "	0 14
1 lb pkgs	0 16
Table raisins, Connoisseur clusters per case.	2 60
extra dessert,	3 40
Royal Buckingham,	4 00
Imperial Russian	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
Connoisseur clusters, boxes (5 lbs)	0 80
Valencia raisins, f. o. s.	1 75
selected.	1 85
layers.	2 10
Trenor's Valencia raisins, f.o.s, per case.	2 70
selects	2 85
layers	2 95
California raisins, muscatels, 2 crown, per lb.	0 10½
" 3 "	0 10
" 4 "	10½
choice seeded in 1/2-lb. packages per package	0 10½
fancy seeded in 1/2-lb. packages per package	0 10½
choice seeded in 1-lb packages per package	0 12½
fancy seeded, 1-lb. packages, per package	3 10
Prunes 90-100 per lb.	0 06½
80-90 "	0 06
70-80 "	0 07
60-70 "	0 07½
50-60 "	0 08
40-50 "	0 09
Currants, uncleaned, loose pack, per lb.	0 07
dry cleaned, Filiatras, per lb.	0 07½
wet cleaned, per lb.	0 07
Filiatras in 1-lb pkg. dry cleaned, per lb.	0 08
Vostizzas, uncleaned.	0 08
Hallowee dates, new per lb.	0 06
in packages, per lb.	0 07
Figs, cooking, in tapnets, per lb.	0 15
in sacks	0 06
table, 1 crown	0 10
" 3 "	0 11
" 5 "	0 13
glove boxes, per box	0 09
square boxes (12 oz) per box.	0 08
1 lb baskets, per basket.	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22
standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 15
Pears, choice (halves), per lb.	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb.	0 14
Nectarines, choice.	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9½c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

HONEY — Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
10-lb.	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
5-lb. tins, 1-doz. case	8 40
10-lb. " 1 doz.	10 80
60-lb. " per lb.	0 14

RICE, TAPIOCA AND SAGO—Japan rice has been reduced to 4½ cents per pound. We quote:

Japan rice, per lb., cwt. lots.	0 04½
50-lb. lots.	0 04
Rangoon rice, per lb.	0 04
Patna	0 04
Tapioca, per cwt.	7 50
Sago, per lb.	0 04½

NUTS—

Almonds, per lb.	0 16
(shelled), per lb.	0 33
in small lots, per lb.	0 11
Filberts	0 11
Jumbo peanuts, roasted	0 17
green.	0 14
Diamond peanuts, roasted	0 14
green	0 11

THE CANADIAN GROCER

EDMONTON.

Edmonton, Alberta, June 14, 1907.
Grocers in the city, and other retailers also, have been very much interested in the passing of an early closing by-law. A vigorous protest was entered by some of the smaller merchants against the passing of the bylaw, while the remainder of the retailers supported the legislation. The matter was discussed at some length by interested parties and petitions and counter petitions were presented to the city council. On June 1st, however, the matter was finally settled by the council passing a by-law compelling all retail stores, except drug stores, and confectionery stores, to close at six o'clock, excepting on Saturdays and on days before holidays.

The matter was taken up by the local board of trade and the city council were asked to pass the necessary legislation to enforce the early closing of retail stores, as it was felt that it was for the best interests of the city if such a law were in force. An early closing bylaw was in force last year, but as it had not been properly framed, it was overthrown by the decision of the magistrate. The council at once took the matter up, but no sooner had they framed a by-law than they received a petition from 42 merchants, asking that the bylaw be not passed, as they claimed it would be detrimental to their business. The other retailers who wished to have the bylaw passed at once presented a petition signed by 60 merchants and their 400 employees, requesting that the bylaw be passed. A petition was also received from the trades and labor council asking that the bylaw be passed. In the face of these petitions the council had no recourse but to pass the bylaw, which they accordingly did.

Since the bylaw was passed, however, several infractions of the law have been reported, and it is possible that prosecutions will follow. In the event of this being done there will doubtless be an interesting contest in court, as those opposed to the bylaw state that they will contest it and carry the matter to the higher courts, if necessary.

Among the many industries that are being established in Edmonton this year, perhaps one of the largest, and one that will have the greatest effect on the whole of Western Canada, is the mammoth packing plant that is being erected here this year. The plant, it is estimated, will cost in the neighborhood of \$1,000,000, and the contractors have promised to have the building ready for use by Sept. 1st. P. O. Dwyer is the nominal promoter of the scheme, but it is understood that the great packing firm of Swift & Co. are the real promoters of the enterprise.

The new plant will have a killing capacity of 5,000 animals per day, but this supply will not, of course, be available for some time, until the farmers, finding that they will always have a ready market for their live stock, will raise them in greater numbers. The plant, at the beginning, will give employment to 300 men, but this number will be increased to 1,000 as soon as the supply of animals is sufficiently increased.

The new plant will be erected at the junction of the C.N.R. and G.T.P. railways, so as to give ample shipping

facilities. Near the site of the packing plant there will be erected other factories to utilize the by-products of the packing plant. These will include a soap factory, glue factory, tannery, button factory, chemical works and others close to the plant, and adjoining the railway tracks, extensive public stock yards and horse markets covering several acres are being laid out for the use of the buyer and seller. In connection with these yards a large private stock yard will be constructed, a hotel for the accommodation of the stockmen and a live stock exchange with offices for the commission men.

Work was started on this extensive plant two weeks ago and is being rushed ahead with all possible speed. In about two months the large seven-story building will be completed and active work of packing will be commenced. Michaels & Oake have the contract for the excavation work and the May-Sharpe Construction Company the contract for the brick work.

For a long time there has been bitter complaining by business men in the west about delays and general inefficiency in the postal service. Hon. Rudolphe Lemieux, Postmaster-General, is earning the enthusiastic applause of the west by the energetic measures he is taking looking towards improvements. Arrangements have just been completed providing for a new postal sub-division, with an inspector and full staff, with headquarters at Edmonton. The Province of Alberta has been divided into northern and southern postal divisions. The headquarters of the southern division will be at Calgary. A. W. Cairns, formerly post office inspector at Calgary, will be the new divisional inspector for Edmonton, with offices in the Credit Foncier building, corner Jasper and Third streets. R. Bruce will be the inspector at Calgary. It is the intention of the department to have the new organization in full swing by July 1st. In addition, the Postmaster-General will open a dead letter office in Edmonton for the disposal of unclaimed, misdirected and insufficiently addressed letters. Formerly all this work was done in the Winnipeg branch.

The delivery of mail in the city of Edmonton began Saturday, June 22, and there are two deliveries a day.

KINGSTON.

Kingston is to have a school of pedagogy, and a handsome lime-stone building is in course of erection. As we don't use the word in the grocery business, I asked Webster what it meant for fear some youngster might quiz me and I wouldn't want to appear ignorant. Well, Noah Webster said it was to give instruction in the first rudiments, preparatory discipline. Would that such a school were opened to instruct young boys and girls to become good clerks; to teach them to face the public; to speak clearly and know what they were talking about; to know the value of goods and where they grew and all about them; the different processes used to make the many food products.

I forget the poet's name, but he spoke truly when he said:

"May blessings fall on each and all
Who rightly use the means intrusted;
But shame on wealth that keeps in
stealth
The talents dull and dim and rusted."

Walnuts, new, Grenobles, per lb.....	0 1
" " Marbols "	0 1
" " shelled, "	0 30
Pecans, per lb.....	0 15
Shelled walnuts, January delivery.....	0 26
Brazils, per lb.....	0 15

OATMEAL AND CORNMEAL —

Rolled oats have been advanced and prices are now as follows:

Rolled oats, 80 lb sacks, per sack	1 95
" " 40 " "	1 00
" " 20 " "	0 51 1/2
" " 8 " "	0 25 1/2
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

GREEN FRUITS — The first California small fruits are now on the market. We quote:

Fruit.	
Strawberries, qts., 2 doz. to case, per case	5 00
Bananas, car coming every week, per bunch ...	3 25
Fancy navel oranges, 96's, per case.....	3 25
" " 112's "	3 50
" " 126's "	4 00
" " 150's "	4 50
" Med. sweets, 150's, 176's, 200's, 210's, 250's	4 75
California lemons, 3 0's, 36's, per case	7 00
Apples, Fancy No. 1 Ben Davis, per bbl.....	7 00
Valencia Oranges, per case	5 00
Plums, per case.....	3 00
Peaches, "	2 10
Apricots, "	3 00
Cherries, "	2 50
Vegetables.	
Celery, Florida, per doz., \$1; per case	5 00
Tomatoes, 6-bask. crates, per bask., 90c.; per case	5 00
Onions, radish, lettuce, per doz.....	0 45
Pieplant (Washington), per box.....	2 25
Asparagus	3 00
Cucumbers, per doz	2 00
Cabbage, California, per lb., 4c. per lb., per crate	0 04
Onions, Australian, per case	4 00
Egyptian Sks., per lb.....	0 04

CORRESPONDENCE—Continued.

CALGARY.

At a meeting of the retail merchants, held last week, it was decided to ask the city council to enforce the early closing bylaw which compels the closing of stores at 6 p.m. It was also agreed not to close on Wednesday afternoons during the summer, as was done last year.

A large number of new grocery stores are being opened in the suburbs and all seem to be doing a good business.

British Columbia strawberries are, owing to mutual understanding of fruit growers, 50 per cent. higher than last year. The importation of British Columbia fruit into Alberta is growing into enormous proportions.

Experiments in raising small fruits in Alberta have been carried on for some years with considerable success, and the increased price of British Columbia berries will be a great factor in promoting the industry in the irrigated district surrounding Calgary.

A. McWillie, organizer of agencies for H. J. Heinz & Co., Pittsburgh, was in the city last week and arranged with the wholesale house of Codville, Smith & Co. to take over the agency.

This firm is preparing a magnificent exhibit of Heinz's pickles and other goods at the Calgary Fair, which will be held in about three weeks.

Trade in Calgary is very brisk. Large numbers of new settlers are arriving, an immense amount of building is in progress, construction camps are in full swing, and the demand for provisions is tremendous. The season which, it was feared, would be very backward on account of the severe winter and the late spring, is likely to be earlier than usual. There has been plenty of warm rain and hot sunny days. Fall wheat on the outskirts of the city is from 15 to 18 inches high.

To the Wholesale Grocers of the Dominion.

We are special direct importers of high-class grocery lines from France, Italy and Spain. Our goods will interest you.

Post card will bring full particulars as to our various lines, as well as quotations.

Write to-day—you will forget if you leave it until tomorrow.

Leon Fontanel & Cie

Importers

6 St. James St., - Montreal

P.O. Box 395. Phone Main 4817.

A Boy's Bank Account

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

A Bank Account

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

IN ADDITION

we will give you a watch for good work. Write at once.

The MacLean Publishing Company,

10 Front Street East, Toronto



The Baking Powder It Pays to handle

Is the one so well advertised that it sells quickly, and so high-grade that it perfectly satisfies your customers, and brings them back for more.

That's BLUE RIBBON exactly.

Of course cheaply made, unknown powders may be had for less money. But they're hard to sell, usually prove unsatisfactory to your customers, and lose your trade instead of gaining it. How's your stock of Blue Ribbon Baking Powder? Mail orders filled direct from the Factory.

Blue Ribbon WINNIPEG
LIMITED

THE CANADIAN GROCER

Brother grocers, don't try to run the store, keep the books, wait on customers, drive the wagon, etc. You may make a pile of silver dollars high as any tower, but what good is it, if you wreck your body by over-exertion? Employ good help and you will feel better and make as much if not more money. Hundreds of us all over the country are doing more than the law allows.

When the delivery-horse gets sore in front or shows his ribs, he is sent out to green pastures and when the bridle is taken off he tries to kick the sky, rolls over, gallops around and around, snorts, and in many other ways illustrates the full meaning of freedom. A merchant in the penitentiary said he didn't feel as much a prisoner there as he did when running a store.

Stop and think. You can make great improvement in running the store by doing less work and managing it properly.

Grocers throughout the country sorrow over the death of their old and well-tried friend, J. N. Christie. To us who knew him well he represented what was best in the traveling man—courtesy, honesty, intelligence and ambition. His death leaves a real blank in the lives of many of us, but his hearty handshake and contagious smile will linger in our memory until we, too, are called to that land in which there is neither sorrow nor parting. Peace to his resting place and honor to his memory.

The Hedley-Shaw Milling Co. have shut up their large flour mill at Kingston. Their lease here expires in about a year and a half. They spent about \$5,000 in machinery, which will be thrown in to pay up the balance of lease. They put in a fine cornmeal plant which was never used. Mr. Plewes remains in Kingston as agent.

W. G. Craig & Co., not being hampered with the coal and boat business as formerly at the old premises, intend having a quick delivery system. Last week they purchased a handsome bay gelding, of the Clyde type, three years old. It's a beauty and has fine action, and weighs about 1,300 lbs.

Will some of our wise scribes tell me which kind of paper is the best and most economical to use—white, grey or manila. White my paper man says, is the cheapest all round paper for the grocery trade. I had some manila sent from a Toronto house as thick as paste board. I am waiting for the traveler with a club. And the man who sold me dates, out of date, old, soft, stony and sugared, will also receive my attention. He sold them for best, new Hal-lower. Of course, the storeman will be blamed.

Kingston merchants were all overloaded with figs and the man who tries to sell figs for future delivery the coming season has a hard proposition to handle.

Mike Purtell has built a new grocery store for himself on the corner of Montreal and John streets. Mike minds his own business, gets a profit on what he sells, and doesn't worry about the grocers around him.

I am informed that some of the corn and peas sold so cheap lately are three or four years old, with beautiful, new labels. Is it any wonder that the death rate has increased in Canada? There is food for thought in the above assertion

and work for the Government and its inspectors. It would be a good thing if glass or pottery were used instead of tin.

J. M. Kirk, of the Sherbrooke Cigar Co., made his usual call the other day. He feels sad over the death of his old friend, J. N. Christie.

ST. CATHARINES.

The Board of Trade of St. Catharines is doing its best to promote the best interests of the town. They have secured permanent rooms in the Carnegie library building. By recommendation, the fee for membership was reduced from five to two dollars, this being an incentive for hitherto lukewarm supporters of the cause. The Board of Trade, as it now exists, is composed of bankers, manufacturers, wholesale and retail merchants in the various lines of trade. One of their platforms is to induce outsiders to come to St. Catharines to make their purchases. If a quantity of goods purchased amounts to a certain sum of money the car fare—either steam or electric—will be refunded. This offer seems to have had a good effect and trade generally is picking up.

The Retail Merchants' Association is now a strong body, but their meetings are irregular. The platform of the association is for mutual protection, that is, to guard against giving credit to customers who have the habit of purchasing goods and neglecting to pay for them. The merchants think they have a grievance against the Dominion Government. They do not think they are justified in paying for testing their weigh scales. They think the Government gets quite enough from them of a dutiable nature without piling any further expense upon them.

Trade generally in the grocers' line is picking up and now that home grown fruit, such as strawberries, are on the market with early and choice vegetables, the money is kept in the country and not transferred to other people.

Speaking with gardeners and fruit growers, they tell me that there will be a fair crop of cherries, plums and peaches; the pear crop will not be as big a yield as some years, and strawberries are a light crop owing to the late spring and cold weather. Potatoes are picking up wonderfully well considering the backward season. The farmers and gardeners should not grumble on money matters for the prices of all commodities grown or raised by them have ruled at high rates for some time. A slight drop has taken place in the price of butter, eggs and hay, but meats of all kinds and vegetables are commanding good prices. The original agreement between the retail grocers to close their stores on Wednesday afternoon of each week was broken the first Wednesday, and there was quite a howl, but mutual forbearance has effected reconciliation.

Good roads is a matter that is receiving considerable attention and it is high time the subject should be forcibly taken in hand. For the past one hundred years the system of road making

has been the same in this division of the Province of Ontario. Plowing, scraping, rolling the ground has been the order, till the farmers of Grantham township and elsewhere have concluded to make a change. A bylaw was submitted to the ratepayers of that township recently, and the voice of the large majority of the property owners decided there must be a change to better the condition of the roads.

The City of St. Catharines has concluded to improve a most important thoroughfare—Niagara street, to the limit of the corporation—by macadamizing, and the many farmers, gardeners and fruit growers who travel that street hail with delight the present purpose of the corporation, as in spring and autumn, during the wet seasons, this road becomes almost impassable.

I see that the retail merchants of Welland are taking a leaf from the book of St. Catharines and other places by organizing a local Retail Merchants' Association. One of the principal promoters of this association is Michael Good-sir, a former St. Catharines business man, but now a resident and business man in Welland.

The carpenters succeeded in gaining their demands and have resumed work. By this strike business was impeded, and there are but few buildings in course of erection, principally private. The Sovereign Bank and the Bank of Toronto are the only two public buildings in course of erection. Both of these, when completed, will be handsome and imposing in appearance.

ST. JOHN'S, NFLD.

The Wm. Smith Co. are advertising some special values in teas. This firm is doing a large business in canned goods and fruits.

Beef, pork and flour are again on an upward tendency. Prices this spring on all staples are very stiff.

E. J. Horwood, the Water street merchant, is advertising seeds, oats, etc. Mr. Horwood also makes a specialty of "Molaseuit," a cattle feed.

Edwin Murray, New Gower street, is advertising a specially choice lot of large and small cheese.

Berrigan's, head of Theatre Hill, do a fine general store business. This old reliable house keeps up with the times and are great believers in printer's ink.

R. Wright & Son have been appointed sole agents for Stewart & Young, Glasgow, manufacturers of confectionery and preserves.

Rothwell & Bowering make a specialty of Galaxy and American Beauty flours. This firm do a large business in staples and other goods.

T. A. MacNab & Co. are wholesale agents for Windsor table salt.

A. W. Bullock, one of Georgeville's progressive grocers, has just issued a neat little booklet descriptive of the pretty district surrounding Lake Memphremagog. Mr. Bullock certainly knows how to get after the best trade, as after reading the little book one would be tempted to visit the scenes described.

Business Management

By HOWARD R. WELLINGTON.

Systems for Retailers.

A great deal is said in this advanced age about "applying system to business." There is a danger of over-doing this, but there is no doubt that far more may be accomplished, both by the head of the house, and also by the employe through the introduction of systematic records and methods into any business. Of course, it must be remembered always that results depend largely on the employer and the employe, for an office or a business house may be filled with systematic devices and labor-savers and still there are no beneficial results, because those operating the systems are not working them to the best advantage. In a simple matter, such as filing correspondence and invoices, the greatest care should be exercised, as the time of the merchant is valuable, far too valuable to waste looking through heaps of letters and invoices in order to find the address of a certain concern he desires to write to. There are a number of simple devices for filing correspondence in a small office, although probably the box alphabetical file is the most convenient where a regular filing cabinet is not employed. A letter is received—and, by the way, letters should perhaps, be classified into "purchase" and "sales"—and as soon as a reply is prepared a carbon copy should be written at the time and attached to the original letter; in this way the whole history of the transaction is easily secured for future reference. These letters and replies are filed loose in the box file mentioned above, and any subsequent letter is treated in exactly the same way and filed on top of the previous one according to date. In a large business a great deal of time may be saved and some mistakes in names and addresses avoided by handing the stenographer the letter which is being answered, after placing the figure 1, 2, or 3, as the case may be, the stenographer using the same number in her note book, in place of writing out in full the name and address of the customer. For instance, the letters requiring answers may be accumulated and the dictation given at one time. Should the letter be from Messrs. Brown & Jones, Teeswater, instead of calling this to the stenographer, simply place the figure 1 opposite the name, the stenographer marking her notes in the same way. There will be absolutely no mistakes in names or addresses, and the time saved is worth while. Give it a trial.

System may be employed in so simple a matter as opening and handling the mail. It is the man who studies his business, and plans his time, who succeeds. If a system does not deal with a business you are in, it can easily be adapted to it; in fact, every business has its peculiarities, but there are few which cannot be improved by system. Some men will putter around shop or office all day and accomplish about as much as a systematic man may accomplish in one hour, and the latter's work seems to move so smoothly and without friction.

A word might be said here as to allowances for the return of goods, or for defects or overcharges. This occurs with both the wholesaler and the retailer. Where

the customer makes a claim or returns some goods, and the allowance is to be made, it is safer to have a small book for the purpose, called "allowance book" or "credit book," into which is entered the amount of the allowance or returns, when the transaction takes place, and thus avoid the annoyance of having the customer return his account for correction on the first of the month. Similarly, if the retailer is making a claim on the wholesaler, this method is preferable, as almost invariably, if the claim is to be allowed, a credit not confirming the allowance will be sent by the wholesale house.

We should strive to do not only better work, but more work in less time. Now, in reference to purchase invoices, the first step is naturally to check over the receipt of goods correctly; and then the order, to ascertain if the goods have been delivered and charged as ordered. Should any difference arise, it should be reported immediately. After the invoice is found correct in every way, the prices of the various lines of goods should be recorded in some convenient way, so as to be easily accessible at a moment's notice. Probably a small price book, alphabetically arranged, will answer the purpose, giving the following particulars, for instance:

Stock	Date	From	Cost	S.P.
Groceries	April 8	S. B. Co.	\$4.50 ea.	\$6

This book may be arranged alphabetically in accordance with the concern from whom the goods were purchased, or in accordance with the particular stock, the latter probably being the preferable method. This price book becomes simply invaluable around an office, both in buying and selling goods.

There are a number of methods for entering or recording purchase invoices, which will be outlined in a later issue. This is one of the most important branches in the work of an office.

ADVERTISING.

The average merchant usually gives advertising too much or too little credit. If the store management and service are bad—if the stock is poor and the sales force inefficient and discourteous—he is likely to have a poor opinion of the efficacy of advertising, for advertising can do very little for a store of that sort.

On the other hand, the merchant who has a fine store with a good stock of merchandise and excellent service is apt to think that it is not necessary to advertise. He thinks he can get along without it on the presumption that the store will advertise itself. That's where he is wrong. The better the store is the more this fact should be advertised.

S. W. EWING, CHAIRMAN.

S. W. Ewing, chairman of the Montreal Branch Canadian Manufacturers' Association, was elected by acclamation last week. S. S. Boxer was chosen vice-chairman.

The nominations for the positions mentioned, as well as for a board of twenty for the executive committee, closed last Thursday. Eighteen members of the executive are elected in Montreal and two in the district towns. Twenty-four names were posted for the city and only the two required for the district. Consequently elections will be held for the city executive members while the district nominees, Louis Simpson, Valleyfield, and S. T. Duclos, St. Hyacinthe, are declared elected by acclamation. The nominations for the city are: C. P. Bingham, Fred Birks, C. W. Bowman, A. H. Brittain, Wm. Cauldwell,



S. W. EWING.

C. W. Davis, Joseph Fortier, Clarence F. Smith, J. H. Sherrard, George W. Sadler, Frank Pauze, L. H. Packard, W. T. Miller, J. H. Kinghorn, S. D. Joubert, Robert Gardner, J. H. Gallagher, George Esplin, W. T. Whitehead, H. K. S. Hemming, A. P. Gordon, R. J. Younge, J. H. Birks, T. H. Wardleworth.

GOLD STANDARD EXHIBIT.

The Winnipeg Pure Food Show in August promises to be one of the leading trade features in the western metropolis this summer. Foodstuff merchants of every degree are taking a lively interest in it and some of the big fellows are doing their share very effectively to make it a huge success.

The Codville-Georgeson Co., manufacturers of Gold Standard goods, are sending out invitation cards to all retail merchants in the west, requesting them to visit the Gold Standard exhibit at the Food Show. They are taking pains to make their exhibit one of the finest at the show. Hot coffee and dainty foods will be served by their experienced demonstrators and every merchant who can accept the invitation may rest assured of most courteous treatment.

While in Winnipeg it would also be worth the while of every retailer of foodstuffs to visit the new seven-story warehouse of this firm, right in the heart of the wholesale district. Everything is fitted up with the most modern equipment and many interesting processes are used in manufacturing Gold Standard goods. This firm's great business has been largely built up by their willingness to guarantee every product of their

manufacture to be of the highest quality.

C.P.R. BUYS LEVER BROS.' LAND.

The property recently acquired by Lever Bros., corner St. Timothe and Notre Dame Streets, Montreal, has been sold to the C.P.R., the purchase price being in the neighborhood of \$77,250. The land is occupied by the factory of the William Strachan Company, makers of Gilt Edge soap, and is required by the C.P.R. for the enlargement of their freight yards. The makers of Gilt Edge will build elsewhere in the city, it is understood, but when they shall move, and where, has not yet been made public.

TRAVELERS' HOLIDAYS.

The wholesale grocery houses of Ontario south of, and including, North Bay, have agreed upon July 27th to August 10th for the dates of travelers' holidays.

PERSONAL.

F. R. Lawlor, M.P., of the executive of the Canadian Cannery, was in Montreal last week.

C. D. Cowles, representing the St. Charles Condensing Company, was in Montreal recently.

Mr. Tobias, for sixteen years traveler for Lucas, Steele & Bristol, Hamilton, has accepted the position rendered vacant by the death of Mr. Swain, with Todhunter, Mitchell & Co. He commences his duties for his new firm immediately.

C. D. Cowles, of St. Charles Condensing Co., Ingersoll, was in Toronto last week. The trouble with the ubiquitous Cowles is not lack of business, but difficulty of his company to keep up with their orders. To help themselves out in this respect they have ordered him to take a month's holidays, and he is off to his Syracuse home.

J. J. Campbell, of the firm of M. Campbell & Co., grocers, etc., of Glace Bay, Nova Scotia, died recently.

A company will be formed at Battleford for the erection of a flour mill and elevator in that town. The company will be capitalized at \$40,000 and work on the buildings will be commenced as soon as half of this amount has been subscribed. The capacity of the mill will be 125 barrels.

Bed Bug and Roach Killer

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

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

For sale by leading wholesalers
A. NATHAN, 149 ONTARIO STREET WEST
MONTREAL

Expert Bookkeeping

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

Davenport, Pickup & Co.

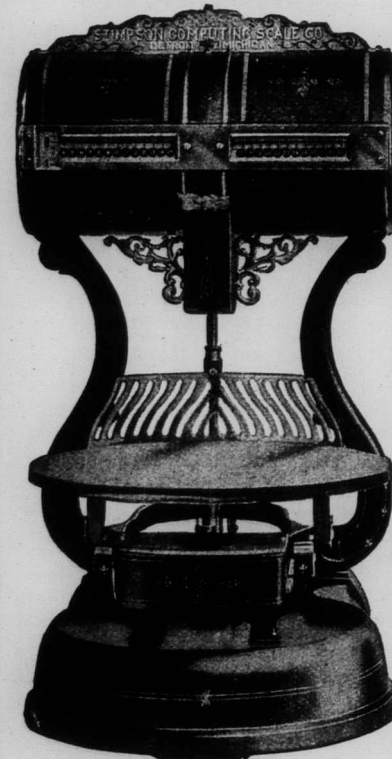
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale



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

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

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

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

HERE'S A PROPOSITION

That Will Interest You

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

Gold Standard Baking Powder

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

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

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

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

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West ?

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

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

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

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

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.



The Finest
Family Polish
on the Market.

BLACK JACK

AT YOUR JOBBERS'

It pays to have proper connections in

The West

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

Consign your cars to us and please your customers.

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

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

Breakfast Bacon

Buy The Best



MADE BY

FEARMAN
HAMILTON

The Secret of Success

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



**Corona
Brand**



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

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

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

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

RYAN BRAND

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

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

Can you afford to stock inferior brands?

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

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

There is a dull feeling in cheese at present and prices quoted are rather lower than those which ruled last week. Very little trading was done in Montreal, particularly the early part of the week. The make continues larger, receipts each week showing a gratifying increase over previous weeks. Last week 98,956 boxes were received, against 71,787 boxes the previous week, and 87,677 boxes for corresponding week in 1906. It will be noticed that the receipts for the week in 1907 show an increase of over 10,000 boxes, when compared with the same week in 1906.

These figures give one some idea as to the large amount of cheese being turned out by the factories this year. Factory-men are devoting a great deal of attention to cheese, and are using for it milk that in former seasons would be utilized for butter. One can see the falling off in butter make this year immediately upon comparing figures with last season.

Still, speaking of receipts, it is noticeable that while the weekly output of cheese seems to be increasing, the make for the season is yet behind 1906. Since May 1 receipts have been 362,550 boxes, against 439,729 boxes in 1906.

Shipments are also behind 1906. Since May 1 this year, 324,776 boxes were exported, against 442,855 boxes in 1906. Last week, shipments amounted to 81,094 boxes, against 72,379 boxes previous week, and 81,100 boxes corresponding week last year.

Dealers are asking for Ontarios 11 $\frac{3}{4}$ to 11 $\frac{1}{2}$ cents. Townships are bringing 11 $\frac{1}{2}$ c. when there is any trading, while 11 $\frac{1}{4}$ c. to 11 $\frac{1}{8}$ c. is obtainable for Quebecs.

Butter is quiet. Prices are weaker and by some are expected to decline in the near future, but whether they will or not is a question. Dealers have been

expecting low prices for the past month, or for the past three weeks at any rate, and, contrary to expectations, the quotations fluttered first one way and then the other, so that they are now not any better than they were three weeks ago. In fact, on some lines prices three weeks ago were better than they are today. For instance, townships creamery was then quoted 20 $\frac{1}{2}$ c. to 20 $\frac{3}{4}$ c., against 20 $\frac{1}{2}$ c. to 21 c. to-day; Quebec creamery is quoted on the same basis as three weeks ago, 20 $\frac{1}{4}$ c. to 20 $\frac{1}{2}$ c.; Ontario is also the same, 20 c. Ontario dairy butter is lower, being 17 $\frac{1}{2}$ c. to 18 c., against 18 c. to 18 $\frac{1}{2}$ c. three weeks ago.

Looking at these figures it does not seem so likely that there will be any immediate drop in prices.

Making it further probable that prices will be firm is the fact that stocks are none too large, and while there is no export demand worth considering at present, it is likely that towards the middle of next month Canadian butter will be wanted in England, and at the present rate of arrival of receipts it would not take a very long period of strong demand to clean up the market here.

Last week receipts of butter were 18,403 packages, against 15,424 packages week previous, and 26,658 packages corresponding week, 1906. From May 1 this season 90,342 packages were received, against 142,806 packages in 1906.

Butter exported last week amounted to 1,498 packages, against 243 packages previous week, and 14,900 packages corresponding week, 1906. Since May 1 dealers have exported 1,793 packages, against 65,120 packages for the same period in 1906.

The rain which we had the early part of this week will have a beneficial effect upon the situation, in that it will help the farmers more or less.

THE PROVISION SITUATION

The export provision situation is again in a very unsatisfactory condition. Prices in England declined 2s. 5d. last week, and indications point this week to a further decline of 3s. This brings the market to the position it held before the recent advance, making the export of bacon a losing undertaking for the Canadian packer. This week's clearances are said to be at least 4s. under the cost of product. That is not satisfying. The Old Country market is practically in buyers' hands, as holders are pressing their stuff for sale. The primary cause of the decline is increasing stocks of Danish, and to some extent, of American, coupled with unfavorable, cool weather. The backwardness of the season has kept the people away from the summer resorts, which are usually large consumers of bacon at this season. Canadian shipments to Great Britain are still below normal, about 3,600 boxes a week. There has been a tendency in Canada this year to turn a

larger portion of the product than heretofore into channels for home business. This tendency has been assisted by the poor market abroad and still there is no evidence here of over-stocking. Domestic demand continues active and prices firm.

Packers are trying to get the live hog price down, but not very successfully as yet. This week prices are variable from \$6.40 to \$6.65 f.o.b. at country points. Last week it was \$6.60 to \$6.65. Deliveries are light. Last week receipts were not over 25,000. The hogs are in the country all right, but when prices decline farmers and drovers hold off.

In the United States last week witnessed very little change and no activity in hog products, either for spot or future delivery. The tendency in prices has been lower, dragged down by lack of spot demand and some pressure to sell, on increasing stocks, especially of lard. Receipts of hogs were liberal, but no larger than a year ago.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There have been no price changes during the week and business has been very good. Hams and bacon are selling quite freely, with the hot weather we have been having, while lard is in very good demand.

Lard, pure tierces	0 12	0 12 $\frac{1}{2}$
" " 56-lb. tubs	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
" " 20-lb. pails, wood	0 12 $\frac{1}{2}$	0 13
" " cases, 10-lb. tins, 60 lbs. in case	0 12 $\frac{1}{2}$	0 13
" " 5-lb.	0 12 $\frac{1}{2}$	0 13 $\frac{1}{2}$
" " 3-lb.	0 12 $\frac{1}{2}$	0 13 $\frac{1}{2}$
Lard, compound tierces, per lb.	0 10	0 10 $\frac{1}{2}$
" " tubs	0 10 $\frac{1}{2}$	0 11 $\frac{1}{2}$
" " 20-lb. pails, wood	2 10	2 28
" " 20-lb. pails, tin	2 03	2 18
" " cases, 10-lb. tins, 60 lbs. in case	0 10 $\frac{1}{2}$	0 11 $\frac{1}{2}$
" " 5-lb.	0 10 $\frac{1}{2}$	0 11 $\frac{1}{2}$
" " 3-lb.	0 10 $\frac{1}{2}$	0 11 $\frac{1}{2}$

Wood, net, tin packages, gross weight—	
Canadian short cut mess pork	22 00
American short cut clear	24 50
American fat back	22 50 25 80
Breakfast bacon, per lb	0 15 0 15 $\frac{1}{2}$
Hams	0 14 0 16
Extra plate beef, per bbl.	15 50 16 50

BUTTER—Butter prices have been very steady, having fluctuated very little the past three weeks. It will be noticed on referring to The Grocer of three weeks ago, that prices given therein are practically the same as those quoted below. Receipts are getting larger and more export business is being done. It is not thought that much lower prices will rule.

New creamery, choice, boxes	0 22
" " pound prints	0 22 $\frac{1}{2}$
Dairy, tubs	0 13 0 20

CHEESE—Cheese market is slightly easier and prices are lower. Business is good. There is not much old cheese obtainable and what is offering brings a good price.

Cheese, old	0 15	0 16
" " new, large	0 12	0 12
" " twins	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$

EGGS—Eggs are weak and prices have declined since last report. Receipts continue very large and it will not be surprising to see still lower prices, although one can hardly say with safety these days what the outlook is likely to be.

HONEY—Practically nothing is being done. Prices remain as below.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10 $\frac{1}{2}$
Buckwheat	0 07	0 08

TORONTO.

PROVISIONS—The warm weather is looked to to markedly increase the consumption of smoked meats. Demand has been pretty steady. Prices are firm and practically unchanged. Lard is firmer again. Lamb chops are retailing here at 35c. lb., which seems to be going some.

Long clear bacon, per lb.	0 11	0 11 $\frac{1}{2}$
Smoked breakfast bacon, per lb.	0 15	0 15 $\frac{1}{2}$
Roll bacon, per lb.	0 11	0 11 $\frac{1}{2}$
Small hams, per lb.	0 15	0 15 $\frac{1}{2}$
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 14	0 14 $\frac{1}{2}$
Shoulder hams, per lb.	0 11	0 11 $\frac{1}{2}$
Bacon, plain, per lb.	0 15 $\frac{1}{2}$	0 17
" " per meal	0 17	0 17 $\frac{1}{2}$
Heavy mess pork, per bbl.	30 00	30 00
Short cut, per bbl.	23 50	23 00
Lard, tierces, per lb.	0 12	0 12 $\frac{1}{2}$
" " tubs	0 12 $\frac{1}{2}$	0 13 $\frac{1}{2}$
" " pails	0 09 $\frac{1}{2}$	0 11 $\frac{1}{2}$
" " compounds, per lb.	0 09	0 10 $\frac{1}{2}$

Satisfaction to All

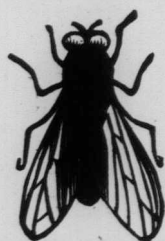
WHO DISTRIBUTE OR USE

Clark's Canned Meats

THEY SATISFY CONSUMERS

and this is the basis of both Retail and Wholesale Trade.

To sell them is to ensure demand from Season to Season.



WILSON'S FLY PADS

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

ARCHDALE WILSON, HAMILTON

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

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

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

ORDER NOW
Butter
Tubs
Boxes and Paper
 Best Goods, Prompt Shipment
 Prices Right
WALTER WOODS & CO.
 Hamilton and Winnipeg

Plate beef, per 200-lb. bbl.	12 00	13 00
Beef, hind quarters	9 50	11 00
" front quarters	6 00	7 50
" choice carcasses	7 50	9 00
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12	0 15
Hogs, street lots	9 25	9 75
Veal	0 08	0 10

BUTTER—Prices are unchanged and dealers confess themselves puzzled. Prices are on about a level with last year, but a year ago a good deal of butter was being stored; this year wholesalers here assert that practically none has gone into storage yet. As far as it can be gauged the tone of the market is firm.

Creamery prints	0 20	0 21
Creamery solids	0 19	0 19
Dairy prints, choice	0 17	0 18
" ordinary	0 16	0 17
" tubs, choice	0 16	0 17
" tubs, ordinary	0 15	0 16
Baker's butter	0 14	0 16

CHEESE—The cheese market is firm and last week's prices still hold.

Old cheese	0 15
New	0 12

EGGS—Outside buyers are paying less than a week ago, but prices here are maintained to allow for the shrinkage, which the heat has put up several notches. There is a weak tone to the market and unless consumption increases abnormally, which is unlikely just now, prices are going lower.

Eggs	0 17	0 18
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HONEY—Prices are normal.

Honey, strained, 60 lb tins	0 11
" 10 lb tins	0 12
" 5 lb tins	0 13
" in the comb, per doz.	2 00
Buckwheat honey, per lb.	0 05
" in comb, per doz	1 50

POULTRY—Business is very light at present at about unchanged prices.

Live Weight.		
Spring chickens, per lb.	0 15	0 20
Old fowl	0 10	0 10
Ducks	0 10	0 10
Spring ducks	0 10	0 20
Dressed weight.		
Spring chickens, per lb.	0 20	0 20
Old fowl	0 10	0 10
Ducks	0 10	0 10
Spring ducks	0 25	0 25
Tom Turkeys	0 12	0 12
Hen	0 14	0 14

WINNIPEG.

BUTTER—Creamery is now in better supply, as the Manitoba creameries are in full operation. The price to the retail trade is as follows:

Bricks, 1 lb. fancy, per lb.	0 26
" 1 lb. choice, per lb.	0 24
Solids, fancy, 56's, 28's, 14's	0 25

Dairy butter is also in much better supply and produce houses are getting what they want at prices as low as 19c. to 20c. f.o.b. country stations.

LARD—Tierce basis is now 12 1/2c. We quote the following advances over tierce basis for other packages:

50-lb. tins, 1c. per lb. over tierce basis, each	6 25
20-lb. wood pails, 3c.	2 55
6-10 lb. tin pails, 3c.	7 80
12-5 " " 1c.	7 90
20-3 " " 1c.	7 95

CURED MEATS—Revised prices are as follows:

Hams, selected, mild cure, 10 to 14 lbs., per lb.	0 17
Bacon, " " 5 to 7	20
Baeks, " " 8 to 10	0 17
Hams, light, 10 to 14 average	0 17
" medium, 14 to 16 average	0 16
" heavy, 20 to 30	0 15
" skinned, 2' to 30	0 17
Picnic hams, 6 to 8	0 13
Shoulders, 10 to 14	0 17
Breakfast bacon, clear, bellies, 8 to 10	0 17
" clear bellies 10 to 12	0 17
" wide 14-16, strips 6-8 lb.	0 16
Clear backs, bacon, 8 to 10	0 16
" 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14

In London, England, a factory has been built for the manufacture of paper pails for milk. 50,000 are turned out daily, but it is said that, if the demand is to be met, this quantity will have to be increased to several millions.

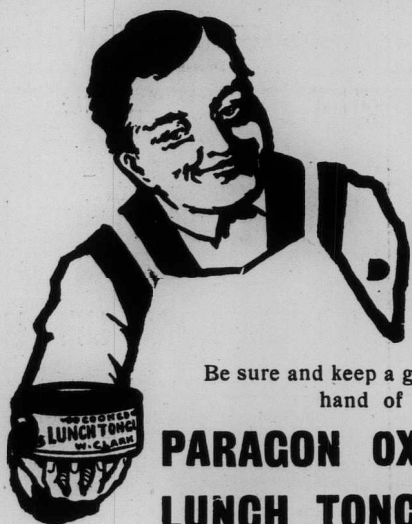
WAREHOUSEMEN ON ORGANIZATION.

Montreal warehousemen employed by the various wholesale concerns are talking of organizing in order to obtain better conditions for themselves. They say that their wages do not average more than \$1 to \$1.50 a day and that their hours are longer than those of any other body of workers. They believe that by founding some sort of a union they will be able to secure several much needed reforms.

A FRUIT SEASON SELLER.

An article which ought to sell well at this season of the year is a brush for cleaning fruit jars. In small jars, at any rate, it is hard to insert the hand, and a brush of this kind may be secured to be retailed at 15c. each. It is made on a wooden handle about twelve inches in length, the handle being twisted on a wire and then fastened over the end of the handle.

C. A. Chouillou, Montreal, has left for Europe. He will be away all summer.



**IN
DEMAND
FOR
SUMMER
TRADE**

Be sure and keep a good supply on hand of my

**PARAGON OX TONGUE
LUNCH TONGUE
TONGUE LUNCH**

And other Delicious Preserved Meats.

I am advertising them extensively and this, with the summer season now on, is bound to increase the demand.

Latest Price List on Application

WM. CLARK, MONTREAL.

O'Mara's Bacon

Quotations cheerfully given by the following

Selling Agents:

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

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

JOSEPH O'MARA

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

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable



Preferable



Saleable



Profitable

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

CEREALS AND CONFECTIONERY

Prices Continue Firm in All Lines, But in Flour Buying is At a Low Ebb—
Good Demand for Cereals—Confectionery.

The grain markets have been much less interesting of late. The approach of the end of the month settlements has put a bar against speculation for the moment. Holders who do not wish to take delivery must sell. Sporadic crop news continues, but time is needed for the development of weather possibilities upon which the situation depends. Despite the glowing reports from the west, eastern grainmen are inclined to be pessimistic. Responsible grainmen express the view that the Ontario fall wheat crop has suffered considerably and no matter what the weather may do the crop will be curtailed.

The flour trade is very dull. Domestic business is at low ebb, and while there is free export enquiry Old Country buyers are only just getting into line. Newfoundland is taking some winter wheat flour. Millers are holding to their prices, knowing that it is nip and tuck with the western wheat crop and believing that a couple of weeks of unfavorable weather would put the market on a much higher level. Many of the small millers are out of both wheat and flour and what trade there is is going to the big mills. The cereal mills are quite busy and there, too, prices are being maintained.

Confectionery.

These are good days for the retail grocer. He is making money. For that reason some of them may give confectionery the go-by as not being worth while. The big retailers don't. Nearly all of them who make any pretence to keep abreast of the times give confectionery a conspicuous, if not a large, place in their business. They find it worth while, and so would every grocer who followed their lead intelligently.

MONTREAL.

FLOUR—Business continues very good locally at firm prices. Export demand is satisfactory, some good shipments be-

ing made, particularly to Great Britain. Prices are not expected to change in the near future.

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

ROLLED OATS—Demand for rolled oats is limited, owing to the warm weather, but there is still some business being transacted. Prices this week have been stationary.

Fine oatmeal, bags.....	2 60 2 75
Standard oatmeal, bags.....	2 60 2 75
Granulated.....	2 60 2 75
Gold dust cornmeal, 98 lb bags.....	1 70 2 00
White cornmeal.....	1 65 1 75
Rolls oats, 90-lb. bags.....	2 40 2 50
" " 80-lb. bags.....	2 30 2 37½
" " bbls.....	5 05 5 35

FEED—Millers find it very difficult to obtain feed. One large concern has put up the price of Manitoba shorts to \$23 and \$24. Feed flour is also firmer. There seems to be no immediate prospect of a drop in prices.

Ontario bran.....	24 00 25 00
Ontario shorts.....	23 00 24 00
Manitoba shorts.....	23 00 24 00
" bran.....	21 00
Mouillie, milled.....	23 00 30 00
straight grained.....	28 00 30 00
Feed flour.....	1 35 1 45

TORONTO.

FLOUR—The millers continue to find business very quiet and not much export business is passing, though there is considerable enquiry, and foreign buyers

SPRAGUE

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

NAP. G. KIROUAC & CO.,

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

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

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

Business Insurance

Protect your goods, your reputation and your bank account by purchasing everything you require in

Wrapping Papers, Twines, etc.

from

DOUGLAS & RATLIFF, Ltd.

The unrivalled strength and toughness of the D. & R. brands of paper protect your goods; their superior finish and appearance your reputation as a grocer who does everything in first-class style, and our prices and values protect your bank account. May we hear from you through our travellers or direct.

Douglas & Ratcliff, Limited

TORONTO and WINNIPEG

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

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

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

If you are not stocked write us at once.

BATTLE CREEK

TOASTED CORN FLAKE CO.

LONDON, ONTARIO

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

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

F. H. Hodgson, Montreal Agent.

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

Ice Cream Powder

At a Tempting Price

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

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

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - - - ENGLAND



QUEEN QUALITY PICKLES

Sweet—Mixed and Ohov

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

are showing a tendency to meet Canadian prices. Locally prices are firm.

Manitoba Wheat.	
60 per cent. patents	4 90 5 00
85 ..	4 50 4 60
Strong bakers	4 30 4 40
Winter Wheat.	
Straight roller	4 25 4 35
patents	4 45 4 65
Blended	4 35 4 40
Rolled wheat in barrels, 100 lbs.	2 75 3 00
Rolled oats, in wood, per bbl	5 25
in bags, per bag 90 lbs.	2 50
oatmeal, standard and granulated, per bbl.	5 55
in bags 98 lbs.	2 65

CEREALS—Prices continue unchanged, but firm, and there is a good demand for wheat products.

FLOUR IN NEWFOUNDLAND.

E. D. Arnaud, Canadian agent, Newfoundland, writing on June 4, says:—“The trade in flour with this colony is at present altogether in favor of Canada, the prices being on an average 40c. lower than American. The following are the rates now quoted by retail, with the wholesale prices about 25c. to 30c. lower: Manitoba first patents, \$5.90 to \$6.20; Manitoba second patents, \$5.20 to \$5.50; Minneapolis patents, \$6 to \$6.30; Kansas patents, \$4.90 to \$5.10; Manitoba and Ontario, \$5.10 to \$5.40; winter wheat—90 per cent., \$4.60 to \$4.80.

CEREAL NOTES.

Frank Thomas, baker, of Niagara, has suffered loss by fire.

J. A. Hunter, confectioner, etc., of Blenheim, is advertising his business for sale.

Blanche A. Goodchild, confectioner, of Toronto, has lost part of her stock by fire.

Wooster & Hayter, confectioners, etc., of Balgonie, have opened a branch at Regina.

W. W. Brown, confectioner, of Medicine Hat, has been succeeded by Chester J. British.

The Manchester Cereal Co., millers and grain merchants, of Ingersoll, have suffered loss by fire.

Vernon Bros., flour and feed merchants, of Vancouver, have been succeeded by Mitchell & Johnson.

R. A. McKellar, grocer and confectioner, of Pilot Mound, has been succeeded by the Gossau Supply Co.

The Acme of Biscuit Goodness

is reached and concentrated in

Perfection Cream Sodas

and particular women all over the Dominion know it.

This is no matter of speculation. On the contrary, it is a well attested fact. Of course this means



are just as near perfection as human care and ingenuity can make biscuits. These biscuits are baked and packed so that their goodness is lasting.

Few grocers slight their biscuit counter. This helps to explain the ever-increasing demand for

Perfection Cream Sodas

We guarantee satisfaction.

Three pound cards or tins. Put name on your order list now.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

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

FOR SALE BY ALL DEALERS

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S CREAM SODA BISCUITS
are just as perfect as Soda Biscuits can be baked—and they hold their goodness.
McLAUCHLAN & SONS CO., OWEN SOUND, ONT.



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C. E. Colson & Co., Mo
D. Magson & Co.,
A. P. Tippet & Co.

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

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	OFFICES
WINNIPEG	ST. JOHN, N. B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Particular People Like Our Flour

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

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

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

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

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

To Build Up Trade

You must have a first-class line, in which the public have confidence.

This applies to Maple Syrup and Maple Sugar. The standard line of maple goods in this country is



Pride of Canada Brand

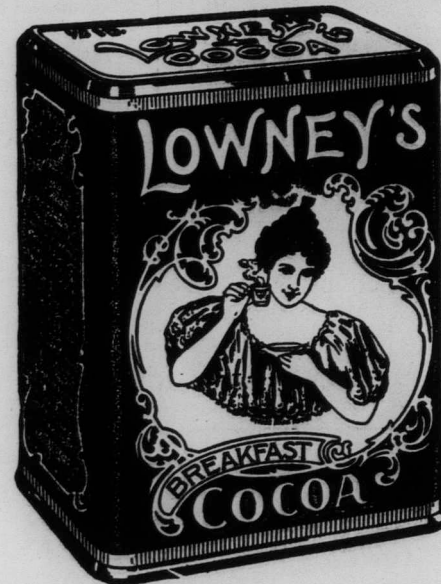
It has a well-deserved reputation for purity and excellence, and has an enormous sale.

Always look for our label when buying maple goods, and you purchase wisely.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, QUE.



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

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., MONTREAL, CAN.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-day)

Warm or cold weather does not affect the desire for

CAILLER'S SWISS MILK CHOCOLATE

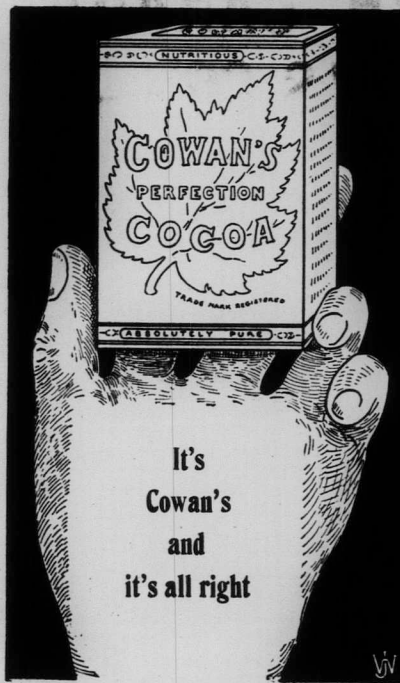
—Its purity, delicious flavor and satisfaction to the palate has made it in Canada what it has been in Europe for 25 years—the favorite Chocolate.

Do you sell it?

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

The Maple Leaf



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

stamped on a package of Cocoa or Chocolate is the buyer's Surety of Purity and Quality.

Cowan's Cocoa and Chocolate

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

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The finest selected Trinidad Cocoa Bean, purest sugar and perfect machinery are used in the manufacture of

Mott's

"Diamond" and "Elite"
brands of

Chocolate

That is why every grocer knows them to give satisfaction to his customers.

FOR SALE BY ALL JOBBERS

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

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

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

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

NOVA SCOTIA TRADE NEWS

Markets on the Atlantic Seaboard—A Big Run of Mackerel—Big Cold Storage and Canning Scheme—Meat Famine Threatened.

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., June 24.

There is quite a good demand for canned goods at the present time, the sales of peas, beans, corn and tomatoes being heavy. The price of all canned goods is steady, and fair stocks are held. No complaint is made of a shortage in any lines. Prunes are selling freely, and also evaporated fruit. Sugar and flour are steady. Trade on the whole is very good, and collections are considered to be satisfactory.

The steamer Ocamo, which arrived here from the West Indies last week, landed 10,000 bags of sugar and a quantity of molasses. The steamer Foster Rice arrived during the week with a cargo of molasses from Barbadoes.

The Furness liner Shenandoah, which sailed from Halifax last week, took 12,994 cases of canned lobsters for Havre, France, and 3,000 cases for London.

The steamer Veraston, from Cadiz, is discharging a cargo of 3,500 tons of salt.

FISH—There is an abundance of fresh fish on the market. During the past week the waters along the coast were teeming with mackerel, and the fishermen reaped a harvest. The fish are of excellent quality and very large, some of them tipping the scales at 4 pounds. Thousands of barrels were taken, iced and shipped to the American market. The heavy catches caused a big drop in the price. Fish that sold at 18 cents last week are now quoted at 10 cents. Two D.A.R. steamers took over 2,000 barrels to Boston.

BUTTER AND EGGS—There is a considerable improvement in the butter market, and the receipts increased during the week. Dairy butter is coming in more plentifully and the price is on the downward trend. This is a welcome relief to the consumer. Creamery is firm at 27 cents, but small dairy tubs can be bought at retail at 24 cents. There are only average receipts of eggs, with a fair demand. They are quoted at 19 cents by the case.

VEGETABLES—There is a growing scarcity in some lines of vegetables, and in consequence the price keeps advancing. Potatoes are 25c. a bag higher, and carrots, parsnips, beets and turnips are practically off the market. The few turnips offered for sale are of a very poor quality. New cabbages are now on the market and the quality is very good, \$3 per box is the price quoted. Cucumbers are 6c. each. Lettuce, spinach, rhubarb and radishes are in good supply.

FRUIT—Some lines of fruit are very scarce, pineapples in particular, and the price is high. Jobbers say that it is very difficult to secure good pines. The importation of American strawberries is quite heavy this season, and the price is very reasonable for the quality of the fruit, the most of which is good. The selling price is 18c. per box. Bananas are not very plentiful, the receipts being below the average. They are quoted at \$2 to \$2.50 per bunch. Cherries are \$3 per box, navel oranges from \$3.75 to

\$5, and valencias, \$4. Nova Scotia asparagus is \$1.50 per dozen.

Cold Storage and Canning.

It is stated on reliable authority that a big industrial scheme, which is being promoted by Sir Frederick Borden, is about completed. It includes the establishment of cold storage plants at Halifax, St. John and other places in Canada, and the opening of canning and vinegar factories in the Annapolis valley. R. J. Graham, of Belleville, Ont., is the managing director of this enterprise. Early this spring the promoter of the Middleton Produce Manufacturing Company opened correspondence with Mr. Graham in reference to the establishment of an evaporator at Middleton, and obtained a promise from Mr. Graham that if Sir F. W. Borden's scheme materialized, a factory would be opened in Middleton. If it did not, Mr. Graham would himself take half the stock in the Middleton Produce Manufacturing Company. It is now definitely stated that the larger enterprise will be carried out. The intention is to establish evaporators at Canning, Kentville, Kingston, Middleton, and six other points in the valley this year, and also a vinegar and vegetable canning factory at Kentville. All the factories are to be ready by September.

Meat Famine.

Advices from North Sydney say that there is a fresh meat famine in the town and prices will soon soar. P. Jackson & Co., received a telegraph order last week for a carload of fat cattle for shipment to St. John's, Nfld., for the British warships, and as has been their custom, at once wired to Antigonish for a number of beef cattle. After scouring the county the agent telegraphed that there were not ten fat cattle in the county. Charlottetown was next communicated with, but yesterday Messrs. Rattenbury & Co. wired Mr. Jackson that it was impossible to send him any. A similar message was received from Toronto.

BIG ADVERTISING CAMPAIGN.

Wm. Clark, packer and preserver of meats, Montreal, is entering upon a most complete and extensive campaign of advertising in Ontario. Special copy for 400 line advertisements has been prepared and will run in the leading dailies in Toronto, Hamilton, London and Ottawa, whilst 25 of the prominent provincial dailies and weeklies in as many live towns throughout the province will also receive liberal copy. In addition to this the street cars of 20 busy city and suburban systems are being used. The copy is particularly attractive and has been prepared by the Desbarats Agency, Montreal, who have charge of the campaign. In addition to advertising to the consumer, special trade literature and trade advertisements are being prepared, pointing out to the mer-

chants the advantage of keeping a stock of goods for which there is bound to be an increased demand.

TRADE NOTES.

Employees of the Acme Can Works will hold their annual picnic on August 10, going to Isle Gros Bois.

James Turner & Co., Hamilton, are meeting with satisfactory orders in their own bottling English malt vinegar.

Wilson & Merrill, grocers, of Hastings, have dissolved partnership and the business will be continued by J. C. Wilson.

The hot weather and advent of the pesky fly has induced Lucas, Steele & Briston, Hamilton, to get their "Sticky Fly Paper" out among the trade. It's a line that is "bound to stick"—the fly.

Lucas, Steele & Bristol are pushing with good success their specially put-up in England "Empire Brand" pickles, "Empire" olives. A fine lot of English malt vinegars in decanters is also a leader with them.

Lowney field day was pulled off at Mansfield, Mass., June 17, and was one of the most enjoyable occasions participated in by the employees of the Lowney Company. There were two trainloads of people present, and with music, dancing, sports, and good lunch, everyone enjoyed himself to the limit.

Crawford & McGarry, who carried on business for years in Montreal as dealers in smoked meats and other packers' lines, have dissolved partnership, and both gentlemen are now running under their own name. George McGarry & Co. are operating at 590 St. Paul St., and David Crawford is conducting a business at 555 St. Paul St.

It is reported that two New York houses have quietly bought up all of the available seconds and thirds of Moyune Young Hyson teas. These are being held for a considerable advance, so it is said, on account of the high price of Panfried Japans, and the tea is being held for an advance of 25 per cent.

James Turner & Co., of Hamilton, have made a specialty of introducing Red Feather "Ready to Use" puddings, cake icings, pickling spices, and the very latest thing before the trade in the sugar line, the B.B.C. (berry, bar and cereal) sugar, in five-pound bags. This is a non-caking, finely powdered sugar. A sugar shaker may be had free with the line.

R. Pratt, of Red Rose tea energy, spent last week at the Guelph Poster Show and, as usual with R. P., he made a hit—not as a poster, but as a purveyor of tea, the best of beverages. It was an undertaking in aid of the hospital, and a matter of many booths. At the King's Daughters' booth, the Japanese booth and the June garden, Red Rose tea was served, and R. P. saw to it that justice was done in the making and that the delicious liquor did not please unknowingly.

LEA AND PERRINS

SOLD BY FIRST-CLASS GROCERS ONLY!

SAUCE

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

BY ROYAL WARRANT




Rowat's

The best Jobbers in Canada handle

Rowat's Pickles and Olives

There is only **one** reason why they do so, that is, they are the best value in quality, style and price of any similar goods offered.

The new **Rowat** glass stopper decanter is a fine line and will be a trade-winner. Order

Rowat's

FINE ORDERS BOOKED



We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES

We have a complete stock of

California and Seeded Raisins,

also fine selected Valentias, and would be pleased to quote you.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

FRUIT NEWS

STRAWBERRIES

Canadians are now arriving. Remember we are the largest receivers in Toronto.

ORANGES

Navels are practically out of the market. Recommend the Late Valencia to give you satisfaction.

PINEAPPLES

Florida Pines are now arriving in fine shape, and will not be cheaper. Only small sized Cubans to be had.

CALIFORNIA FRUITS

Plums, Apricots and Peaches are now arriving. Will bill at lowest market price. Your orders solicited.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Summit
of Excellence

**St. Magnus
Sweet Pickle**

(Fruits and Vegetables)

stands alone as the
PATRICIAN ARTICLE
of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of
ANDREW WATSON
91 Place d'Youville, - Montreal

Proprietors,
FRED. FISHER & SONS
St. Magnus House,
LONDON, - ENGLAND

FRUITS, VEGETABLES AND FISH

Potatoes Dropped Twenty Cents—New Brunswick Farmers Flooded the Market—Lemons Going Up—Florida Pines in Small Compass.

The man who mentions spuds to any one of about 90 per cent. of the Toronto potato merchants this week does so at his own risk. The situation has become acute, and those who have not lost money have failed to do so only by reason of the fact that they have not yet begun to sell. In this weather there is no chance of holding on in hopes of a rising market, and sooner or later the inevitable must be faced. Some have been hit harder than others, but not more than one or two have escaped unscathed. Delawares can be bought as low as \$1.05, the drop occurring about the latter part of last week, and taking the whole street completely off its guard. The market was flooded, and the price had to give way. The demand, even at the lowest figures, is spasmodic and uncertain, and dealers who have large stocks on hand may find some difficulty in getting rid of them before they become unsaleable. Very little Ontario stock showed up in the course of

the slump, which may be taken as proof positive that the farmers have already cleared out their season's holdings. Some of the local dealers anticipate a higher market within the next fortnight, but the fact that none of them are attempting to act on this assumption says very little for its value as a prophecy.

The hot weather has stimulated the demand for lemons and a higher market is looked for shortly. The price is a little firmer this week. Navel oranges are virtually out of the ring, large sizes only being quoted and the supply of these small. Florida pines are getting scarce and the stock is not improving. Small sizes have been the rule throughout the season.

It is said that the Georgia peach crop will be very short. So far only five carloads have been shipped out—four to New York and one to Philadelphia. This is a great decrease from last year. Both Ontario and Quebec receive a good proportion of their peaches from this quarter, but the principal markets are New York, Philadelphia and Boston, which have first call on all supplies.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

MONTREAL.

GREEN FRUITS—Californian fruits, among the first of the season, are quoted this week. Peaches, apricots and

FRUITS AND VEGETABLES

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

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

YOU ALWAYS GET THE BEST GOODS

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

FRESH

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

Also full lines of Oranges, Lemons and Bananas

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

HUGH WALKER & SON

Established 1861

Guelph, Ont.

pl. ms are obtainable, but prices are rather high and the fruits offering are not of the very best, not being fully matured. Prices run from \$2.25 to \$2.50 a box. Bananas are strong, likely to be until after July 1. Other quotations remain about the same.

New dates, per lb	0 04	0 07
Bananas, fine stalk	2 25	2 04
" jumbos	2 25	2 50
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 75
Apples, bbl	3 00	8 50
Lemons	3 25	4 50
California oranges	3 00	5 00
Jamaica oranges, per bbl	4 75	5 50
Valencia oranges, case	5 00	5 75
Sorrento oranges	3 25	3 50
Messina oranges	4 25	
Strawberries, qua. t.	0 14	0 18
New figs, per lb	0 08	0 12
Florida grape fruit, box	7 50	
Limes, crates	1 00	
California cherries, 10 lb. box	2 75	3 00
" grape fruit, half box	2 50	
" peaches, box	1 75	2 25
" apricots, box	2 50	3 00
" plums, box	2 50	3 00

VEGETABLES—With the warm weather business is beginning to boom. New vegetables are becoming plentiful and prices are declining. Among the lines which are cheaper might be mentioned tomatoes, beans, carrots, beets, potatoes. New potatoes are selling very freely. They are better than the old, even though the price be a little higher, in that there is no waste and because of being fresh.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz.	0 60	
Savory, per doz.	0 60	
New cabbage, crate	2 50	
Florida tomatoes, crate	3 00	3 50
Turnips, bag	1 25	1 50
Green beans, basket	3 50	4 00
Water cross, large bunches, per doz	0 25	0 40
Lettuce, per doz.	0 25	0 40
Boston lettuce, per doz.	0 50	
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 10	0 15
Spinach, per box	1 00	1 25
Cucumbers, per doz	3 25	3 50
Paranips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	1 25
New potatoes, lb	0 03	0 04
" bbl	4 00	
Jersey sweet potatoes, basket	4 00	
Egyptian onions, lb	0 02	0 03
New beets doz. bunches	1 00	
Carrots, bag	1 75	2 00
New carrots, doz. bunches	0 50	0 60
Mushrooms, lb.	0 85	
Horseradish, lb.	0 15	0 15
Rhubarb, doz. bunches	0 15	0 25

FISH—Owing to extremely warm weather demand for fish is rather limited. Gaspe salmon is more plentiful and cheaper. Brook trout is scarce. Fresh halibut, haddock and cod are in good supply and prices are slightly easier. Pike and dore are not coming in so freely. Dressed bullheads and perch are not any longer obtainable, and will not be quoted again before September.

Fresh and Frozen Fish		
Haddock, per lb	0 04	0 04
Halibut, express, per lb	0 08	0 09
Mackerel, new, express per lb	0 18	
Dore, " " "	0 09	0 12
Smelts, " " "	0 08	
Steak cod, lb	0 06	
Brook trout lb.	0 22	
Market cod lb.	0 04	
Pike, lb	0 06	
Lake trout lb.	0 09	0 10
Grass pike, lb.	0 08	
White fish lb.	0 07	0 09
Gaspe salmon, lb.	0 13	
Flounders, lb.	0 10	
Smoked and Salted—		
New haddies, box s. per lb.	0 08	0 09
Kipperd herring, half boxes	1 00	
Smoked herring, per small box	0 10	
Yarmouth loasters box.	1 10	
Prepared and dried—		
Skinless cod, 100 lb. cases	5 50	
Boneless cod, 20 lb. boxes	0 06	
Boneless fish, 20-lb. boxes, bricks	0 05	
Boneless fish, 25-lb., boxes, per lb.	0 04	
Shredded cod, 2 doz., per case	1 80	
Oysters—		
Standards bulk, per imp gal	1 50	
Standards Imp., qt tins, sealed	0 40	
Pickled fish—		
No. 1 Labrador herring, per bbl	5 00	
" " " per half bbl.	2 75	
No. 1 N.S. herring, half bbis	2 50	
No. 1 S. a trout, bbis	10 50	
No. 1 Sea trout, kegs	5 75	
Labrador salmon in bbis.	12 50	

THEY'RE HERE

Fine New Verdilli Lemons

Every Lemon sound and perfect and of the celebrated "Home Guard Brand"

No more trouble with wasty Lemons. Buy these and be happy.

WHITE & CO., Limited

TORONTO AND HAMILTON

"ST. NICHOLAS"

"HOME GUARD"

Never cost as much as they are worth

"KICKING"

"PUCK"

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

All kinds of New Vegetables and Snaps in Oranges and Lemons.

Dawson Commission Co., Toronto

500 Bags French Peanuts

Prices and samples on application.

ANDREW WATSON
PRODUCE BROKER

91 Place d'Youville, MONTREAL
Phone Main 4409



DON'T FAIL
To send for catalog showing our line of

PEANUT ROASTERS,
CORN POPPERS, &c.

LIBERAL TERMS.

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

We have now rolling to Montreal 5 cars of

Chase's Indian River Florida Pineapples

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

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

MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

Labrador salmon, half bbis.....	6 50
Large green cod, 200 lb. bbis.....	8 00
No. 1 green cod, in bbis. of 200 lbs.....	6 50
Small.....	4 50
No. 1 Mackerel, pail.....	1 75
No. 1 green haddock, bbl.....	6 00

TORONTO.

FRUITS—Trade is very brisk. The first home strawberries have arrived, but the stock will not be in full supply for another week or two. The local berries are at least two weeks late this year as compared with last. All dealers are making great preparations for Dominion Day, and it is expected that California peaches, plums and apricots will by that date be in sufficient supply to take care of the increased demand. Florida pineapples are rapidly getting cleaned up. The quotations given below for local strawberries are liable to considerable fluctuation until the supply becomes steady.

Oranges—

Nave s, fancy, 64's, 80's, 96's, 112's, 250's, 288's.....	3 00	4 00
Late Valencia Californias, all sizes.....	4 25	5 00
Bloods, 80's, 100's, 150's 1/2 boxes.....	2 75	
Ovals, 80's 100's, 150's 1/2 boxes.....	2 25	2 50
Sorrentos, 20's 300's.....	3 25	3 75
Lemons, No. 1's 300, 350.....	4 25	4 50
" 2's 300, 350.....	3 75	4 00
" Messinas and Sorrentos, 300's.....	4 00	4 50
Pineapples, 30's, per case.....	4 00	
" 32's, ".....	3 25	3 50
" 32's, ".....	3 00	
Bananas, Jamaica firsts, per bunch.....	1 75	2 25
Bananas, jumbo bunches.....	2 00	2 50
Strawberries, N. Carolina, per qt.....	0 17	0 19
Local berries.....	0 12	0 14
Limes, per crate.....	1 00	

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

Write for our quotations

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

Packers and Exporters of Canned Lobsters
—Wholesale only

VEGETABLES—All Ontario vegetables are now being received in good quantities. Tomatoes are again slightly lower this week, but are likely to stop at present quotations for some time. Potatoes have furnished the surprise of the week, and even the shrewdest dealers have been caught on the drop. Very little Ontario stock has come in, and the first Canadian new potatoes have yet to arrive. By the time the first shipment gets here it will be three weeks behind that of last year. There have been some offers of Bermuda onions lately, but there is practically no stock left on the market.

Potatoes, Delaware's, per bag.....	1 25	1 35
" Ontario.....	1 15	
Sweet potatoes, per hamper.....	2 75	
New potatoes, per lb.....	0 02 1/2	0 03
Onions, green per doz.....	0 15	
" Egyptian, 110-lb. bag.....	3 10	3 25
Onions, Bermuda, per crate.....	4 00	
Cabbage, new Canadian, per case.....	3 00	
Beets, new, per doz. bunches.....	1 00	
Carrots, Canadian, per doz. bunches.....	1 00	
Lettuce, Canadian leaf, per doz. bunches.....	0 25	0 35
Spinach, fancy, per bush.....	1 00	
Radishes, Roseland, per doz.....	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston.....	1 00	1 50
" per hamper.....	2 50	3 00
Beans, green, per bushel.....	2 50	
Peas, per bush.....	2 00	
Tomatoes, Texas, 4-basket crates.....	1 35	1 50
Parsley, per doz.....	0 75	0 25
Asparagus, per doz.....	0 75	1 00
Rhubarb, per doz.....	0 40	0 50

FISH—Weather considered, the fish business is excellent. Consumers seem hardly able to realize the fact that summer has actually come, and buying continues almost as brisk as it was several weeks ago. All kinds of lake fish are scarcer than they have been for some years, and this may probably be accounted for by the late spring. Trout and halibut are in big demand, and are rapidly taking the place of other lines. Trout is the old standby of the Ontario fish dealer. There is always a greater demand for it than for any other line—taking an average throughout the season—and the dealer can usually count with confidence upon the supply being equal to it.

Perch, large, per lb.....	0 06	0 0 1/2
Blue pickerel, per lb.....	0 06	0 07
White fish, Georgian Bay, per lb.....	0 10	
Whitefish, winter caught, per lb.....	0 03	0 10
Haddock, fresh caught, per lb.....	0 0	0 07
Herring, per 100 count.....	1 50	
" medium per lb.....	0 06	0 07
" jumbo, per lb.....	0 09	0 10

Sea salmon, per lb.....	0 15	0 18
Trout, fresh, per lb.....	0 08	0 09 1/2
Ciscoes, per basket.....	1 00	1 25
Finnan haddie, per lb.—fresh cured.....	0 18	
Labrador herring, per bbl.....	4 75	
Cod, fresh caught, per lb.....	0 07	0 08
Halibut, fresh caught.....	0 08	0 09
Shredded cod per lb.....	0 08	
Shredded cod per doz.....	0 90	
Flounders, per lb.....	0 15	
Halifax fish cakes, case.....	2 40	
Live lobsters.....	0 17	0 18
Mackerel, per lb.....	0 15	0 17

C.P.R. AND THE POTATO MARKET.

W. R. McInnes, freight traffic manager for the C.P.R., during the course of an interview given to a reporter at St. John, N.B., referred to the phenomenal growth of the potato business in New Brunswick, especially in the counties of Carleton, Victoria and Madawaska. It is the intention of the C.P.R. to assist the New Brunswick farmer in finding markets for his potatoes, other than those of Toronto and Montreal, and to impress upon him the vital necessity of good storage houses wherein to hold his stock until the market is at its most favorable point.

Conservative estimates place this year's probable crop for the three counties mentioned at four times greater than that of last year. The acreage sown is increasing every season, and it would be a great boon to the farmer if he could find, near at home, a profitable market for his whole year's crop. Mr. McInnes said that the secret of success in the potato business was in being able to hold the potatoes until the market was at its most favorable state.

Mr. McInnes also gave it as his opinion that the Government should interest itself in the construction of a proper number of storage houses, and said that he was considerably surprised to find that the business had been built up entirely by the residents themselves and without any practical assistance from the Government. The farmers, if they were to be successful in their enterprise, would have to have the sheds erected without delay. About fifteen large sheds, he thought, would be sufficient for the present.

WHERE HALIBUT COMES FROM.

The richest halibut banks in the world are those of the Queen Charlotte Islands, which lie within five hours' steaming off Prince Rupert, the new city which the Grand Trunk Pacific Railway Co. proposes to establish as its western terminus in Kaien Island.

To these banks the New England Fish Company of Boston send their steamers and load from their catch the halibut specials which carry the frozen fish to the tables of New York, Philadelphia and the New England States. Salmon, clams, herring and other food fish abound in the neighborhood. The climate is extremely mild, snow seldom falls, and work is carried on in the open the year round.

WANTS WINDING-UP ORDER.

A petition was filed Monday at Os-good Hall, Toronto, by Emmett Wells Snelgrove, of Cockburn, for the winding-up of the Dawson Commission Co., organized in 1897, to sell fruit, fish, etc. The nominal stock of the company was \$60,000. The petitioner is creditor to the amount of \$430, and the company admits inability to meet its debts, but offers to pay 20c. on the dollar.

SALT

Do not put off ordering until
your stock is exhausted.

VERRET, STEWART & CO.
LIMITED

MONTREAL

BLUENOSE BRAND CODFISH

PREPARED FOR FAMILY USE.

Packed in 10, 20 and 40lb. Boxes. Sold by leading wholesale grocers and fish dealers.

PRICES ON APPLICATION.

Sole Packers

Atlantic Fish Companies, Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal

Stuart, Watson & Co., Winnipeg

Chas. Milne, Vancouver

"Just As Good"

How often have these words heralded a decline in business? Your answer may surprise yourself and will please us. Because our

Jams and Jellies

are in a class by themselves. There are none "just as good." The same can be said about our

Pure Apple Juice

We are not in the habit of making exaggerated claims. It pays most grocers to handle our lines and it will pay you.

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

We are now packing

SARDINES, CLAMS

AND

SCALLOPS

Remember there is no better Canned Sea Foods than the

"Brunswick Brand"

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

They Never Vary.

When you buy your Coffees at random you sometimes get just as good as we can give you, and sometimes you don't. It is largely a matter of chance. When you buy Chase & Sanborn's High Grade Brands you get the best that can be produced. The same to-day, to-morrow and all the time.

Chase & Sanborn,

The Importers, Montreal

A Sweeping Success



The man who triumphs over all obstacles and leads his competitors along the **success road** is mighty particular about details. There's just one brand of brooms good enough for him. That brand is

BOECKH'S BROOMS

because they are made right and immensely superior to any other line he could possibly stock.

Besides, the woman behind the broom insists on

BOECKH'S

Moral—Stock Boeckh's Brooms.

UNITED FACTORIES, LIMITED

TORONTO, CANADA

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THE CANADIAN GROCER

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

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

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

FOR SALE.

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

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

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

SITUATIONS VACANT.

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

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

SITUATIONS WANTED.

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

EASTERN OYSTERS ON PACIFIC.

To Be Grown for Western Market—1,175,000 Oyster Seeds Planted.

Will eastern oysters thrive in western waters? On the answer to this question depends the success or failure of the experiment lately inaugurated by Col. Markham, of Victoria, B.C. The colonel and another military friend, Captain George V. Williams, of Wellfleet, Mass., have constituted themselves the committee of arrangements for promoting the growth of oysters at Magazine Island cove, Esquimalt. They have secured from the Government a lease of 56 acres at the cove, and have gathered 1,175,000 oyster seeds from the Connecticut and Massachusetts coasts. Business in native oysters, clams and crabs, in addition to eastern oysters, in which the company will specialize, will be car-

ried on under the title of the West Coast Oyster Company, and both Col. Markham, the president, and Capt. Williams, the general manager, are confident of the complete success of the undertaking.

Discussing the plans of his company with a reporter, Capt. Williams said that he could see no reason why eastern oysters should not do well in western waters. The temperature of the water on the Pacific coast was lower than on the east coast, but that should make no difference, for oysters flourished in a temperature anywhere from 15 to 30 degrees below zero to 80 above. This accommodating adaptability of the bivalves should eliminate all difficulty, for the conditions were the same on both coasts.

If everything went well, said the colonel, the company would have western-grown eastern oysters on the Victoria market next fall.



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

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

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

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

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

THE OZO CO., LIMITED,
MONTREAL

TAKING CHANCES

There are still a few grocers in Canada who stock Cigars in a haphazard fashion. Cigar-quality they do not consider, because they do not appear to realize the immense power for good or ill cigars are in the grocery business. The almost unanimous decision of the grocers in the Dominion is that cigars make or mar a business. I know this positively because most grocers feature my

PHARAOH and PEBBLE

Cigars—cigars admitted to be quite superior to many sold at double the price. The reason for this marked superiority lies in the fact that I personally select and supervise the maturing of every leaf of tobacco used in my factory.

PHARAOH is mighty near my ideal cigar. It retails for ten cents, although most are convinced that it's easily worth fifteen.

PEBBLE is still far superior to the next best five-cent cigar.

N.B.—The Payne Plan of doing business says more for the sterling quality of my cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocer's Ally

There are twenty-nine different reasons why a Grocer should feature **T. & B.**, and thousands of grocers have discovered enough of them to carry a good stock of Canada's premier pipe tobacco all the time. It pays, and pays well, does

T. & B.

It's cool, soothing, satisfying—just the tobacco veteran smokers insist on, and even women, who object to ordinary tobaccos, praise the fragrance of **T. & B.** The shrewd grocer has discovered a staunch, steady and active ally in **T. & B.**

T. & B. Tobacco sells more than Tobacco.

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

HAMILTON, CANADA

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BUSINESS AS A PROFESSION

Relation of Education to the larger success — Conditions now demand the professional business man.

Joseph French Johnson, dean of the School of Commerce, Accounts and Finance of New York University, was one of the chief speakers at a recent banquet of the Cincinnati Bank Clerks' Association, held in the rooms of the Business Men's Club, that city. He said, among other things:

"A trade is founded on the senses, a profession on the intellect. Any calling which can be mastered by the training of the five senses is a trade. Any calling which demands knowledge and intellectual effort is a profession.

"But is business a profession. Does it require the exercise of brains rather than of mere muscle and keen senses? Is business founded upon science? If so, it is a profession. If business, on the other hand, is a matter of mere muscle, quick eyes, sharp ears and delicate touch, then it is a trade.

The Art of Making Money.

"The word 'business' in its broadest sense means the art of making money, and men have found many ways of doing that. In common usage, however, the word is restricted to occupations which are concerned with the manufacture, transportation and exchange of merchandise. In its scientific sense business is the art of satisfying human wants. The successful man of business must produce things which people desire. Now let us see if business as a calling demands a knowledge of any of the sciences. On this subject we do not have to think long before we discover that the phenomena of business obey very definite laws. Although each business man seems to be independent of all others and to be struggling for the largest profit he can get, we discover that he is bound by laws from which he cannot escape, and that if he ignores them the sheriff soon takes possession of his office and the bankruptcy courts distribute his assets. These laws governing business phenomena constitute what we may call the science of business. In our colleges it is called the science of political economy.

Rests Upon Mathematics.

"We find that business, like some other professions, rests also upon the science of mathematics and we call it accounts or accounting. We find that it involves a knowledge of many of the natural sciences, for commerce deals in articles which are products not only of the soil, but also of the laboratory. We find, furthermore, that business involves knowledge not merely of geography, of the characteristics of the soil of this and that country, of the routes of transportation by sea and by land, but also knowledge of the tastes and habits and customs of the different peoples of the earth, for business draws its commodities from all quarters of the globe, and markets them among the people of all countries. But this is not all. We find

that men are exchanging goods not directly, but indirectly, through the use of a mysterious medium of exchange called money, and that upon this as a basis a vast and delicate structure of credit has been built, as sensitive and intricate as a spider's web. We call this great web of credit our system of finance, and we find that the business man who wanders carelessly into this labyrinth is hopelessly lost. We find, indeed, that through careless handling of the structure of credit a whole nation may be cast into years of gloom, the conservative and the reckless suffering the same evil fate.

Big Combinations of Capital.

"When we consider the work done by the large dealers and producers, we find men producing goods for millions of people, giant corporations, with capital assets amounting to many hundred million dollars. The whole field of industry in this and in other countries is dominated by a comparatively few combinations of men and capital, and the costs of making and handling goods are kept down to the lowest possible point. In this field there is no room for carelessness or ignorance. Here there can be no trusting to luck, for profit margins are often in the fraction of a cent. An untimely frost in Kansas or Argentina, a rise in the rate of interest in London or Paris, a shifting in the rates of foreign exchange, a break in the London stock market, a strike by the employes of a single industry—a single one of these things may change the character of the whole world's trade, and inci-

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

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

Ask for the famous brands of Cigars

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

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

dentially wipe out the profits of every great business whose managers are not quick to foresee the course of events and protect their interests. Steam and electricity have practically made the entire earth one great business organization. Different nations still have their different political emblems, but the flag of commerce and finance is the same for all. To many of our business men a famine in India or Russia is more important than would be a famine in Massachusetts or Ohio.

Must See the Significance.

"So close and all embracing are financial relationships, that the large-scale business man, no matter where his headquarters may be, must keep in touch with many different markets, and be quick to see the significance of every important event. The year 1906 gave us a striking illustration of the world's economic interdependence. When San Francisco was almost annihilated by fire and earthquake, no untrained business man could have foretold results, but the professional business man, the kind of man we have been talking about, knew that the shock would be transmitted to every great market centre of the earth. As has been proved by events that catastrophe drained first the idle capital of the east, and then made inroads upon the loan markets of Europe, causing everywhere a rise in the rate of interest, alterations in the plans of many great corporations, a sudden shifting in the demand for labor, and disturbance in the market for various commodities. The business men who were quickest to foresee these results were the ones who profited by them,

while some of those who lacked foresight were ruined.

Theory is Essential.

"The curriculum of a professional school or business must be based on the science of business, theoretical and applied. I know some men dislike the word 'theory,' yet we can't get on in education, or for that matter, in life, without it. Theory is merely the 'why' of things. Why have prices risen in the last ten years? Why are wages lower in England than in the United States? Why is Cincinnati a prosperous city? Why do panics come about every ten years? Why do bartenders get high wages and bank clerks low wages? We can't answer questions like these without theorizing. One reason, I imagine, why practical men dislike the word 'theory' is because certain philosophers have gone to great trouble to explain why things happen, which never have happened and never will happen. Their theory may be perfect, but their facts are hypothetical.

Conditions Demand Education.

"This is not the place to discuss in detail the courses of study that should enter into the education of a business man. I wish only to impress on you the fact that conditions demand the professional business man and that our universities must prepare to train him scientifically, practically and adequately. Bridge building has become a science, and the man who now guesses at the strength of materials is marching toward a verdict of manslaughter. Even war has become a science, and God is no longer on the side of the strongest

battalions. Business is no more a game of chance than war or bridge building. It is controlled by laws as inflexible and definite as those which control the phenomena of nature.

"In conclusion, lest I be misunderstood, I want to say that the professional school of business will not give us any better bookkeepers or bank clerks than we have to-day. It is not the purpose of such a school to train clerks. The work is already well done by our public schools and the so-called business colleges. But if any bank clerk is ambitious to rise from the ranks and become a bank president or if any bookkeeper feels that he is fit for something better than matching up debits and credits, he must seek a thorough professional education in the science of business, for the day has come when industry and fidelity alone will not earn the coveted promotion."

WINNIPEG BUSINESS CHANGE.

Blue Ribbon, Ltd., is a new firm recently incorporated to take over the business of the Blue Ribbon Mfg. Co., of Winnipeg, which has been run in connection with the wholesale grocery business of G. F. & J. Galt. The new company is an independent organization, but G. F. & J. Galt will continue the sale of Blue Ribbon goods.

Blue Ribbon, Ltd., has a fine manufacturing plant, one of the largest and best equipped in Canada, and the trade may rely upon the new company maintaining the quality of the goods. The Blue Ribbon lines include tea, coffee, baking powder, jelly powder, extracts, cream tartar, and many Blue Ribbon specialties.

WESTERN GROCERS!

We have a proposition to offer you if you are after profits, **sure, steady, sustained.**

Are you selling

Royal Sport and Hogen Mogen Cigars?

They're a live line, and sell like everything first-class. Smokers always buy them after first try.

Lots of lines give you a profit **once.** Why once?

The quality is not good, and there is only one sale and only one profit.

HOGEN MOGEN and **ROYAL SPORT CIGARS** have been market leaders for years and all **because of their quality.**

Hence the **sure, steady, sustained profits.**

Write us if you are not yet in on the deal.

THE SHERBROOKE CIGAR CO., SHERBROOKE Quebec

The great wholes arrival ments, longti The retail box th sale gr which them, old, no send it Salada All t say, ar tailor's stock. date o caution

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CU The a employe was helc day last successf wards o baseball ployes, close ma sented e ant by socar, to the succe nual out gave the their pic Apprecia by the present. At th match tl ried out: Marrie 1st, Mrs. ling; 3rd H. McDe Boys' Jno Conl Homer.

GET FRESH TEA.

The Salada Tea Co. are having a great deal of trouble with some of the wholesale houses, who pile their new arrivals of goods on top of old shipments, and so have some Salada tea a long time in stock.

The Salada people are cautioning the retail trade to look at the top of every box that is shipped to them by a wholesale grocery house, and see the date on which it was packed, and requesting them, if it is more than three months old, not to be taken in, but either to send it back to the shippers, or to the Salada Tea Co., Toronto.

All tea loses flavor with age, they say, and therefore it is against the retailer's interest to have old tea in stock. If there is no rubber stamped date on the box lids, the retailers are cautioned from accepting them at all.

SOAP TRUST'S GHOST.

Crude cotton oil touched the highest point on record in England about the middle of May. In six weeks the price rose from \$95 to \$165 a hundredweight. The American consul at Hull, writing of the rise, says:

"The 'corner' has been effected by soap manufacturers. Only one firm has appeared in the operations so far, but it is believed that others are concerned. Early in the year the soap manufacturers bought large quantities of cotton seed oil from the Hull manufacturers, practically, so it is stated, the whole of their possible output for five months, and they are now taking delivery. Various other causes have contributed to the abnormal increase in prices. There has been a considerable 'crush' of cotton seed, with the result that the stock in Egypt is much lower than usual. The soap people have also bought cotton seed as well as oil, and that has assisted to put the market up."

COMFORT SOAP PICNIC.

The annual picnic and games of the employes of the Comfort Soap Works was held at High Park, Toronto, Saturday last, and proved most enjoyable and successful, there being in attendance upwards of three hundred. An exciting baseball match, married vs. single employes, was won by the latter by a close margin. The winners were presented each with a beautiful silver pendant by the factory manager, Mr. Masso-car, to whom much credit is due for the success attending the employes' annual outing. The firm very generously gave the employes the entire day for their picnic and furnished the prizes. Appreciation of the same was manifest by the pleasant smile carried by all present.

At the conclusion of the baseball match the following games were carried out:

Married Ladies' Race (employes)—1st, Mrs. McKittrick; 2nd, Mrs. A. Darling; 3rd, Mrs. Geo. Mitchell; 4th, Mrs. H. McDonald; 5th, Mrs. J. Ashman.

Boys' (senior) Race (employes)—1st, Jno. Conkey; 2nd, Jno. Burt; 3rd, Jno. Homer.

STAUNTONS'

New

**WALL
PAPERS**

for

1908

Superior Designs, then Exceptional Color Treatments, then Quality of Material, then Service, then Unequalled Value for the Price we ask.

These features combine to make our

WALL PAPERS

the most attractive line you could handle.

WAIT FOR STAUNTONS' SALESMAN

STAUNTONS LIMITED

Makers of Superior Wall Papers

TORONTO

Married Men's Race (employes)—1st, E. McKittrick; 2nd, Geo. Mitchell; 3rd, Geo. Wendrick; 4th, C. Russell.

Girls' (senior) Race (employes)—1st, Annie Partle; 2nd, Nellie Partle; 3rd, Lena Clelland.

Boys' (junior) Race (employes)—1st, R. Johnson; 2nd, Jno. Seabrooke; 3rd, Jno. Calhoun.

Girls' (junior) Race (employes)—1st, Minnie Curtis; 2nd, Clara Bean; 3rd, Lena Vandervort.

Three-legged Race (open)—1st, E. McKittrick and J. Conkey; 2nd, Davidge and Doherty; 3rd, Calhoun and Bean.

Little Girls' Race (open)—1st, Lizzie Partle; 2nd, M. Vandervort; 3rd, Lena Calhoun; 4th, Sarah Dundine.

Married Ladies' Race (open)—1st, Mrs. Bannington; 2nd, Mrs. Russell; 3rd, Mrs. J. Russell; 4th, Mrs. Maugher; 5th, Mrs. S. Partle.

Little Boys' Race (open)—1st, H. Johnson; 2nd, Alex. Russell; 3rd, W. Tiffin.

Prizes were also given to every child present. After supper was served other games and dancing were indulged in until the shades of night approached, when all wended their way home—happy, and satisfied, and more than ever convinced that—It's all Right.

The E. D. Marceau Company, Montreal, are offering special bargains in their Condor Japan teas. They report also near arrival of some new Ceylon teas.

A line of lobsters in glass are having splendid sale with Balfour, Smye & Co., Hamilton. They also have a big run on a lot of fine Eleme raisins. Buyers should look after what's left of this lot.

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

The Crain Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:
18 Toronto St.

Montreal:
28 Alliance Building.

Winnipeg:
11 Nanton Block,

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET ALL THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

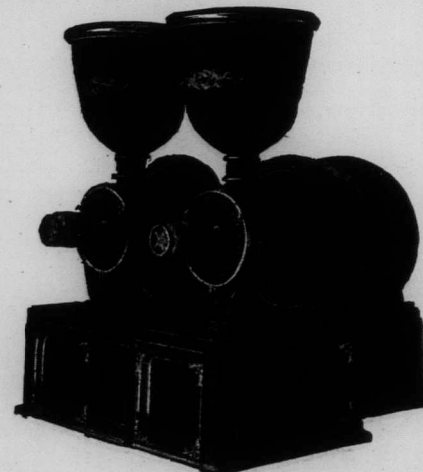
Representatives
Manitoba: Stuart Watson, Winnipeg; Saskatchewan and
Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Tedhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.E.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

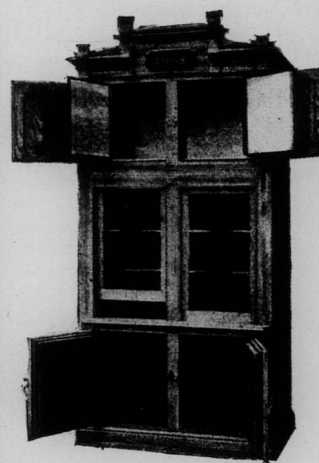
THE SHREWD GROCER

knows that there's just one **Best Laundry Soap** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

A Dollar Saved Is a Dollar Made.



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

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

Durability, Ease of Operation and Reasonable Price.

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

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

Eliminate Loss

If we didn't know how you could we wouldn't make the suggestion.

Instal our

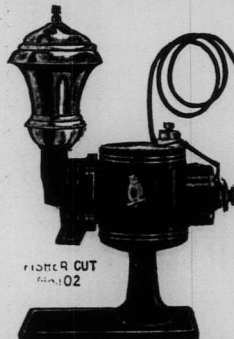
"Duplex" Counter Check Book

and if that doesn't make your balance healthier at the end of the year, it will be up to us.

The Carter-Crume Company, Limited
Toronto



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

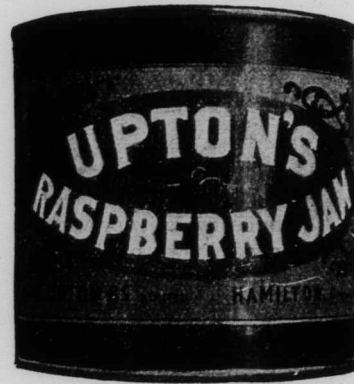
Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

UPTON'S

first consideration in the manufacture of his **Jams, Jellies** and **Orange Marmalade** is **Quality**. Good goods always command a fair price.



The ever-increasing demand for **UPTON'S** preserves proves that they satisfy the consumers, and every grocer that has them in stock has a sure trade-winner.

Upton's Jams, Jellies and Orange Marmalade

are easy to sell, and the wise, up-to-date grocer will always keep them in stock.

Insist on having **UPTON'S** and your wholesaler will supply them.

respo
Groce

Cook's
Size 1, 1
" 10,
" 12,
" 3,
Pound,
12-oz. ti
5-lb.

Diam
1-lb. tin
1-lb. tin
1-lb. tin

Cases
4-doz...
3-doz...
1-doz...
3-doz...
1-doz...
1-doz...

Ocean
"
"
"



Royal
"
"
"
"

Barrel
cen
c

Clevela
"
"
"
"

Larrel
cer

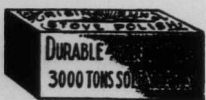
Crown
1 lb. ti
1 lb.

Trial s
4-oz.
6-oz.
8-oz.
12-oz.
16-oz.
32-oz.
Tern

Keop's
In
Gillett
Nixey

A Guarantee that is Worth Something

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL



*The hot weather is a test for milk—
if you sell your customers*

BORDEN'S BRANDS

there will be no trouble—there CAN be no trouble.
Absolutely pure, clean, rich and hygienically made.

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND"** Evaporated Cream

are drawing lines for increased business.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



(Unsweetened)

'Vita'
Bottl
"
"
"
Robins
"
"
DANGER
Agent
1-lb. gla
Compou
12-oz. gla
2-lb. tins
5 and 7-l
oz
7 and 14
30-lb. wo
Compou
7-oz. gla
7-lb. tins
5 and 14
30-lb. wo
Home M
1-lb. glas
case
5, 7, 14 a
THE N.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?



Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.
Per case.
Bottles 1-oz., case of 2 doz \$3 20
" 2 " " 1 " 3 00
" 4 " " 1 " 4 50
" 20 " " 1 " 4 75
" 20 " " 1 " 9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 ltc. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley 1-lb. tins \$1 25
" " " 1-lb. tins 2 25
" " " 1-lb. tins 1 25
" " " 1-lb. tins 2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 07
7 and 14-lb. wood pails per lb. 0 07
30-lb. wood pails 0 06 1/2
Compound Fruit Jellies—
3-oz. glass jars, 3 doz. in case, per doz. 1 00
7-lb. tins, 3 doz. in case, per lb. 0 07 1/2
8 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails 0 06 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 3 doz. in case per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb. 0 08 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces \$0 11 1/2
1-bbls. 0 11 1/2
Tubs, 60 lbs .. 0 11 1/2
Pails 2 33

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 25
" Ringed " 5-lb. boxes per lb. 0 40
" Acme " pellets, 5-lb. cans per can 2 00
" (fancy boxes 40) per box 1 50
Tar Licorice and Tolu wafers, 5-lb. cans per can 2 00
Licorice lozenges, 5-lb. glass jars 1 75
" 30 5-lb. cans 1 50
" Purify " licorice 10 sticks 1 45
" 100 sticks 0 78
Dulce large cent sticks, 100 in box 2 00

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 doz., per doz 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 doz., per doz 1 85

Lye (Concentrated).

GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 60
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.

Wetley's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.

COOLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins per doz. \$1 40
" 1-lb. tins 2 50
" 1-lb. tins 5 00
Durham 4-lb. jar per jar. 0 75
" 1-lb. jar 0 25
E. D. 1-lb. tins per doz. 0 35
" 1-lb. tins 1 45

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins per lb. \$0 25
" 1-lb. tins 0 25
" 1-lb. tins 0 25
" 1-lb. tins 0 25
4-lb. jars per jar 1 20
" 4-lb. jars 0 25

Old Crow," 12-lb. boxes—
1-lb. tins per lb. 25
" 1-lb. tins 0 25
" 1-lb. tins 0 25
" 1-lb. jars per jar 0 70
" 1-lb. jars 0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pts. 24's 6 50
" 1-pt. 24's 4 25

Orange Marmalade.

T. UPTON & CO.
12-oz. glass jars, 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, 2 doz. case, per doz. 1 75

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and Toronto.
1/2-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75

Soda.

COW BRAND.
Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3



MAGIC BRAND.

Per case.
No. 1, cases, 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " { 30 1-lb. " } 2 75
" { 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case 2 85
5 cases 2 75

Soap and Washing Powders.

GUELPH SOAP CO.
1 case. 5 case.
Royal City Soap (bar) 2 50 2 40
Peerless Soap (bar) 2 50 2 40
Standard Soap (cake) 2 40 2 30
Crystal Soap Chips, per lb. 5c.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross \$10 30
" " black 15 30
Oriole soap 18 30
Gloria soap 12 00
Straw hat polish 10 30

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton. \$ 0 06 1/2
No. 1 " " 2-lb. " 0 06 1/2
Canada laundry 0 05 1/2
Silver gloss, 6-lb. draw-lid boxes. 0 07 1/2
Silver gloss, 6-lb. tin canisters. 0 07 1/2
Edward's silver gloss, 1-lb. pkg. 0 07 1/2
Kegs silver gloss, large crystal. 0 06 1/2
Benson's satin, 1-lb. cartons 0 07 1/2
No. 1 white, blue and kegs 0 06 1/2
Canada White Gloss, 1-lb. pkg. 0 06 1/2
Benson's enamel per box 1 25 to 2 50

Ordinary Starch—
Benson & Co.'s Prepared Corn 0 07
Canada Pure Corn 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch. Case
1 case, 5 doz. \$5 00
5 " 5 " 4 85
Lot 5 cases, freight paid.
CORN STARCH "ROYALTY."
12-oz. case, 4 doz. 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 50 1/2
Finest Quality White Laundry—
2-lb. Canisters, cases of 48 lb. 0 06 1/2
Barrels, 200 lb. 0 05 1/2
Kegs, 100 lb. 0 05 1/2
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
6-lb. top trunks, 3 in case. 0 07 1/2
6-lb. enameled tin canisters, 3 in case 0 07 1/2
Kegs, ex. crystals, 400 lb. 0 05 1/2
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 48 cartons, per case 2 50

"What's in a Name?"

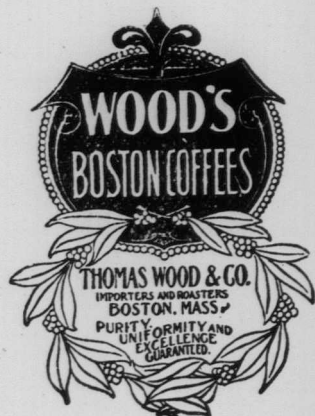
Of course, "the rose by any other name would smell as sweet."
A Coffee by another name might smell as sweet as

"WOOD'S COFFEES"

but it would not unless perfected like them.
Richest aroma means unchallenged superiority, and both are found in "WOOD'S."

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL,



Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 052
No. 1 Braniford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07
SAN TOY STARCH.	
pkgs, cases 5 doz., per case...	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb ..	0 07
Durham corn starch, 40 lb.....	0 06
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 062
" " 3-lb. cartons, 36 lb.....	0 062
" " 200-lb. bbl.....	0 062
" " 100-lb. kegs.....	0 062
Canada Laundry, 40 to 46 lb.....	0 074
Ivory Gloss, 8-6 family pkgs., 48 lb	0 074
" " 1-lb. fancy, 30 lb.....	0 074
" " large lumps, 100-lb kegs	0 074
Patent starch, 1-lb. fancy, 28 lb..	0 074
4-lb. Gloss, 1-lb. packages 40 lb	1 06
Coldwater Ivorine Starch, per	
box, 40 pkgs.....	2 50

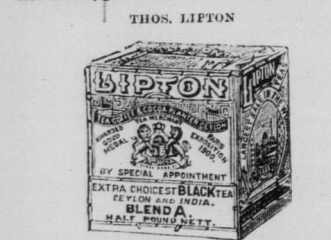
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs.....	0 034
Kegs, 150 lbs.....	0 034
2-gal. pails 2 1/2 lb.....	1 15 each
3 " " 3 3/4 lbs.....	1 06 "
2-lb. tins, 24 in case, per case ..	2 25
5-lb. " " 12 " " " " " " " "	2 55
10-lb. " " 6 " " " " " " " "	2 50
20-lb. " " 3 " " " " " " " "	2 45



Teas.	
SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's.....	\$0 20 \$0 25
" " 1/2's.....	0 21 0 26
Green Label, 1's and 1/2's.....	0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 20 0 40
Red Label, 1's and 1/2's.....	0 22 0 50
Gold Label, 1's.....	0 44 0 60



Blue Label, 1's.....	\$0 184	\$0 25
Blue Label, 1/2's.....	0 19	0 25
Orange Label, 1's and 1/2's.....	0 21	0 30
Brown Label, 1's and 1/2's.....	0 22	0 40
Brown Label, 1/2's.....	0 30	0 40
Green Label, 1's and 1/2's.....	0 35	0 50
Red Label, 1's.....	0 40	0 60



LIPTON'S TEAS, cases 50 lbs. Ceylon and Indian green or black. retail wholesale	
"A" Pink label, 1/2's & 1's, tins 0 50	0 35
"B" Orange " 1/2's, 1's and 1's 0 40	0 30
"C" Blue " 1/2's and 1's 0 30	0 22
"D" Green " 1's 0 25	0 20
"B" Orange " mixed, 1/2's only 0 40	0 33



MOTHER'S FAVORITE MELAGAMA TEA.	
put up in 60 and 100 lb. boxes.	
Black, green, mixed, 1 lb.....	0 20
" " 1/2 lb.....	0 25
" " 1 lb.....	0 21
" " 1 lb.....	0 26

Black, green, mixed, 1 lbs. & 1/2's..	0 22	0 30
" " 1 lbs., 1/2's & 1/4's..	0 30	0 40
" " 1 lbs. & 1/2's..	0 35	0 50
" " 1 lbs. & 1/4's..	0 40	0 50
" " 1/2's & 1/4's..	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.	
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 25c.....	\$0 19
" " 1/2-lb.	0 20
Blue Label, retail at 30c.....	0 22
Green Label, " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.		
Wholesale. Retail.		
Brown Label, 1's and 1/2's..	0 20	0 25
Crimson " 1's and 1/2's..	0 22	0 30
Green " 1's and 1/2's..	0 25	0 35
Blue " 1's, 1/2's, 1/4's & 1/8's	0 30	0 40
Bronze " 1's, 1/2's, 1/4's & 1/8's	0 36	0 50
Gold " 1's, 1/2's, 1/4's & 1/8's	0 44	0 60



All grades, either black, green or mixed.		
Wholesale. Retail.		
Yellow Label, 1's and 1/2's.....	0 20	0 25
Green Label, 1's and 1/2's.....	0 22	0 30
Blue Label, 1's and 1/2's.....	0 25	0 35
Red Label, 1's, 1/2's, 1/4's and 1/8's	0 30	0 40
White Label, 1's, 1/2's and 1/4's..	0 35	0 50
Gold Label, 1's and 1/2's.....	0 42	0 60
Purple Label, 1's and 1/2's.....	0 55	0 80
Embossed, 1/2's and 1/4's.....	0 70	1 00



Cases, each 60 1-lb.....	\$0 55
" " 60 1/2-lb.....	0 35
" " 60 1-lb.....	0 35
" " 120 1/2-lb.....	0 35
"CROWN" BRAND Wholesale. Retail	
Red Label, 1-lb. and 1/2's.....	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's.....	0 38 0 40
Green Label, 1-lb.....	0 19 0 25
Green Label, 1/2.....	0 20 0 25
Japan 1's.....	0 19 0 25

E. D. MAROEAU, Montreal.	
Japan Teas—	
"Condor" I 40-lb. boxes.....	\$.....
" " II 40-lb. boxes.....	.....
" " III 30-lb. boxes.....	.....
EMD AAA Japan, 40 lb "at.....	.....
" " AA " 40 " " " " " " " "	.....
Blue Jay, basket fired Japan, 70 lbs.,	.....
"Condor" IV 80-lb. " " " " " " " "	.....
" " V 80-lb. " " " " " " " "	.....
" " XXXX 80-lb. boxes.....	.....
" " XXXX 80-lb. " " " " " " " "	.....
" " XXX 80-lb. " " " " " " " "	.....
" " XXX 80-lb. " " " " " " " "	.....

"Condor" XX 80-lb. ....	.....
" " XX 80-lb. ....	.....
" " LX 60-lb. per case, lead 0 27 1/2	0 27 1/2
packets (25 1's and 70 1/2's)	.....
"Condor" Ceylon black tea in lead packets	
Green Label, 1/2, 1/2 and 1/2	0 27 1/2 at 0
60-lb. cases.....retail	0 30 at 0 23
Grey Label, 1/2, 1/2 and 1/2	0 30 at 0 23
60-lb. cases.....retail	0 35 at 0 26
Yellow Label, 1/2 and 1/2	0 40 at 0 30
60-lb. cases.....retail	0 50 at 0 34
Blue Label, 1/2, 1/2 and 1/2	at 0 40
50-lb. cases.....retail	.....
Red Label, 1/2, 1/2 and 1/2	.....
50-lb. cases.....retail	.....
White Label, 1/2, 1/2 and 1/2	.....
50-lb. cases.....retail	.....
Black Teas—"Glorious" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	.....
No. 1.....per lb.	0 35
No. 2....." "	0 30 1/2
No. 3....." "	0 25
No. 4....." "	0 20
No. 5....." "	0

THOMAS WOOD & CO. Montreal and Boston



Wood's Primrose, per lb ..	0 40	0 50
" Golden Rod ..	0 35	0 50
" Fleur-de-Lis ..	0 30	0 40
Pack in 1/2-lb caddies. All grades—either black, green or mixed		

TOBACCO	
THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s.....	\$0 46
" " Amber, 8s. and 12s.....	0 60
" " Ivy, 7s.....	0 51
" " Rosebud, 7s.....	0 46
Chewing—Currency, 12s. and 6 1/2s.....	0 48
" " Old Fox, 12s.....	0 48
" " Snowshoe, 6 1/2s.....	0 51
" " Pay Roll, 7 1/2s.....	0 56
" " Stag, 10 oz.....	0 45
" " Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6 1/2s.....	0 45
" " Fair Play, 8s. and 12s.....	0 53
" " Club, 8s. and 12s.....	0 46
" " Universal, 13s.....	0 47
" " Dixie, 7s.....	0 56
JOS. COTE, QUEBEC.	
Cigars, per thousand.....	
Cote's Fine Cheroots, 1-10.....	\$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20.....	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20-1-40.....	55 01
J. C. OI, Havana P. Finos, 1-20.....	75 00
Cut tobaccos.	
Petit Havana, 1-3, 1-13-1-6.....	0 40
Quessel, 1-4, 1-2.....	0 65
" " 1-9.....	0 75
Cote's Choice Mixture, 1-lb tins.....	0 75
" " 1-lb.....	0 75
" " 1-lb.....	0 0

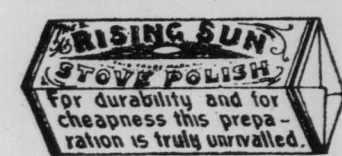
Vinegars.	
E. D. MAROEAU, Montreal. Per gal	
EMD, pure distilled, highest quality.....	\$0 25
Condor, pure distilled.....	0 27 1/2
Old Crow.....	0 25 1/2
Special prices to buyers of large quantities.....	.....
White Wine, proof.....	0 35
" " extra strength pickling.....	0 25
" " XXX.....	0 25
" " XX.....	0 25
" " X.....	0 15

Yeast.	
Royal yeast, 3 doz. 5c. pkgs.....	\$1 15
Gillett's cream yeast, 2 doz in case.....	1 10

Stove Polish.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes 10 00
Sun Paste 5c. size, 1-gross boxes 5 00



EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs.....	0 034
Kegs, 150 lbs.....	0 034
2-gal. pails 2 1/2 lb.....	1 15 each
3 " " 3 3/4 lbs.....	1 06 "
Retail tins, with label—	
1 lb. tins, 2 doz. in case.....	2 25
5 " " 1 " " " " " " " " " "	2 55
10 " " 1 " " " " " " " " " "	2 50
20 " " 1 " " " " " " " " " "	2 45
(5, 10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can.....	4 40
1 " " " " " " " " " " " " " "	5 45
" " " " " " " " " " " " " "	5 70

LUCAS, STEELE & BRISTOL.	
Empire Maple Syrup—	
Cases 24 pts., 2 50	Cases 24 qts., 4 89
" " 12, 1-gal 4 89	" " 6 gals., 4 50
" " 1, 5-gal 4 90	
54 lots prepared up to 40c. rate	
Empire Golden Syrup—	
Cases, 24-2's, 2 25	Bbls, per lb. 0 13
" " 12-5's, 2 55	1/2-bbl. " 0 03 1/2
" " 6-10's, 2 50	Kegs " 0 03 1/2
" " 3-20's, 2 45	Pails, \$1.50 and \$1 67
Usual freight allowance for factory shipments	

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto



THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1st. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Bury Ltd., (Lancs) Eng.



Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS. The Canadian Grocer

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Gourock Rope Exporting Co., Montreal.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg.
Gillett, E. W. Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S. W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingsley Mfg. Co., Cincinnati.
Mansell, Hunt & Catty Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Box Strapping.
Warrington, J. N., Montreal.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

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MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

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Dawson Commission Co., Toronto.
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Truro Condensed Milk Co., Truro, N.S.
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Gillett, E. W. Co., Toronto.
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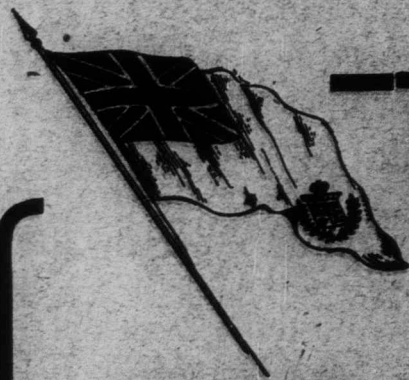
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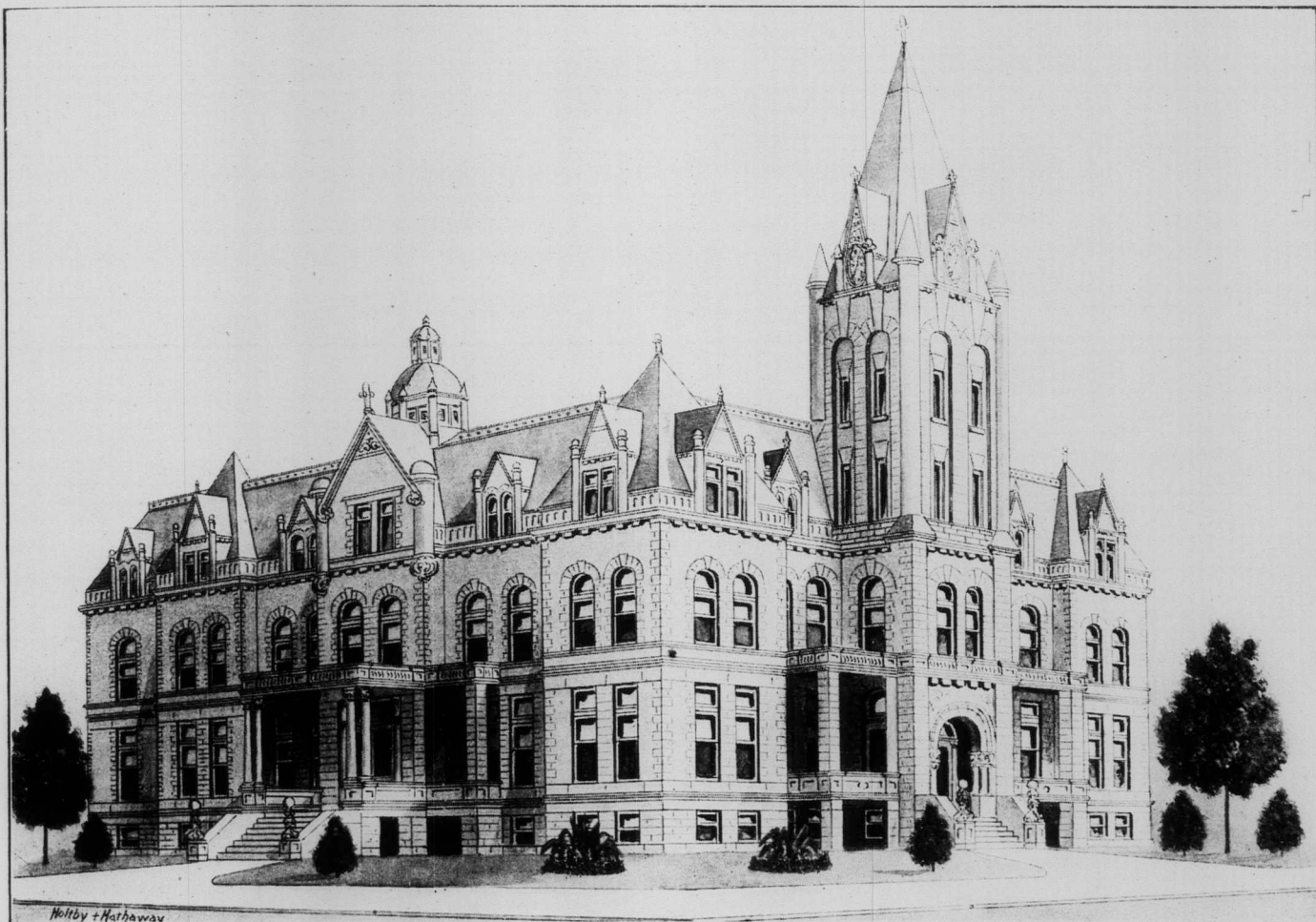
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