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# THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 30.



*It is Merit and Merit Only*

that has placed

## Keen's Oxford Blue

at the head of all laundry blues in the world. It has in consequence had scores of imitators but never an equal.

*For sale by all jobbers*

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

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support. Ordinarily the question of STARCH is a serious one with the housekeeper, but

**BENSON'S "PREPARED" CORN AND EDWARDSBURG "SILVER GLOSS" STARCH**  
For Cooking Purposes For the Laundry

make it easy for all these labors.

*It Pays to Sell Only the Best*

### EDWARDSBURG STARCH CO., Limited

53 Front St., East  
TORONTO, Ont.

ESTABLISHED 1858  
Works,  
CARDINAL, Ont.

164 St. James Street  
MONTREAL, P.Q.

# UPTON'S

## Pure

# Orange Marmalade

"It's Pure  
That's Sure"



"It's Pure  
That's Sure"

Upton's 10c. Jar Pure Orange Marmalade is the biggest kind of value. Show it to your customers, they will appreciate it.

The T. Upton Co., Limited  
Hamilton, Canada

THE CANADIAN GROCER

## The best that money can buy

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



As used  
by  
King Edward  
the VII.

As used  
by  
The Prince  
of Wales

A few of the places where you can get these:

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

ARTHUR P. TIPPETT & CO.

Sole Agents

Montreal

## No Musty Flavor



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

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

MONTREAL

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

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

MONTREAL

**J. WALTER SNOWDON**  
MANUFACTURERS' AGENT AND BROKER  
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.  
Address  
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**T. A. MACNAB & CO.**  
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

REGINA.

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

ST. JOHN

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

TORONTO.

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

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

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

TORONTO.

**TAPIOCA**  
ON SPOT  
Medium and Seed  
Quotations on Application  
**Anderson, Powis & Co.**  
Agents  
15 Wellington Street East, Toronto

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

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

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

MOOSE JAW

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

(Continued on page 4.)

# During Travellers Holidays

We solicit your orders by

## MAIL, 'PHONE OR TELEGRAPH

— AT OUR EXPENSE —

### We Guarantee Quick Shipment Same Day as Order is Received

LOWEST QUOTATIONS

**EBY-BLAIN, LIMITED** Wholesale Grocers  
TORONTO

# Ram Lal's Pure Tea

**SOLD AT FOLLOWING PRICES:**

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

## CANISTERS

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

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

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

Yours Truly,

**RAM LAL'S PURE TEA CO., LIMITED**

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

QUEBEC

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

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

WINNIPEG.

Wholesale Grocery Brokers, Com-  
 mission Merchants.  
 First-class connection with the trade. Established  
 1895. First-class references.  
 Your correspondence and business solicited.  
**GEORGE ADAM & CO.**  
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**RICHARDS & BROWN**  
 Wholesale Commission Merchants  
 and Brokers  
 314 Ross Avenue WINNIPEG, Man.  
 Correspondence Solicited

VANCOUVER

**GROCERY BROKERS**  
 and Manufacturers' Agents  
**CARMAN BROKERAGE CO., Ltd.,**  
 WINNIPEG, CALGARY and EDMONTON  
 GOODS STORED AND DISTRIBUTED  
 Head Office and Track Warehouse,  
 141 Bannatyne Ave. WINNIPEG, MAN.

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

**W. H. ESCOTT**  
 (Formerly of Carman-Escott Co.)  
 Grocery Broker and Manufacturer's Agent  
 WINNIPEG, CALGARY and EDMONTON  
 Goods stored and distributed.  
 Head Office and Track Warehouse  
 141 Bannatyne Avenue Winnipeg, Man.

**STRANG BROTHERS**  
 Commission Brokers and  
 Manufacturers' Agents  
 233 Fort Street, Winnipeg  
 Correspondence Solicited

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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



Try a business card in  
 The Canadian Grocer.

Do You Want to Buy

**A BOILER, ENGINE  
 OR MACHINERY?**

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

**CANADIAN MACHINERY**  
 TORONTO MONTREAL

Slow Collections Cured

Our business is to collect overdue  
 accounts owing to our clients. No  
 need to bother yourself with slow  
 collections—send them to us. For  
 the year we've been in business  
 we've made collections to the entire  
 satisfaction of a large number of  
 clients.

**WE KNOW HOW!**

**The Beardwood Agency**  
 313 New York Life Building - MONTREAL

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

Five hundred neatly printed Business Cards, Bill-  
 heads or Dodgers one dollar. Full line of Price Tickets  
 and Window Cards. Samples and price list on application  
**FRANK H. BARNARD, PRINTER**  
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Are  
 Your  
 Goods  
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 The  
 Market?  
 They may be first-class. Do the people know that they are?  
 Do you want help—a partnership—or have you a business for  
 sale?  
 Advertise in the condensed publicity columns of The Grocer  
 and **Tell Us If You Don't Get What You Want.**

...ESTABLISHED 1849...

**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  
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Wm. G. BEVER, Gen. Man. Western Canada, Toronto.

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TO START IN BUSINESS FOR HIMSELF.

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

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

# "To Hold Fast to Quality IN THE Merchandise Offered."

John Wanamaker gives this as one of the cardinal principles of success in mercantile life. And he is right. Once let a store get a reputation of selling goods of quality and the public will make a beaten path to its doors. High quality is particularly necessary in foodstuffs in these days in view of the growing demand for purity and wholesomeness.

## Canadian Cannery's Peas are the finest in the world.

Grocers and general merchants everywhere find their customers demanding "more of the same" when they have once tried our celebrated brands. Our Grade No. 2, Sweet Wrinkle Pea, is the most satisfactory pea packed. Its superior quality enables you to sell it with a much greater margin of profit than ordinary brands.

Our Canned Peas are sold in four grades or qualities, viz:—

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

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

# Canadian Cannery, Limited

Hamilton, Canada.

MENT.

Business.

0 North John St.

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PRINTER

8357, Toronto

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nd everything

### Company

ONTO, CANADA



## We Protect The Grocer

by producing and selling canned goods of absolutely sound quality. We want to hold our customers and we succeed in doing so because there is never a complaint as to the high quality of

# OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

We exercise the greatest care in the selection of our fruits and vegetables. Our processors are all men of wide experience who thoroughly understand every detail of up-to-date canning methods.

### Our 1908 Pack

is fully up to the mark.  
You will serve your own  
interests most effectively  
by ordering

Old Homestead Brand  
from Your Jobber

The **Old Homestead Canning Co.**

**Picton, Ontario**

# BULK VERSUS PACKET

If you are still depending on the old-fashioned stock of bulk teas, you are in the same position as the man who climbs ten flights of stairs when there is an elevator in the building.

You are not only like him—losing time—which is money—but you are losing the benefits derived from pushing a high-class tea like

## "SALADA"

which is not only a great convenience, but more profitable. No loss in weighing, no exposure to dust or air, no deterioration in flavor, no loss in interest, no freight to pay. Instead of carrying a large stock of bulk tea, is it not much better to carry a small well-assorted stock of "SALADA" in Black, Green and Mixed? Remember, that besides loss in interest, every tea of whatever growth loses at least one cent per pound every six months in quality, as all teas deteriorate with age.

### PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

Sold either in bulk  
or packages.

Our "White Swan," glass front,  
¼-lb. package is unequalled as a 10c.  
line. 4 doz. in a case.

The Robert Greig Co., Limited.

**WHITE SWAN MILLS**  
TORONTO

Stock  
the  
Best.

### "KIT" COFFEE



IS  
**BEST in Quality**  
**SMARTEST in Finish**  
**KEENEST in Price**

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

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

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A. E. Bowron, 18 King William St.; Hamilton Winnipeg, Mason & Hickey 108 Princess Street.



## National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—

**R. S. McINDOE, 120 Church Street.**

Montreal Sales Agent—

**J. M. BRAYLEY, 55 St. Paul Street.**

Winnipeg Sales Agency—

**Wiseman-Ashley Company.**

St. John Sales Agent—

**H. S. Daly.**

Vancouver Sales Agency—

**J. F. Mowat & Company.**

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

## MOLASSES AND SYRUPS

### GINGERBREAD BRAND MOLASSES (IN TINS)

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

### GOLDEN SLING SYRUP (IN TINS)

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

**"THE BEST THERE IS"**

#### Agents

C. E. Parais.	- -	Quebec.	Carman Escott Co.,	-	Winnipeg.
C. DeCartrol.	- -	Kingston.	R. S. Bedlington & Co.,	-	Calgary
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## Dominion Molasses Co.,

LIMITED

**Halifax, - Nova Scotia**

## BATGER'S

WAIT  
TO SEE  
OUR NEW  
LINES

## Before Ordering

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

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

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

**Rose & Laflamme, Limited**

Montreal and Toronto.



## ST. CHARLES CREAM UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

**St. Charles Condensing Co.**

INGERSOLL, - ONTARIO  
CANADA



# “O.K.”

REGISTERED.

## England's Foremost Fruit Sauce

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

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

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

### \$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

*Gesjeff 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.**

Telephone. Main 6285

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

**LONDON, Eng.**

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

# THE POINT

## IN A NUTSHELL



Contractors to the  
War Office and Admiralty.

CANADIAN AGENTS :

Messrs. Martin & Robertson, Vancouver and  
Victoria, B.C.

" C. & J. Jones, Winnipeg.

" G. Stanway & Co., Toronto.

Mr. Kenneth H. Munro, Montreal.

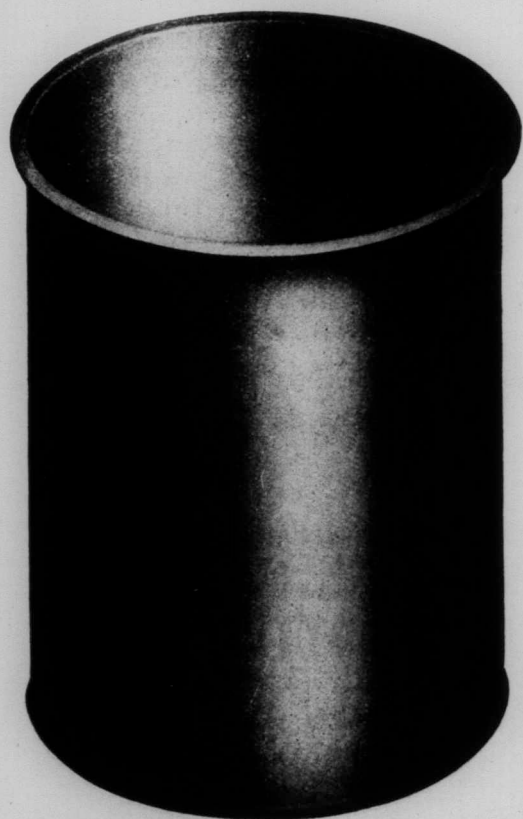
The difference between the vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always rewarded with success, but

**Since 1849** we have been renowned for the excellence of our plant and the perfection of our product.

During that time our trade has developed and extended to all parts of the world.

## White, Cottell & Co.,

Camberwell S.E., LONDON, ENG.



## Give the Tomato a Chance

Pack your Tomatoes in the Tomato  
Can made for Tomatoes.

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

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

## Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Amis Patents

## If You Buy Your Tea From T. H. Estabrooks You Will Never Have Any Dead Stock

The dead ones were all bought from other firms. Ask the firms who sold you this dead stock—dare them—to do the same as T. H. Estabrooks has always offered to do, viz: “take back and pay full price in cash for any tea not fully satisfactory.” They won’t do it. Then why run the risk of dead stock, especially when you can make more profit by selling Red Rose Tea and Estabrooks’ bulk blends than any teas on the market.

**Two Reasons**—You can sell more of them because no other teas equal them in quality, and you are absolutely guaranteed against loss as every pound is guaranteed to pay you full profit.

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

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

We own the three thousand acres of garden  
land on which grow the fruits and vegetables

FOR

# FARMER BRAND

So, from the ground to the sealed can, we are able to guarantee the purity and high quality of every atom of FARMER BRAND. Few factories but ours can maintain such a claim.

**FARMERS' CANNING CO., Limited**  
BLOOMFIELD, - ONTARIO

Book your orders now for regular supply of

# BLUEBERRIES

with the

**PLAYFAIR, PRESTON CO., Limited,**  
MIDLAND, - ONTARIO



## Talking to the Point

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

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

TRY A CONDENSED AD IN THE CANADIAN GROCER.

About 3ft. Long



### They Used to Say

"You can catch more flies with molasses than you can with vinegar." That was before we made

## Brown's Famous "Fly Coil"

It is the only fly catcher worth talking about now. Nearly three feet of fly-catching tape, and holds more flies to the square inch than anything you ever saw! Hang one up and see how it protects your goods! See the flies jump for it! See it jump for the flies, too! You can catch customers for it as easily as it catches flies, and make a good profit.

To be obtained from

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

or direct from

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



# Naphtho SOAP

MADE IN CANADA

## MAKE NAPHTHO SOAP YOUR LEADER

The result will be —satisfied customers—satisfactory profits.

**The Welcome Soap Co. Limited**  
St. John, - N.B.

# New Japan Teas

are the teas of the present and every grocer's unfailing seller.

## Strict Analysis Proved It!

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



# E. D. S. Brand Jams and Jellies

are the purest sold in Canada

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

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

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.



THE CANADIAN GROCER

# TRAVELLERS' HOLIDAYS

Wire or Phone at our expense

We pay particular attention to mail orders.

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

For a Camping Party  
there's nothing so good

as



**CAMP  
PIE**

..... GLENCAIRN BRAND .....

We feel that we make pretty good "Camp Pies" and so many seem to agree with us that we confidently ask for your trial order. Selected stock used. Chickens, Hams, Tongues and Game.

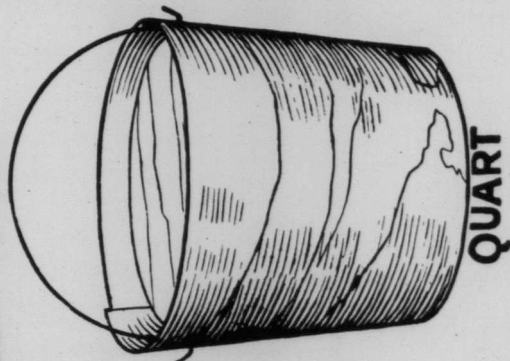
In oval or square tins.

**Cunningham &  
De Fourier Co. Ltd.**  
Glencairn Works: LONDON, E.

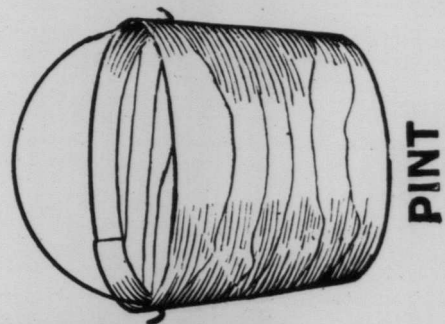
Canadian Agents:  
ROSE & LAFLAMME, LIMITED, Montreal

**Walter Woods & Co.**

GROCCERS' VENEER PAILS



QUART



PINT

**Hamilton and Winnipeg**



We are helping  
you to sell

**2 in 1  
Shoe Polish**

**Are You Taking Full Advantage of  
Our Widespread Advertising?**

Lots of Sales. Lots of Profit. The quality  
of 2 in 1 never fails to bring in repeat orders.

**The F. F. DALLEY CO., Limited**

HAMILTON, CANADA  
BUFFALO, N.Y., U.S.A.

To Agents:  
**Three Good Things**

**Branson's**  
 Pure Coffee Extract

**Branson's**  
 "Shereef Coffee"  
A CHEAPER ARTICLE

**Branson's**  
 Coffee and Milk in Tins

**OUR REPRESENTATIVE**

is now in Canada, arranging agencies for the sale of our specialties throughout the Dominion

Apply to

**"BRANSON"** 303 Frank St.  
 Ottawa, Ont.

**Down With Labor!**

**A revolution affecting  
 Trade, Commerce and the Home.**

We guarantee that you can reduce a tire-  
 some ten hour wash-day to a pleasant one  
 of five hours by using

**YOUNG TOM**  
**Washing Powder**  
 and  
**PURITY**  
**Laundry Soap**  
**Labor Downed!**

FOUR bars of Purity Naptha Soap (not  
 cheap resin soap) will do more washing  
 than SIX bars of any other soap and give  
 better satisfaction.

**Our Motto is "QUALITY"**  
**You Ought to Sell Purity and Young Tom.**

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

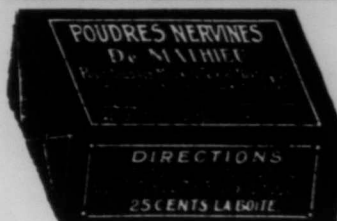
No grocer will get himself in a  
 pickle with his customers if he  
 keeps well stocked with

**STERLING**  
**BRAND**  
**PICKLES**

and relishes. These are ever-  
 reliable goods, giving completest  
 satisfaction to the most critical.

Order from your jobber or  
 direct from manufacturer.

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



**OUR  
 ORDER  
 NOW  
 PLEASE**

We are sure you have forgotten  
 to mail it to us.  
 The great selling season for

**Mathieu's Nervine Powders**

is here now. For quick selling,  
 rapid turn over and profit  
 realized quickly there's nothing  
 to equal Mathieu's Nervine  
 Powders.

*Mathieu's Syrup of Tar and Cod  
 Liver Oil is much the same. It  
 sells a bit more slowly in sum-  
 mer—that's all.*

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

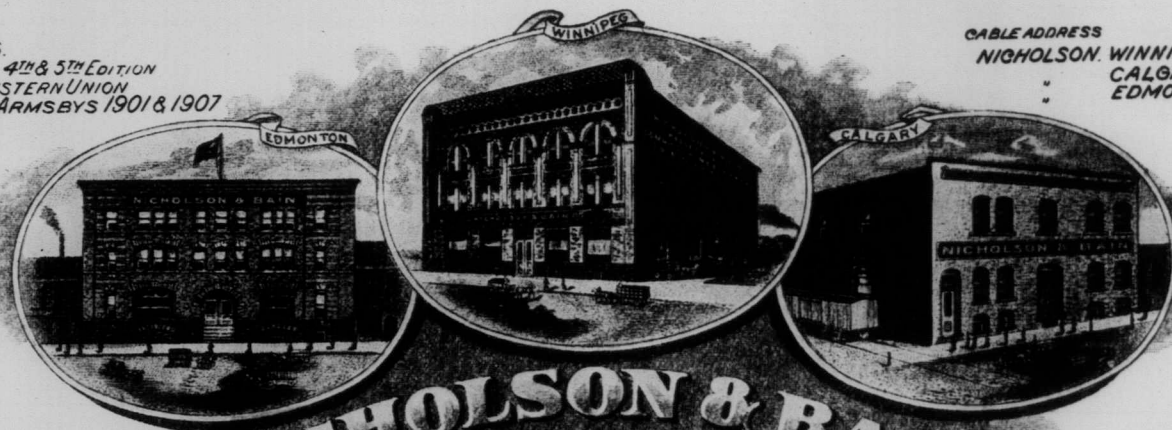
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.  
ABC. 4TH & 5TH EDITION  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON. WINNIPEG.  
CALGARY.  
EDMONTON



EDMONTON BRANCH

NICHOLSON & BAIN

CALGARY BRANCH

NICHOLSON & BAIN

**NICHOLSON & BAIN**  
**WHOLESALE**  
**COMMISSION MERCHANTS & BROKERS**

BANNATYNE AVE EAST  
TRANSFER TRACK

*Winnipeg, Man.*

## A Bumper Crop in the West

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

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

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

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

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

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

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

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# NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

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

# TO THE TRADE:

Of course YOU know that

# CEYLON TEA

makes the

## Best Iced Tea

But Do You Impress that Fact Upon  
Customers?

## Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

## Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values

THE CANADIAN GROCER

# CORKS AND CAPSULES

Unless they are the very best, the corks and capsules you use, Mr. Manufacturer, are likely to do you more harm than you can imagine. Avoid the creation of bad impressions of your lines by using **Ewing's Corks and Capsules**. Always Uniform, reliable and otherwise perfect.

PRICES GLADLY FURNISHED

## S. H. EWING & SONS

MONTREAL  
and TORONTO

*As Pure as Windsor Salt*

**\$1.00 Sold \$25 Worth of Groceries** It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

## Windsor Salt

CANADIAN SALT COMPANY, LIMITED,  
Windsor, Ont.



### **The Test is Strength and Purity!**

For over thirty years the trade has known that

## **Shirriff's Flavoring Extracts**

are the highest in strength and purity.

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

# Tartan

## BRAND

SIGN OF PURITY

### While Our Salesmen Are Away

REMEMBER WE ARE HEADQUARTERS FOR  
**TARTAN BRAND** TEAS, COFFEES, SPICES, EXTRACTS, and CANNED GOODS  
 RED FEATHER                      "                      "                      "                      "                      "

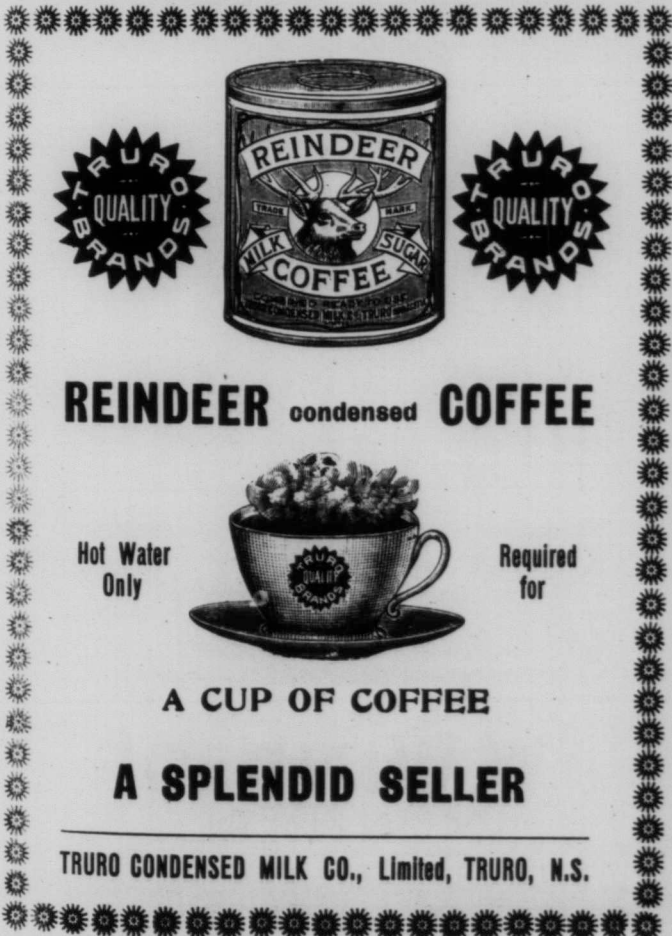
ALSO

WAGSTAFFE'S Pure Jams, Jellies, and Marmalade.  
 Imperial Vinegar, the highest quality.

LEAS Pickles, with the home flavor.  
 Special Values during vacation.

Phone 596, Free to Buyers.

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



**REINDEER** condensed **COFFEE**

Hot Water Only                      Required for

A CUP OF COFFEE

**A SPLENDID SELLER**

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



### Experience Teaches

But it is a hard master. It is advisable, and in your own interests, that you should not experiment with your maple syrup business, but use

## Pride of Canada

the brand with an established reputation for purity, known all over Canada and appreciated by all. A ready seller.

IT PAYS

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

**Your Vinegar Trade  
is Important to You**

Your customers demand the best  
for table use and pickling purposes.

**Imperial White Wine  
Vinegar**

**HAS NO EQUAL**

Order now for later requirements,  
and make sure of the best.

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

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

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

*Redpath*

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

Made from PURE CANE Sugar by

The  
**Canada Sugar Refining Co.,**

Limited

MONTREAL

Order  
**QUAKER SALMON**

and Be Sure

TRADE MARK



This is Your

Protection

SONS

ESTABLISHED 1834.

You are buying salmon now. It is just as easy to get  
the best, so specify **Quaker Salmon**, highest grade Sock-  
eye, from Fraser and Skeena rivers. Most attractive  
package obtainable in Canada. Prices—they speak for  
themselves:

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

**Mathewson's Sons**

*WHOLESALE GROCERS*

202 MCGILL STREET, - MONTREAL

GET  
**Balmoral**  
scotch  
**MARMALADE**

ABSOLUTELY PURE  
THE BEST THAT  
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO  
**J.W. WINDSOR**  
MONTREAL

SOLE AGENTS FOR CANADA

# Pushing Wholesale Agents Wanted

FOR



## The World Renowned Food Beverage

THE PUBLIC SAY:

**"THERE IS MERIT IN IT,"**

And

THE TRADE SAY:

**"THERE IS MONEY IN IT."**

Our Representative is now in Canada fixing our Agents for the Dominion

WRITE HIM

**"VI - COCOA,"**

303 Frank Street,  
OTTAWA

THE WORLD'S  
STANDARD

## WHITTEMORE'S POLISHES

ONCE USED  
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



### Dirty Canvas Shoes

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

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

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



### "GILT EDGE"

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

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . . .



### OIL PASTE

for  
ALL kinds  
of  
Black  
Shoes

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

Price per gross  
Excellent for old rubbers.

### "SUPERB" Patent Leather Paste



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

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

### "BOSTON" Waterproof Polish

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

Per gross  
"BOSTON JUNIOR"

10c. size, per gross  
Also in Russet and Ox Blood

### "ELITE" Combination

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

Per gross

### "BABY ELITE" Combination

10c. size per gross

### "DANDY" Russet Combination

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

Large size, per gross .

### Star Russet Combination

10c. size per gross .

### Russet Pastes

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



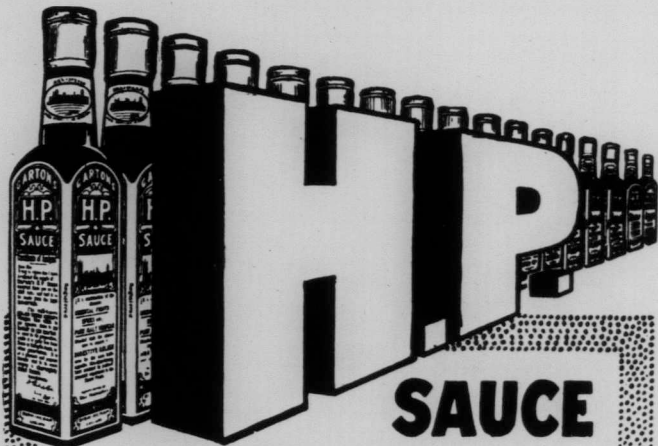
If interested  
CANADIAN write for  
PRICES.

## WHITTEMORE BROS. & CO.,

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

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





**A GOOD LINE**

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

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

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

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

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

Midland Vinegar Co., Birmingham & London, Eng.

PURE  
ANNAPOLIS VALLEY

**Cyder**

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

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

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

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

ANNAPOLIS VALLEY CYDER CO.  
LIMITED

BRIDGETOWN, - NOVA SCOTIA

**I AM ABLE TO QUOTE**

very sharp c.i.f. prices on

**Med and Seed Pri and  
Flake Taploca**

For prompt and future shipment.  
The market is in your favor; BUY NOW.

**ANDREW WATSON**

91 Place d'Youville  
Tel. Main 4409 Montreal

**CAPSTAN Brand  
High-Grade Tomato Catsup**



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

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

**THE CAPSTAN MFG. CO.**  
TORONTO, CANADA.

**Early Delivery**

can be had by placing early orders

**PURNELL'S  
Pickles Vinegar Sauces**

are now in active demand  
and we want to give our  
customers as good service  
as good quality.

ORDER TO-DAY FROM OUR AGENTS:

**Purnell &  
Panter, Ltd.  
Bristol,  
England**

- C. E. McMichael, - - - St. John, N.B.
- H. Haszard, - - - Charlottetown, P.E.I.
- Erb & Rankin, - - - - - Halifax, N.S.
- C. S. Harding, Ottawa, Quebec & Montreal
- Kyle & Hooper, - - - - - Toronto, Ont.
- J. W. Bickle & Greening, - Hamilton, Ont.
- Carman Brokerage Co., Ltd., Winnipeg, Man.
- C. E. Jarvis & Co., - Vancouver, B.C.

# CHAMPION'S

LONDON, ENGLAND

ESTABLISHED OVER 200 YEARS

We are now appointing Wholesale Agents throughout the Dominion.  
Pushing reliable firms with good clientele write

THE TABLE

## VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



"CHAMPION,"  
303 Frank St., Ottawa

## Wagstaffe's

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

### Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

### FRUIT CANS

All sizes—All kinds.

### SYRUP CANS

For products of Maple, Corn and  
Cane.

### MILK CANS

For Sweetened Milk and Evap-  
orated Cream.

### MEAT CANS

Bevelled, Round and Square.

### BISCUIT TINS

of any description.

### BAKING POWDER

### AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

## Norton Manufacturing Co.

HAMILTON

### The Question Is

Can you afford to carry on business without a

### "Duplex" Counter Check Book

Most progressive grocers have decided that they  
can't. We would like to hear from you.

Many grocers have felt the need for a  
check book that had a white paper  
and a colored paper—one for orig-  
inals, the other for duplicates.

The Carter-Crume Company Limited,  
Toronto and Montreal

## PROSPERITY IN THE WEST

The big crop to be harvested in another month  
will cause a return of prosperity to the West.  
Westerners will have plenty of money to spend  
this fall.

Mr. Manufacturer, this is the time of oppor-  
tunity. Push your goods in the West now.  
Are you represented in Winnipeg?

WE CAN HELP YOU.

### R. B. Wiseman & Co.,

Wholesale Brokers, Storage, Warehousing  
and Distributing Agents.

123 Bannatyne  
Avenue East

WINNIPEG, MAN.



They are staples in groceries now—

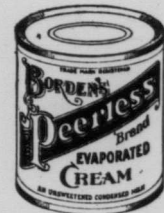
## BORDEN'S BRANDS

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

Are you taking advantage of the demand for Condensed Milk these days?  
—If not, stock Borden's Brands—They are money makers.

All Jobbers sell it

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



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

Unsweetened

# Give Your Orders For RIVERDALE BRAND Canned Fruits and Vegetables

Riverdale Brand has the reputation and standing which bring high-class trade and satisfactory profits. It is pre-eminently the highest in sound quality; the contents of every Riverdale can being clean, sweet, appetizing and healthful.

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

MESSRS. EBY-BLAIN Limited, Ontario Agents.

## NATION'S

SIMPLY DELICIOUS  
In Packets and 4-oz., 8-oz. and 16-oz. Tins



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



Nothing like it for pleasing the  
cleanly housewife.

There are "TEAS and TEAS," but if you want to do **The Tea Trade** of your locality you should place your order with us. Our long experience and ready cash purchases enable us to give **Highest Qualities** at prices that mean good profits for you. Our repeat orders for our famous package **Tea**

# MELAGAMA

convince us that we have the **Tea** the people want. Actual money in every package. Let us convince you. If not, why not?

**MINTO BROS., TORONTO**



## HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

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

MADE AND BOTTLED  
IN ENGLAND.

Once a Friend  
Always  
a Friend of

# Ridgways TEA

The real quality is in the product. It always gives satisfaction. It's the same every day in the year—Ridgway's—the world's greatest tea.

CANADIAN OFFICE. - VANCOUVER, B.C.

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



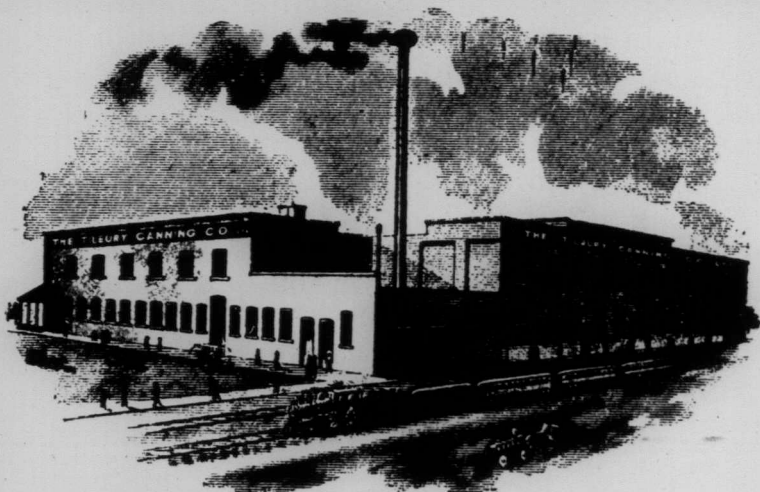
REFRIGERATORS  
FOR BUTCHERS AND GROCERS  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

The GRAY, YOUNG & SPARLING CO., Limited

**SALT  
MANUFACTURERS**

Granted the highest awards in competition with other makes.

**WINGHAM ESTABLISHED 1871**



# "Tilbury Brand" Canned Goods

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

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

Get our prices for immediate and future delivery.

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

## The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

# We Have Another Supply of SCHRAM AUTOMATIC SEALERS

ASK TO SEE THEM  
THE DAVIDSON & HAY LIMITED  
WHOLESALE GROCERS, TORONTO.

## Profitability

means the ability of any line to produce profit. And right here we want to maintain that quality is what produces permanent profit. You may get rid of a poor line of Jam and Pickles without much trouble but what about repeat orders? Ozo Brand Pickles and Jams are made to produce permanent profit for the grocer. Ozo Brand relies on quality for its success; and our ever increasing sales are proof positive that the trade and the public know quality when they see it. We know lots of people make big claims; but not all can back them up. Our quality claims are backed by the goods we produce, and by the great up-to-date, scientific plant in which the production is accomplished. Say "OZO" in Montreal and people will answer "Our big Pickle and Jam factory; you ought to see it."

All good jobbers handle OZO Brand .  
it pays them. Ask your jobber for  
OZO BRAND—It'll pay you.

The OZO CO., LIMITED  
MONTREAL

## THICK, SWOLLEN GLANDS

that make a horse Wheeze,  
have Thick Wind, or Choke-  
down, can be removed with

**ABSORBINE**



or any Bunch or Swelling  
caused by strain or inflam-  
mation. No blister, no  
hair gone, and horse kept  
at work. \$2.00 per bottle, de-  
livered. Book 3-C free.

ABSORBINE, JR., for mankind, \$1.00, de-  
livered. Cures Gout, Tumors, Varicose Veins,  
Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.  
Canadian Agents, LYMAN SONS & CO., Montreal.

## BASKETS

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

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

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

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

TRY A

**Condensed Ad.**

IN THE

**Canadian Grocer**

# LEA'S

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

The travellers will soon be showing our new line, the Tid-Bit. We claim this to be the finest pickle ever offered to the Canadian trade for the money. When the traveller has them around take a good look at them, you will be surprised.

**Packed by**

**The Lea Pickling & Preserving Co.**

**Limited**

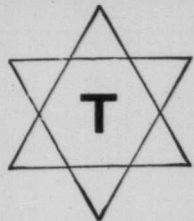
**SIMCOE, - ONTARIO**

**Western Representatives: Mason & Hickey, Winnipeg; Wilsoa & McIntosh, Vancouver**

MSAE  
OP

This

Accounts  
Adams, C  
Adams, R  
Allan, R  
Allison C  
American  
Annapol  
Anders-  
Aylmer C  
  
Balfour, J  
Balger &  
Barford,  
Beamsvil  
Beardwe  
Belleville  
Benedict  
Bink, C  
Bligh, H  
Bloomfiel  
Blue Rib  
Boly Gu  
Bord, n C  
Bord, L  
Bradstre  
Brazon  
Brayley A  
Brooke-B  
Brown M  
  
Campbell  
Canada I  
Canada J  
Canada S  
Canadian  
Canadian  
Canadian  
Carpman,  
Carter C  
Carter S,  
Cereals,  
Ceylon T  
Champio  
Chocolat  
Christma  
Clark, W  
Clawson  
Conzors  
Constant  
Coto, Jor  
Cowan O  
Cox, T &  
Cunningt



# RAM LAL'S TEA

Manitoba } Customers supplied from Winnipeg,  
Saskatchewan } Nicholson & Bain's warehouse.  
Alberta }  
Eastern British Columbia } Customers supplied from Calgary,  
Western Cartage Co.'s warehouse.

**Freight paid in 5-case lots**

Order from our travellers, or the above firms. We will supply printed stamped order forms on request.

## James Turner & Co., Limited

Hamilton, Ontario

### INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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# The Grocers' Day Off

Monster Picnics on Wednesday, July 15, From Hamilton, Brantford, Toronto, Montreal and London—Grocers and Their Friends Enjoyed a Splendid Outing at Various Points of Interest in Canada—Some of the Funny Things Seen During the Day.

Last Wednesday, July 15, was a day of jollity and pleasure for a good many grocers in different parts of Canada. How they all hit on the same day is somewhat of a mystery, probably only a mere coincidence, but it turned out to be a wise choice, for the weather for all the excursions was all that could be desired. It is estimated that upwards of 13,000 people, including grocers and clerks, with their wives, sweethearts and friends attended the various outings that day. Hamilton Grocers' Association took the usual large percentage of the city's population with them to Niagara

Falls. With them were joined a couple of trainloads of grocers and their friends from Brantford and another trainload found its way to the Falls from London. The Toronto Grocers' Association took their usual large contingent of city grocers and their friends to Niagara Falls and Buffalo by steamer across the lake, and the Montreal Grocers' Association took a large number of its members and friends to Highgate Springs, Vermont. Each of these outings, as described in detail, following, proved exceedingly successful.

Marathon trial (catching pig)—A. Pettit.

Relay race, 500 yards—Kelvert and Lambert, Bradley and McDonald, McCullough and Cheever.

Special Melagama race—Mrs. Arnold, Mrs. Rolph, Mrs. Thompson, Mrs. Hexamer, Mrs. J. Harris, Mrs. E. Harris, Mrs. Patterson, Mrs. Davey.

After the games a couple of bushels of grab bags were distributed to the youngsters and this was one of the most exciting events of the day.

### A Successful Baby Show.

Immediately preceding the games a baby show was held at which the members of the committee were conspicuous by their absence. After some hunting a

## Hamilton and Brantford at the Falls

Another Monster Picnic From the Ambitious City and Large Representation From Brantford—Committees Have Host of Details Well in Hand.

Better, greater and grander than ever was this year's picnic of the Hamilton Retail Grocers' Association, held at Victoria Park, Niagara Falls, on Wednesday, July 15. The Brantford grocers and butchers joined with their confreres from the Ambitious City in helping make "the only picnic" an unprecedented success. Five trains over the T., H & B. and four over the G.T.R., 90 cars in all, took the excursionists from Hamilton and two heavily-laden trains carried picnickers from Brantford.

### 10,000 Excursionists.

It is estimated that about 8,000 people went from Hamilton, and 2,000 from Brantford. Added to these were 700 who journeyed by special M.C.R. train from London.

The day was an ideal one, so far as the weather was concerned, and a number of people would like to know what kind of a pull the grocers have with the weather man to be immune from a rainy day. Not an accident occurred to mar the pleasures of the picnic and everyone returned home happy and well satisfied with the outing.

### Some Novel Features.

Many innovations were introduced and innumerable souvenirs were distributed on the trains and at the grounds. Tea, coffee, milk and lemonade were supplied free and music galore was furnished by the 13th Band, Ruben's famous brass band, an Italian orchestral trio, Highland pipers and the Darktown vocal quartette. Everything that could be conceived for the comfort of the picnickers was arranged for, and every minute of

time was crowded with "something doing."

All the excursionists were at the picnic grounds before noon and immediately after dinner a programme of games was run off.

### The Games and Prize Winners.

These resulted as follows:

Shoe race, 100 yards—A. Goodenough, M. McCullough, J. Sheridan.

Single ladies' race, 50 yards—E. Ashton, F. O'Neill, M. Caldwell.

Association race, 100 yards—J. Bradley, J. Clendenning, M. Hunter.

Old men's race, 75 yards—T. Shean.

Six turn race, 75 yards—J. Sheridan, L. Brown, P. Smye.

Girls' race, 50 yards—B. Ralston, M. Horning, C. Degeer.

Pick-a-back, 100 yards—Brown and Sheridan, McQueen and McQueen, McDonald and Bradley.

Great tunnel race, 100 yards—Brown, Donald, H. Braford.

Married ladies' race, 50 yards—Mrs. Speck, Mrs. Millborn, Mrs. Rolph.

Chicken-catching contest, open to girls under 16 years—F. Curtis, E. Steinmann, E. Fenn.

Sack race, 75 yards—L. Brown, S. Lord, R. Morris.

Boys' race, 75 yards—C. Hannah, G. Daly, B. Degeer.

Fat ladies' race, 50 yards—Mrs. McCullough, Mrs. Lucas, Mrs. Harris.

Skipping race, girls under 14—May McIntosh, May Moriarity, Mabel Nelson.

Six-legged race, 100 yards—McDonald, Brown and Bradley, Goodenough, Young and Collins, Will, Will and Smye.



JOHN FORTH.

The Energetic President of the Hamilton Grocers' Association.

committee of three Hamilton men was appointed to judge the Brantford babies and a like number of Brantford men judged the Hamilton entries. These martyrs were A. Coulbeck, Jim Burns and Joe Bloxham, Brantford, and Wm. Smye, J. Forth and Dr. Emory, Hamilton. Though the judges are still alive, their condition caused some alarm for a while, as they had an awful time in coming to a decision. There were 25 babies from Brantford, and 65 from Hamilton entered. In the Hamilton class Mrs. Dickie was first, Mrs. Potter second, and Mrs. Fillmore third; while the winning Brantford babies were owned by Mrs. Rowe, Mrs. McHugh and Mrs. Cuthbertson.

A game of broom ball was played by teams representing Brantford and

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## THE CANADIAN GROCER

Hamilton, the former being the winners 3 to 0. John Cammel, Brantford's goalkeeper, saved the day by sweeping everything before him. The heroes of the game were: Hamilton—Semmens, Hobson, Lavis, Cummings, Cann, Lamp-

A pleasing episode took place on the way up to the Falls from London, when S. H. Palmer, Canadian General Passenger Agent of the Michigan Central, was presented by the officers of London Grocers' Association with a fancy walking cane. Mr. Palmer has attended every annual picnic of the London grocers, this being the eighteenth, and has always looked after the comfort of the grocers' guests.

### Sandwiches.

The London excursionists traveled like kings. They went up to the Falls in a solid vestibuled train.

"Bay" Hill's make-up was fine. He wore the regulation choker, frock coat and low-crowned hat; limped painfully because of a short foot, on which was a boot with a high heel and thick sole, and wore goggles to protect his much-used eyes from the bright sun. His hair was slightly tinged with gray and his face was full and pleasant looking, with the ears set close against the head and full cheeks, that gave evidence of good feeding.

The expenses of the Hamilton grocers totalled nearly a thousand dollars.

Bob Cowan and Ed. Knolly played the Alabama coons to perfection, but wasn't it awful for the "lady" to smoke.

The old-timers were there. Jos. Kirkpatrick, C. H. Peebles and Wm. Hazell

ting them in all directions. The winner kept the pig.

The chicken-catching contest for girls caused lots of amusement, and when the girls fell on the bird the chicken wasn't there.

The Canadian Grocers' badges were very much in evidence, and were much sought after by the souvenir hunters.

Wearing the "green above the red" the 13th Band played a select concert programme during the afternoon.

The "rube" bands administered cold chills by tooting all kinds of discords that have yet been discovered, and many of them that were only discovered that day.

C. S. Proctor represented the G.T.R., S. H. Palmer the M.C.R., and G. C. Martin the T. H. & B.; all of them looking after the comfort of the passengers.

"My, I didn't know there were so many Irish people in Canada," said a United States visitor when he saw the grocers go by on their way to the park wearing The Canadian Grocer badge.

C. S. Porter and Bay Hill gave exhibitions of strength to an admiring crowd in the baggage car on the way to the Falls by blowing up Pratt's balloons.

Hamilton was deserted when the grocers' trains pulled out for the Falls.

"Do you know me, Billy?" said "Rev." Bay Hill to Wm. Smye, who



JAMES MAIN.

One of the Hard Workers for the Association and the Picnic.

man, Hilton, Markle and Smith. Brantford—Cammel, H. Burns, R. Gowman, H. Hagey, Cop. McDonald, A. Greenside, C. Chevers, J. Wilkinson, J. Hartley.

### Catching "Bay" Hill.

The real fun of the afternoon was the catching of the Hamilton secretary, the one and only "Bay" Hill, who in his Sherlock Holmes' act deceived everybody. A prize of ten dollars in gold was offered to the lady who caught him on the grounds without his famous valise in his hand. Even Jim Main and Billy Smye were at sea as to the personality of the clergyman who was limping about the grounds. Mrs. Croal was the lucky lady who won the prize by taking "Bay" by the sleeve, saying, "Hello, Mr. Hill; I guess you're caught."

The members of the various committees who did so much to make the picnic a success were:

Transportation—A. G. Bain, J. O. Carpenter, W. Smye, jr., J. Kirkpatrick, J. Main. Printing—W. Smye, jr., J. O. Carpenter, E. Hazel, James Main. Refreshment—A. G. Bain, E. Hazel, W. Smye, J. Main, G. Cann. Amusement—J. O. Carpenter, H. Taylor, Geo. Dawson, B. Crysler, Geo. Cann, M. A. Hill. Music—H. Taylor, C. H. Peebles, A. Ballentine. Reception Committee—C. H. Peebles, J. Kirkpatrick.

Brantford's Picnic Committee consisted of: President, A. Coulbeck; Secretary, Norman Willits; Treasurer, A. L. Vanstone; Advertising Committee, P. Truss, E. Church; Sports Committee, Jos. Bloxham, R. Gowman, Hartley Burns.

Secretary E. Sutton, London, looked after the welfare of the grocers and their friends from the Forest City.



"BAY" HILL.

The Original and Always-Moving Secretary of the Hamilton Association.

gave a helping hand and filled the gap when the younger men were engaged.

The catching-the-pig contest proved one of the funniest events of the day, and excitement ran high when the worried porker went dodging among the legs of pursuers and spectators, upset-

up to that time had been guessing who was the clergyman.

Starting out with one train of ten coaches the Hamilton grocers now require nine trains of ninety cars to carry the crowd, for "everybody goes."

1,000 balloons, 5,000 souvenir badges,

1,000 fans, 1,000 grab bags, 1,000 shawl pins, 5,000 souvenir Heintz pins, 5,000 souvenir Lipton pins and post cards, and 1,000 souvenir lead pencils, were given away to the excursionists.

During the day 200 gallons of fresh milk were consumed, and on top of that 300 gallons of lemonade were deposited. With this 400 gallons of tea and 400 gallons of coffee were mixed. Of sugar, 1,500 pounds were used, and besides there was a whole grocery store of other things.

John Forth, "Billy" Smye and "Andy" Bain were here, there and everywhere about the grounds seeing to the comfort of everybody.

The Hamilton grocers know so well how to conduct a big picnic that they should arrange to take in the Toronto and London men, as they already have the Brantford folks.

"Bay" Hill had The Grocer representative so labelled with badges in his efforts to make sure he would not be lost that he got tangled up in the ribbons running for his train.

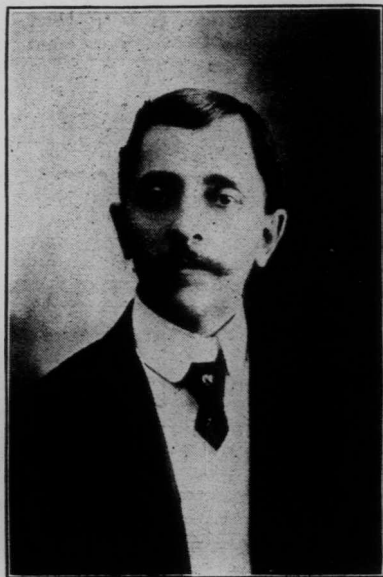
Most of the excursionists looked like major-generals so plastered up were they with decorations.

Jim Main, who was the "bug" man last year, changed his calling and was the "bird" man this year.

Wonder where the committee were when the baby show was on?

President John Forth, as judge for the babies, says he will never undertake it again. He did not mind the mothers so much, but the grandmothers got him going. John was the proudest man on the grounds.

First Vice-President Geo. Cann was



M. J. A. LANIER.

President Montreal Retail Grocers' Association.

hustling all day. He was not recognized, but was very much in evidence with the Italian orchestra. He was so enthusiastic with his fiddle that he played on one string for some time and did not know it.

Second Vice-President H. P. Boyd tried to stop one lady in the fat ladies' race and had to retire, but says he will be on deck next year.

James Main never tired of handing out bugs, pins and balloons. Some lady insisted he was the secretary and wanted the \$10, but Jim said, "all I can give you is a bug."

A. G. Bain, chairman of the refreshments, was at his old post making tea and coffee. You cannot beat him, but Andy says he does not want any hotter place than that—

Semmens and Lavis after the broom ball game were all in. But were at it again helping with the games.

George Dawson did excellent work in the refreshment booth.

W. Smye is in a class by himself. He never tires. He was one of the judges in the baby show for Brantford, and is thankful he escaped with his life. He worked hard all day, and seemed to be just where he was wanted.

John O. Carpenter was a great worker. A cool, steady head is John, and he was very much in evidence all day.

E. L. Connawarf, Christie-Brown's representative, entertained some of the grocers on an automobile ride. Several wholesale men were there and all happy.

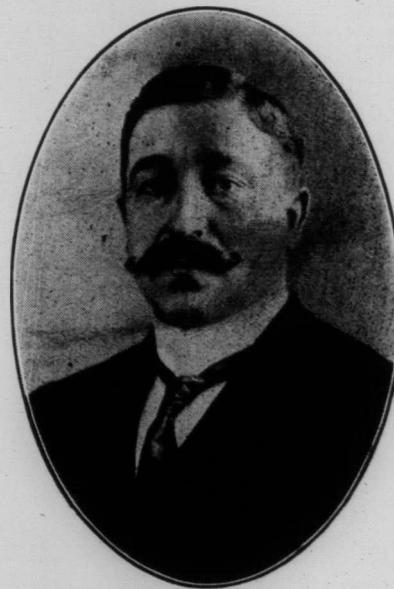
It was good to see the oldest members of the association there doing all in their power to make the picnic a success, familiar faces, such as J. Kirkpatrick, C. H. Peebles, C. H. Boyigan, W. Hazell and Harry Taylor.

O. W. Robbins was very busy dealing out his lemonade which was certainly much sought after.

The Grocer noticed among the Hamilton travelers: Fred Small and Ed. Dore, of the Fowler Canadian Co.; Thos. Edey, James Turner & Co.; J. T. Price; Lucas, Steele & Bristol; Wm. Buttram, D. S. Perrin Co., London; Wm. Jaek-

son, Walter Woods & Co.; Horace Hazell, Dominion Brewing Co.; Alex. Fraser, Balfour, Smye; Wm. Gillies, Macpherson, Glasco & Co.; Geo. Morton, of N.P. Soap.

That "rube" band was quite an at-



M. J. A. DORE.

First Vice-President Montreal Association.

traction. As regards individuality in playing they haven't their equal.

What an attraction "The Grotto" was for the thirsty and weary. A perfect oasis with an unceasing flow of nectar—or was it something else? Ask Horace Hazell.

W. K. Booth, of King and Booth, was one of the committee on games. Billy knows his part all right.

## Montreal Grocers' Picnic and Banquet

Enjoyable Excursion to Highgate Springs, Vermont, Carries Large Number of Members and Their Friends—Features of the Day's Outing.

The Retail Grocers' Association of Montreal held their annual picnic at Highgate Springs, Vt., on Wednesday, July 15. At 8.30 a.m. an excursion train consisting of eleven coaches backed into Bonaventure Station to take on board a merry crowd to the number of six hundred or more. The run from Montreal to Highgate was made in somewhat less than two hours through a beautiful country, arriving at 10.30 a.m.

### Splendid Picnic Grounds.

Upon reaching the grounds those who were never there before were treated to a view of natural beauty which it would be difficult to equal.

The picnic grounds are situated within a pleasure resort known as Missiquoi Park, which lies near the village of Highgate Springs. There are two hills and in the recess between them is a

plateau which furnishes an admirable spot for races and other athletic contests. Continuing along a pathway through the grove an excellent view of the bay can be obtained and a small arm of this is crossed by a rustic bridge which brings the visitor to the Hotel Gilmore, built on a promontory jutting out into the bay and it was at this summer hostelry that the banquet was served at 1.30 p.m.

Immediately upon arrival the athletic events were called and were continued until 1.30 when an adjournment was made to the hotel.

### The Banquet at Noon.

After an extensive menu had been enjoyed J. A. Lanier, the president of the Association, was called on and a brief but happy speech enjoined the members to keep in mind the object of the as-

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sociation and remember the old adage that, "In union there is strength." He also expressed the opinion that the success of the association should be a source of gratification to the members.

Among those present at the banquet were: J. G. Watson, president of the Retail Merchants' Association of Canada; W. U. Boivin; J. B. Lamoureux, J. A. Laquerre, of "Le Prix Courant"; M. A. Laniel, president of the association; A. Lapointe, Miss E. Lapointe, M. Lapointe, A. Laurendeau, Edourd Quintal, L. Guilbault, Alfred Grenier, J. O. Menard, P. Boyle Armand Chaput, of Chaput, Fils & Cie; Jos. Ethier, of Laporte, Martin & Cie; Mr. and Mrs. Malo, L. A. Lapointe, of D. Masson & Cie; C. Mireault, of Heron, Leblanc & Cie; Wilfrid Lorrain, Omer Dion, of McCormick Co.; M. Lambert, of "Le Canada"; A. Put, of "La Patrie"; J. O. Marchand, of "La Presse"; H. A. de V. Somerville, of the Canadian Grocer.

After the health of the King, the invited guests, the press, the ladies and others were duly honored the guests left the banquetting room and found their way back to the athletic field and dance hall. The grocers of the east end of the city played ball against the grocers of the west end. This attraction, however, had a worthy rival in the less strenuous contests which were taking place in the dance pavilion. Many American friends from Highgate and Swanton tripped the light fantastic with their visitors. After extending considerable patronage to the park's refreshment bureau the crowd reluctantly betook itself to the waiting train in the valley.

The run home was thoroughly enjoyable and from some of the coaches a sound of "harmless" revelry might be heard and after a few deals of the cards, the international boundary was crossed and soon the broad expanse of our own St. Lawrence came within our vision and the sun disappeared from view behind old Mount Royal, bringing to a close another successful outing of the Montreal Retail Grocers' Association.

**Games and the Winners.**

The programme of games was most comprehensive, the events and the winners being as follows:

No. 1.—150 yards, open to chairmen of all committees. 1st, A. Laniel; 2nd, J. A. Dore; 3rd, S. T. Lussier.

No. 2.—150 yards, open to committee members, excepting presidents. 1st, E. P. Lalande; 2nd, J. A. Seguin; 3rd, A. Laurendeau.

No. 3.—Half-mile race, open. 1st, A. Brodeur; 2nd, J. Platt; 3rd, P. Oliver.

No. 4.—Race of 200 yards, open to grocery, fruit and provision travelers. 1st, V. Malette; 2nd, L. Lussier; 3rd, E. Brunet.

No. 5.—150 yards, open to grocery clerks. 1st, Jos. Picard; 2nd, Arth. Cartier; 3rd, E. Legault.

No. 6.—200 yards, open to members of association. 1st, E. P. Lalande; 2nd, J. P. Deziel; 3rd, J. A. Menard.

No. 7.—200 yards, open to bread biscuit and liquor drivers. 1st, W. Cassy; 2nd, J. Chauvin; 3rd, S. Charron.

No. 8.—150 yards, men 200 lbs. and over. 1st, A. Landreville; 2nd, V. Boileau; 3rd, A. Malo.

No. 9.—150 yards, open to retail grocers, members of association or not. 1st, J. A. Sansregret; 2nd, A. Russell; 3rd, E. P. Lalonde.

No. 10.—200 yards, open, 100 with laced shoes, 100 without. 1st, A. Russell; 2nd, H. Bastien; 3rd, C. Querin.

No. 11.—300 yards, open. 1st, J. Platt; 2nd, A. Brodeur; 3rd, Jos. Picard.

No. 12.—Special Blue Ribbon Tea Race, open to daughters of grocers, 16 years and over. 1st, Miss A. Laniel; 2nd, Miss E. Lavesque; 3rd, Miss N. Deziel.

No. 13.—50 yards open to grocers' daughters and employes under 12 years. 1st, Miss A. Cyr; 2nd, Miss A. Seguin; 3rd, Miss R. Lavesque.



M. A. SARRASIN.

Secretary Montreal Association.

No. 14.—75 yards, open to grocers' sons and employes under 12. 1st, A. Trepanier; 2nd, H. Laniel; 3rd, A. Chartrand.

No. 15.—Long jump, open. 1st, J. Platt; 2nd, J. W. Cassy; 3rd, A. Bourdeau.

No. 16.—Comfort Soap Race, open to grocers' wives and daughters. 1st, Mrs. Jos. Picard; 2nd, Mrs. G. Pilon; 3rd, Mrs. O. Fournier.

No. 17.—Broken pitcher contest. 1st, Mrs. G. Pilon; 2nd, Miss E. Lavesque; 3rd, Miss Gauthier.

No. 18.—Putting 16-lb. shot, open. 1st, M. Viau; 2nd, G. Lavesque; 3rd, H. W. Casey.

No. 19.—Shooting contest. 1st, A. Laurendeau; 2nd, Jos. Picard; 3rd, Jos. Mulmoure.

No. 20.—Tug-of-war between retail grocers, east and west of St. Lawrence St. Won by west-enders.

No. 21.—Conciliation race, open. 1st, Jos. Cardinal; 2nd, E. Legault; 3rd, M. Hough.

No. 22.—Baseball game, grocers east of St. Lawrence St. vs. those west. Won by west-end team.

No. 23.—Dancing contest. Lady prize-winners. 1st, Miss Pelletier; 2nd, Miss Eva Lapointe; 3rd, Mrs. E. Poupard. Gentlemen. 1st, G. Beaudry; 2nd, A. Laurendeau; 3rd, A. M. Lapointe.

No. 25.—100 yards, swimming race open. 1st, A. Brodeur; 2nd, H. Desroches; 3rd, D. Marshall.

**The Committees in Charge.**

The various committees in charge of the outing were as follows:

Reception Committee—W. Girardin, president; J. A. Beaudry, E. Upton, N. Seguin, J. A. Maynard, J. A. Labonte, A. Laurendeau, J. Archambeault, J. Roch, E. Beaudoin.

Transportation Committee—A. Laniel, president; A. Sarrazin, T. Montpetit, N. Chartrand, Jos. Denault, E. O. Galarneau, Geo. St-Denis, Ech. Lariviere, E. Labreche.

Printing Committee—A. Sarrazin, president; J. D. Boileau, A. Laniel, J. A. Dore, J. A. Beaudry, Jos. Moquin.

Banquet Committee—J. A. Dore, president; V. Boileau, N. Chartrand, E. H. Montpetit, J. A. Beaudry, P. Daoust, A. Laniel, E. Beaudoin, N. Lapointe, E. M. St-Denis, V. Geoffrion, E. Upton, Z. Colpron, R. Turner, O. Ricard, Ech. Lariviere, Ech. Seguin.

Dance Committee—A. Malo, president; J. A. Labonte, Geo. St-Denis, R. Martel, Geo. Beaudry, A. Laurendeau.

Subscription Committee—J. D. Boileau, president; A. Laniel, J. A. Dore, E. P. Lalande, P. Bruneau, M. Lapointe, A. Sarrazin, T. Montpetit, J. B. Vanier, J. I. Lussier, A. Laurendeau, W. Girardin.

Games Committee—J. I. Lussier, president; E. P. Lalande, A. Landreville, J. A. Seguin, P. Fillion, C. Lariviere, Geo. Beaudry, C. Creely, G. H. Rolland.

**Picnic "Nicipics."**

Some of those basket hampers were handled with care—glass.

The "Entente cordiale" between our "cop" and his Vermont confrere was magnificent to witness.

That first race was a little confusing to the judges. They evidently are not accustomed to close finishes.

That ball game demonstrated the fact that there are some pretty nimble boys dealing out the world's food supply.

Your judgments were alright, Armand, but your scrutiny of the prize waltzers was searching.

It beats all how some men hate to go to these functions, but you know it must be done to keep everyone in good humor.

There were not many of these "to keep customers in good humor" men at the ball game. Ladies don't play ball

## THE CANADIAN GROCER

but they can make MERRY the grass-WIDOWER in the WALTZ.

Not many squeeze plays in the ball game. Several, however, were noticed in the dance hall.

Good voice, Mr. Pilon. It takes you to call them to attention.

That whiskey firm whose representative started so many advertising balloons will be arrested for high treason. Vermont is "prohibish."

Vermont girls can dance but they can't beat our own "belles filles."

The Societies for the Prevention of Cruelty will look into that race for fat

men. Too bad to make them run up hill.

That's all right, Uncle Sam, you have a beautiful country, but it took a Canadian to find that lake for you.

The sports were entered into with vigor and were characterized by a complete absence of ill-feeling or any other disturbing feature. Everyone took their victory or defeat with a smile and all were out for the fun. The judges were: A. P. Murray, Wm. H. Dunn, Armand Chaput, Jos. Ethier, A. C. Middleton, Z. Hebert, A. F. Hodge, C. T. Wood, W. S. Whisse! Harry Clark, Chas. Norris.

### The Toronto Grocers' Excursion

A Splendid Trip Across the Lake and Delightful Ride to the Falls and Buffalo—Wholesale Houses Well Represented.

The weather man was most kind to the Toronto Retail Grocers' Association last Wednesday, when the great event of the trade was held. A more perfect day could not have been desired—clear, not too hot, and no threatening clouds during any part. The excursion to Niagara Falls and Buffalo was a great success. The crowd was large and representative of the trade, and many of the old guard who had been among the first to encourage the annual outing turned out with the younger and moving

the occasion with classical and popular music. To say Glionna's band means that the music was of the best. The gay costumes of the uniformed members of the society added color to the scene.

#### Incidents of the Trip.

During the sail over to Queenston, several enterprising firms took advantage of their opportunities to treat their customers to some of the good things they sell. There was that new drink, Orangeade, for which free tickets



A Group of Toronto Grocers and Travelers at the Stern of the Cayuga.

spirits of the association. It was the twenty-third annual outing and several holidayers remarked to The Grocer that they had missed only two trips in all these years. This was complimentary to the committees having the excursions in charge. This year's committee had worked like the proverbial beaver and the result was one of the best outings ever offered to the grocers of Toronto and their friends.

#### A Delightful Sail.

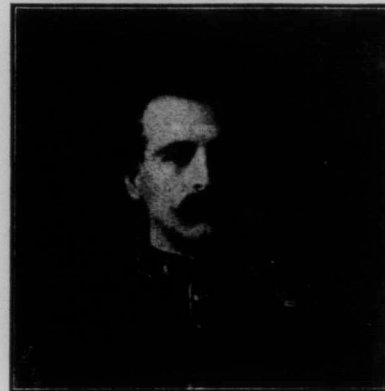
When the steamer Cayuga left the dock at 7.30 she carried over 2,000 excursionists, the majority of them starting under grocers' colors, although two smaller, one a church society and the other the Umberto Primo Italian Society, also had a few friends and supporters on deck. It was to the latter society that a goodly share of the pleasant sail across the lake was due, the splendid band of Glionna enlivening

had been distributed to everyone on board, and it was a most delicious treat and popularized itself immensely. Dalton Bros. had a guessing contest of the lemonade in a large glass jar. Also Pure Gold had a similar contest on extract, and P. McIntosh & Co. on the number of excursionists on board. MacLaren's Imperial Cheese Co. had 'em all guessing on the contents of a jar of beans. Lipton's tea-leaf pins were in evidence pretty generally. Some handsome souvenir badges and buttons were also a feature, notably those of the patriotic Davidson & Hay Union Jack and the complimentary badge of The Canadian Grocer. Both of these were much sought after and appreciated as souvenirs. E. W. Gillett Co., Ltd., distributed to everyone a set of handsome trick playing cards.

#### Distributing the Excursionists.

On arrival of the steamer at Queenston, special cars were waiting to carry

the excursionists to Buffalo, a large number taking in the beauties of the lake port. The majority, however, seemed to be headed for Niagara Falls Park. All of them were safely landed at their destination in good time and order. Many of the Toronto grocers mingled



C. F. THORNE.

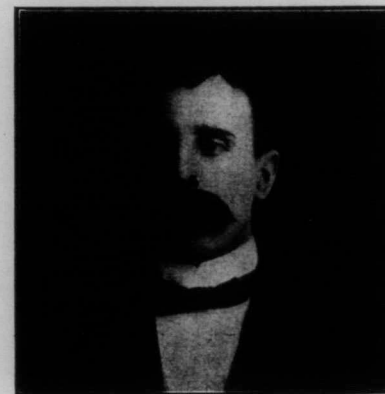
President Toronto Retail Grocers' Association.

with their Hamilton friends, who also had their annual picnic at Victoria Park Niagara Falls, some 8,000 having taken advantage of this great day and event.

The Grocer's two representatives were kept more than busy looking after this largest of all Canadian grocery picnics. It is estimated that with the visitors from Hamilton, Brantford, London and Toronto nearly 9,000 grocers and their friends congregated at the Falls.

The excursionists from Toronto whose number had been very materially swelled by the arrivals on the 9. 11 and 2 o'clock boats, all expressed themselves as having had a most enjoyable outing and everyone returned home safe and without accident.

Taking the day all through, this year's outing made many friends, and if the same energy is shown next year's excursion should be a record breaker. Why not make it so by having a grand



THOS. CLARKE.

Vice-President Toronto Grocers' Association.

united picnic of the grocers of Ontario, London, Brantford, Hamilton, Guelph, Berlin, Galt, Stratford and Toronto? That would be something like an outing. Get busy!

**Picked Up on Deck.**

The city travelers turned out well. Owing to the big crowd, The Grocer couldn't get around among them all. He, however, noticed the following:

T. S. Grant and J. S. Montgomery, Eby, Blains; R. Muat, H. J. Heinz Co.; E. F. Nettleton, Dalton Bros.; J. Ernest Clarke, Thos. J. Lipton; J. Howitt, P. McIntosh & Co.; Flem. Hayes, Perkins, Ince & Co.; Fred Mason, and Herb. Gosby, Warren Bros. & Co.; V. Bremner, S. Qua, R. B. Blackburn and Mr. Robinson, of Davidson-Hay; E. F. Trimble, Fonner's Orangeade; W. Spittal, Frank Crowley and Frank McCabe, of Pure Gold Mfg. Co.; A. Manning, Todhunter, Mitchell J. Anderson, T. Kinnear & Co.; G. L. Scott and A. G. Hill, H. P. Eckardt & Co.; J. Litster, Pure Gold Mfg. Co.; D. L. McMillan, F. F. Dalley Co.; John F. MacLaren and A. G. Webb, Ogilvie Milling Co.; R. L. Williamson, Swan Bros.; Mr. Sharpe, McColl Bros.; S. S. Searle, Douglas & Ratcliff; J. Medland, Medland Bros.; J. Wright and H. Wil-

Ginger Ale Wilson seemed to be known by most of the grocers present.

John Butcher and his friend enjoyed the breezes on the upper deck, also the fine Havanas passed around by Secretary Bell.

Everybody seemed to know Jack Wright, of the MacLaren Imperial Cheese Co. He and his running mate, Harry Wilmott, were busy.

H. G. Macdonald, grocer, Soraura Ave., makes a striking figure. See cut of group taken on boat.

Harry Trent, of Fleischmann's, and Ald. Tom Bredin, of the Bredin Bread Bakery, were inseparable. The one couldn't raise anything without the other, see!

Milton Cork, of College St., took a day off and thoroughly enjoyed himself. He wasn't even impatient at the delay in starting the cars at Queenston.

Theo. Loblaw, though not in business now, couldn't keep away from the old associates.

"Put me off at Buffalo" was changed into "Put me 'on' at Buffalo." Everybody got on.

Funny, but The Grocer representative lost one whole carload of the Buffalo excursionists. Did they stay over at Tonawanda, we "wanda?"

President Thorne, Treasurer McLean, and Secretary Bell, as well as the entire committee, must have felt flattered at the splendid turnout.

Bailey Snow wasn't as chilly as his name would imply. He was kept warm looking after his share of the work.

Flem. Hayes found a traveler's quotation book. The loser can recover same by applying for it at Perkins, Ince & Co.'s.

**THE DRUMMERS' SNACK.**

**Annual Outing at Alton Will Be Held July 31 and August 1.**

That glorious and unique function, the annual Drummers' Snack, is announced this year for Friday and Saturday, July 31 and August 1, and preparations are being made to make it bigger, funnier and more unique than ever. It will be held at Alton, of course, and the programme, at present on the press, promises some excellent features. A new name, quite characteristic, too, "Camp Kilcare," has also been given the resort at Alton.

The concert on Friday evening will, as usual, be one of the big features, and for this even a bigger bill of attractions than ever has been arranged, including some of Toronto's very best lady and gentlemen entertainers. The Hamilton boys, too, will be on hand with something new and stirring.

On Saturday at 9.30 the club's annual meeting will be held, and at 1.30 the great annual parade will be held to Alton's new park. The programme of sports will include a funny baseball match between teams captained by John Charles and "Mike" Malone, a Baby Show, a tug-o'-war, and a host of races, introducing new and old features.

The C.P.R. is offering single fare from Thursday to Monday, and promise of good weather is all that is needed to assure a big success.

**THE CARE OF THE REFRIGERATOR**

The following points on the care of refrigerators, while intended for the information of the customer, are nevertheless useful for the dealers and his clerks in advising the customer on the use of this hot weather necessity. The return of mild weather makes the care of the refrigerator a matter of serious importance.

A fact that is not often recognized even by careful housekeepers is that the refrigerator should never be in a damp and airless place. Dampness will warp the wood, and by so doing make the tight closing of the doors impossible. This will admit the warm exterior air, melt the ice and defeat the purpose for which the refrigerator was built. Proper ventilation is an absolute necessity.

Another point to remember is that the doors should be opened as rarely as possible and shut tightly as soon as possible. Try to take out or put in all you have to at the same time, then bolt the door, even if you are "coming back in a minute."

By trying this experiment you will soon see how much colder your refrigerator keeps.

Do not economize by putting in an insufficient quantity of ice. This is a mistake. If you keep the ice-box packed, or at least well filled, you will have the benefit of the maximum cooling capacity of your refrigerator; otherwise the temperature within will never be very low and things will not keep as well.

A small refrigerator, well stacked with ice, is more useful than a larger one only half full.

Except in certain cases where it can not be helped, make it a rule never to put food directly on the ice.

If the vent of the ice box communicates with the drain it should be seen to that a good plumber makes the connection in a sanitary way, otherwise the sewer gas from the drain may prove dangerous.

When a pan is used for the water from the refrigerator, it should be so large that it can not overflow before the time comes for emptying it.

Empty the whole box, ice and all, from time to time, and give the refrigerator a good scrubbing. Some people object to this plan as it takes some time afterward for the box to get cold again. But it makes for absolute cleanliness in the refrigerator.

**WILL CONTINUE BUSINESS.**

In an item regarding the dissolution of W. B. Stringer & Co., Toronto, which appeared in The Grocer last week, the statement was made that Mr. Stringer would carry on the business, and that Mr. McCabe would occupy himself with other interests. The writer was misinformed. A circular sent among the trade at the end of the week, noting the dissolution, states that Mr. McCabe will continue in the same fruit brokerage business at 32 Church Street. The Grocer regrets that the incorrect statement was made.



DAVID BELL.

The Active Secretary of the Toronto Association.

mott, MacLaren Imperial Cheese Co.; E. Raymond, Lever Bros., Ltd.; J. M. Thom, E. W. Gillett Co., Ltd.; Ed. Hawes, Ed. Hawes Co.; J. Hutchinson, John Taylor & Co.

How some of the fruit men and grocers do love a game of euchre. Ask Charley Kimpton, Dave Ratcliffe, also J. Hutchinson and D. Bell.

Frank Johnston's splendid figure and voice were the envy of all. He knows how to keep things moving.

It was a bright and happy crowd and the badges and decorations added the proper holiday effect. Everybody was decorated except Flem. Hayes and Bob Stewart. Since Flem. stopped playing lacrosse he wears no ribbons.

No wonder "Orangeade" is selling. It's got to with such a boomer as Sam Qua.

Dave Clark's (of Avenue Road) was a pleasant face to see among the boys. Dave is one of the old guard and a past president of the Retail Grocers' Association.

**THE CANADIAN GROCER**

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**JOHN BAYNE MACLEAN** - **President**

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**CAN THE RAILWAYS HANDLE THE CROP?**

There is now no reasonable doubt that within a few weeks' time the farmers of the Canadian West will harvest the biggest and most profitable crop in the history of the country. This is a cause of congratulation, but it is one thing to harvest safely a bumper crop and another thing to market it quickly. After the disappointing crop of last year and the months during which the lack of money has been keenly felt there is no doubt that as soon as threshing operations can be commenced the grain will be rushed to the elevators. On every line of railway and at every station in the three western provinces the cry will be for cars and then for still more cars. The railways have at the present time some 3,000 idle cars in the west, but these and many more will be required to handle quickly the big grain crop that will be ready in a few weeks' time. It is the duty of governments and boards of trade to interest themselves to see that every possible preparation is made by the railways to handle the big rush of traffic so soon to commence.

That the railways are alive to the needs of the situation there is good reason to believe but a lively interest manifested by governments and boards of trade will do no harm. It is a matter of vital importance that there shall be no grain blockade this year and

every possible precaution should be taken to prevent any such disastrous contingency.

The big crop this year will require the best facilities in order that it may be handled quickly. Moreover, it will be the means of attracting many new settlers and from year to year the transportation problem will become of more and more importance. It is the big question for Canadian statesmen to solve.

**THE FLY NUISANCE.**

Flies are more than a nuisance; they are a pest. And with modern science charging them with scattering fever and other pestilences broadcast, is it any wonder that the prospective buyer of food articles shrinks instinctively from a store filled with flies?

Absolute cleanliness is one of the best safeguards. Incipient stages of decay in fruit or vegetables always augment the trouble. Get rid of all stock past its prime, even though it must be almost given away. In warm weather it deteriorates every time.

Insist on having the streets kept clean. Town authorities should be urged to enforce this in fly season if at no other time. Flies breed largely in waste animal products. A country resident who noted with wonder the increased number of flies in her home traced the trouble to the fact that a meadow across the road from the residence had been converted that season into a horse pasture. With this fact in mind, it will be seen that the question is not so much one of neatness as a sanitary necessity.

Of course, all doors must be kept well screened, and the springs are sure to be stiff. But even then, with so many customers passing in and out during the day, some of them not at all particular about how many flies they let in, enough of the unwelcome visitors are sure to invade the premises. You keep the cheese under screen, yet they flock unpleasantly near. Everything edible must be kept under cover or the public will object. The less you adhere to this rule the more will the flies persist in finding it an agreeable place.

**THE SITUATION IN THE WEST.**

The Western Viewpoint by our special correspondent.

Winnipeg, July 18.—A week of fine weather with one day of much-needed rain has advanced the crop to a simply surprising extent. During the week, the second vice-president of the Canadian

Pacific Railway, together with the heads of the big milling companies and the editors-in-chief of Winnipeg's daily papers have made a tour of 1,726 miles, and the report indicates a crop of over 120 million bushels of wheat. It is at least a month yet to general harvest, and many things may happen in that time, but up to the present hour the conditions under which the crop is growing have been the very best that could be asked for. The growth has been strong and the heads are well formed, long, and in full bloom. Having carefully rapped on wood your correspondent feels like saying that a good crop is now practically assured.

Exhibition week is generally considered an excellent barometer for trade conditions in the country and though the fact of the fair at Brandon being held on the same dates as the Winnipeg exhibition had an effect on the attendance from country points, there was a very general round-up of country merchants in the city, and there is but one opinion and that is that the outlook is excellent for fall trade.

The demand for real estate, while it is not active, is healthier than it was three months ago and there is a steady if not a very large stream of British capital seeking investment in the Canadian west. One of the events of the week was the formation of an association of real estate dealers throughout the west. If this association materializes along the lines on which it has been organized, there is no doubt that it will not only help to sell real estate, but it will be a very wholesome check on the boom element which has done mischief in the past. The men at the head of the organization are experienced and reliable, and excellent results are looked for.

It is too early yet to give a definite expression of opinion as to the Grain Act, but there is no doubt that a large number of farmers will be seriously disappointed at the Government not assuming control of the terminal elevators. Just at present, however, the majority of farmers are too busy preparing to harvest their crop to give much attention to Grain Acts or any other acts, for that matter.

**TRADE NOTES.**

W. J. Nelson, Lethbridge, Alta., is succeeded in the grocery business by G. Bradbeer & Co.

The Sugarman-Sobey Co., general merchants, Stony Plains, Alta., have sold their business.

Leandre Brault, secretary-treasurer Hudon, Hebert & Co., Montreal, will leave shortly on an extended vacation to Europe.

# Grocery News From Coast to Coast

## Quebec and Eastern Province Notes.

**Large Lobster Shipments From Halifax —Prince Edward Island Firm Adopts Cash System—Montreal Discusses Importance of Good Delivery Outfits.**

### HALIFAX.

With a record shipment of lobsters, the Furness liner Rappahannock sailed for London and Havre this week. The cargo included 21,000 cases and the value of the shipment is roughly estimated at \$420,000. This is the second large shipment from Halifax this year, one going forward a short time ago almost as large. So far this season case lobsters valued at almost one million dollars have been exported from Halifax. These shipments will give some idea of the value of the lobster industry in Nova Scotia, as all these fish were caught and packed in this province.

During the past week four large cargoes of molasses have arrived at this port from Barbadoes. Among the largest was that of the schooner Zeta, which landed 573 puncheons, 98 hogsheads and 83 barrels.

Reports from the fruit division of the Department of Agriculture, say district No. 6 (the Annapolis Valley) has every prospect of a large crop of fall and winter apples, but the quality is likely to suffer from the depredations of insects and fungus pests. The insect more particularly referred to is the canker worm. Many orchards up and down the valley are badly defoliated by its ravages. The brown tail moth is said to be invading Yarmouth County. They are supposed to be blown from the shores of New England. It looks as though the fruit growers all over Nova Scotia, will in the near future have to reckon with this pest in earnest. Gravensteins and Kings (apples) are said to be doing particularly well this season. Greenings have nearly a full crop; Ribstons, Blenheims, Spies and Baldwins, a medium crop.

The strawberry season is about over. The average daily receipts during the week were about fifty crates, and the wholesale price advanced to twelve cents per box. Raspberries, blueberries, gooseberries and cherries are now coming on the market. The first new potatoes of the season were offered for sale here this week. They are very small as yet. Carrots, beets, peas and beans, all native grown, are now offered for sale.

Nova Scotia eggs were very scarce this week, all the stock on the market being bought up and the receipts were light. They are quoted at nineteen cents. P. E. I. eggs are in good supply at from 16 to 18 cents, but they are in light demand.

The immense growth of the retail trade of Wentzell's Limited, has made it necessary to make some changes in their building, which is now nearing completion. The entire Barrington St. floor will be devoted to the retail grocery and tobacco business and when completed will be one of the largest and

most bountifully stocked grocery stores in the province.

J. Fred Miles and family, of Yarmouth, have removed to Sydney. Mr. Miles has purchased a grocery business in the Iron City. Wm. Caldwell will be his successor as manager of Yerxa's Grocery in Yarmouth.

During the past week 17,000 bags of sugar, landed at this port from the West Indies, were forwarded by rail to Montreal.

### ST. JOHN.

July 18.—There has been little change in grocery markets during the past week. Oatmeal has declined 50 cents a barrel, but otherwise there has been no change in values. The merchants are looking every day for a drop in flour. At the present time there is a difference between the price of Manitoba's and Ontario's of \$1.40, which is very unusual. For the most part, the dealers here have very light stocks of flour.

James McGrath, of the firm of Kane & McGrath, wholesale meat dealers and proprietors of a big cold storage plant here, arrived home last week after an absence of two months in the west, where he has been purchasing large consignments of live cattle for shipment to the local market. Mr. McGrath is greatly pleased with purchases he has made and shipments already received have been advantageously disposed of. Arrangements were made for large orders to be sent forward each week.

The "glad hand" is being extended to William J. Magee, the Charlotte Street grocer and meat dealer, in consequence of his having taken unto himself a bride. He was married on July 15 to Miss Margaret Winslow, of this city.

### GEORGETOWN, P. E. I.

July 18.—W. W. Jenkins, Son & Co. are having their store on Kent Street thoroughly renovated and fixed up in fine style. Two large plate glass windows make a very effective front.

A Maclean & Co. have adopted the cash system. The opening paragraph of their announcement reads as follows: "After careful consideration of the possible results, we have decided to conduct our business on a strictly cash basis. On and after July 2 there will be absolutely no exception to this rule." They claim that this is the very best time of the year to launch the system, as most people have money. Asked if they have had any trouble in collections, they say that so far customers are paying up old accounts very well. They report business much better than expected.

Jobbers report business fair. The tendency is toward careful buying. As a matter of fact, the recent financial tightness has been a blessing to most retailers, and has resulted in more careful buying, and, as a consequence, more profit.

Rain, rain, rain, is the cry on all sides. It is now about a month since any has fallen in the eastern section of the Province, and the crops can hardly stand it much longer. The splendid start everything had this spring saves the situation.

There is little change to report in the grocery situation this week. Strawberries which dropped as low as five cents per box are going up again. As a result of the continued drought the bulk of the crop was on the market a short time.

A Maclean & Co. have installed a soda water fountain in their store, and report a record number of sales. Most all grocery stores may operate one to splendid advantage, and it is a wonder more don't get after the profits to be derived from this department.

As a result of a recent visit of the "Surprise Soap" representative, a large number of their yellow caps adorn the heads of the street arabs.

It is reported on good authority that the firm of J. C. Manuel is going out of business. J. C.'s large lobster interests demand more of his time.

Owing largely to the scarcity of fresh meats the demand for canned fish and meats is much greater than it has been for years.

### MONTREAL.

July 20.—At this season of the year grocers expect a certain amount of lethargy in trade, but this year business has kept up to a wonderful degree, and it seems on investigating the cause that this is due to the fact that many people are not going to the country, owing to the Tercentenary in Quebec. In view of this, considerable dullness is expected during the week, and for sometime to come, as many of these people will go to the country afterwards. The demand from boarding houses, cafes and other public places is not as good as some time ago, as continued high prices have caused this class to economize a good deal, and even with this precaution some of them are going to the wall. However, this condition it is expected will ease off a bit owing to the fairly general rains which have fallen. Foreign food products are arriving in good supply, which in a measure will help matters.

In conversation with a jobber he stated "that trade was good, but not very remunerative." When questioned about the meaning of this statement he said



that sugar was about the only thing going out of his establishment, and that the trade in this line was very wholesome indeed.

G. Graham, corner Drummond and St. Catherine Streets, has returned from a two weeks' outing at Bic. Mr. Graham looks well after his holiday.

Considerable animation and enthusiasm was displayed by a local grocer when questioned regarding his turnout. This appears to be his special field of endeavor, and it must be said that he has gotten results from his efforts as he possesses one of the neatest turnouts in the city. "I believe," stated this gentleman, "that a man's rig does a whole lot in attracting trade." Continuing, he

said he thought people are predisposed favorably or otherwise in a large measure by the outfit which delivers their goods, meaning by this the driver as well as the horse and wagon. This man may lay too much stress on this adjunct to a business, but his words contain a large degree of truth. In discussing this point with other successful grocers the same opinion was expressed.

Capt. A. V. Boucher, vice-president of the Castle Blend Tea Co., is in Quebec with his regiment during the Tercentenary festivities.

One large retail grocery firm in the city has shipped \$8,000 worth of goods to Quebec, which speaks well for their enterprise.

couver. Mr. Lake is an expert photographer, and will conduct a studio also.

Mr. Worsnop, of Grimsby, Ontario, has arrived to take the foremanship of the fruit cannery of the Southern Okanagan Canning Co., at Penticton.

**BRANDON.**

July 17.—The Brandon fair has been an unqualified success. In the number and quality of the exhibits we eclipsed all former years, while the attendance was quite equal to, if not beyond, all precedent. Looking at these fairs from the grocer's point of view, we might ask if they are a success. Primarily it is an agricultural exhibition, and agriculture in Manitoba is our basic wealth and indirectly these fairs, by encouraging crop raising and stock breeding, do us all good. Directly we benefit by it and it is only right that we should, as we put a lot of money into this in the shape of prizes. The population of our city during this week is doubled, and this means that more than double the usual quantity of food products is consumed. Our hotelmen buy larger than at any other time of the year.

Our merchants do not get all out of the fair that they might. People come here from all parts of these three provinces and if our grocers were to advertise well and wisely at fair times I feel sure they would get a lot of business that usually goes to the mail order houses in the metropolis. We are certainly losing advertising opportunities.

Speaking of donations, your correspondent noted that, as in other years, local merchants offered valuable prizes for quality in dairy butter. Farmers here need to be encouraged along this line. Though this is an agricultural district, yet the butter question often reaches the acute stage in the grocer's experience. On account of the scarcity of help and the unwillingness of what help there is to engage in Sunday labor the quantity of butter does not keep pace with the growth of population, and so a famine in this commodity faces the grocer once in a while. Just now, however, supplies are plentiful and there does not seem much reason for any grocer stopping a farmer's wagon and offering 17c cash for butter and then selling it for 18c.

I noticed at the fair that the first prize last year and the second this year for appearance and style in delivery rigs and horses class went to Smith & Burton, wholesale grocers, of this city.

The half holiday on the 9th was observed loyally by all the grocers. The drygoodsmen who had announced that they wouldn't begin to close until the 16th, fell into line at the last moment when they saw the unity and unanimity of the grocers.

(Additional correspondence on Page 45)

**ENTERTAINED U.S. ASSOCIATION.**

The F. F. Dalley Co., of Hamilton entertained the members of the Leather Finders' Association of the United States at Niagara Falls on Friday, July 10. Some seventy-five guests were present, including representatives from every state in the union, and it is safe to say that these went away with a good idea of Canadian manufacturing firms.

**News From Western Canada**

**Alberta Butter Finding Opening on Vancouver Market—Brandon Grocers Interested in Recent Local Exhibition.**

**VANCOUVER.**

July 17.—Wholesalers report very good business, with a marked improvement over the early part of the season. One firm shipped four carloads of general groceries to the interior within the past few days, and large shipments of staple lines are also being sent north. These are for the camps, and it is likely that this will continue. Partly because of the demand for cured meats during the warm weather, the price has advanced a shade and has still an upward tendency. Although eggs and butter retail at 35c., there has been no reduction in the price of food staples, which might have been expected by some as an attendant result of the general depression which has marked business during months past.

W. H. Barker, president and general manager of the B. C. Packers' Association, has returned from a trip as far north as the Skeena River. He reports that the pack of sockeyes, as a whole, does not equal that of last year at the same time. At Rivers Inlet it is about one-third of that of last year, at Skeena about the same, and at Bella Coola sockeyes are about the same, while springs are thirty per cent. less.

The strawberry season is practically over, and this year the crop was a very profitable one. During the month of June for which particulars are available, the Victoria Fruit Growers' Association turned over from two to thirty thousand crates of berries, shipping as far east as Winnipeg, and with no report of soft berries sent back. In and around Nelson, the estimated yield is placed at \$25,000 for strawberries alone, while for small fruits generally, the amount will be twice that sum. For the lower mainland it is difficult to place an estimate until the season is over and returns are to hand, as so many growers are located in South Vancouver, Burnaby, Port Haney, Port Hammond, Mission and other districts. Altogether the year will be a profitable one, the yield being of good quality, the demand brisk and the prices good. An instance of the high grade of British Columbia fruit comes from Creston, in

the Kootenay. Berries from there brought \$6 a crate in Calgary, while those from Spokane, on the other side of the line, were selling at \$2.50. The difference was because of the care taken by the Canadian grower in putting up a fancy article. That is what pays, and what the retailer likes.

With the fruit districts of the province growing so rapidly, it is hardly fair to quote any particular section to show by figures the progress that is being made. Trees are being set out in all parts. In the boundary, especially where mining has always been supposed to be the chief asset, fruit growing is coming to the fore, and in Southeast Kootenay some of the best fruit lands of the province are to be found. In Creston, for example, there were 28,711 fruit trees, while this year there are 53,740 and next year there will be over 100,000.

Prof. Quail, entomologist for the California State University, has been operating at Chilliwack, in addition to Thos. Cunningham, provincial fruit pest inspector, in the effort to find something that will kill out the destructive hop flea beetle. It has been found that chemical fertilizers must be used freely, as exhausted fertility of the soil invites the attack of insect pests. Rotated crops would help.

A point for butter shippers may be found in the better success of the Alberta creamery butter on the coast market as compared with that from Eastern Canada. The former comes in boxes of prints, while the latter comes in bulk of 56-pound boxes, is thawed up, made up in blocks and again put into cold storage. The result is that the Eastern creamery is not of so good quality, because of the successive operations.

A traveler from the Okanagan states that crops are looking well there in the fruit line and that Peachland will have the heaviest crop of peaches ever known there.

G. A. Layton, of Penticton, has sold his grocery business to E. S. Lake, late of Australia, but more recently of Van-

QUEBEC MARKETS

POINTERS—

Sugar—Steady.  
Teas—Firmer.  
Beans—Hungarians selling.

Montreal, July 22, 1908.

**SUGAR**—The demand for sugar continues good, owing to the berry season, when so much is required for preserving and canning purposes. The refiners have good stocks and now the tendency seems to be for steadiness rather than for many fluctuations. Prices remain the same as last week.

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

**SYRUPS AND MOLASSES**—Molasses is in good demand. Most importations have been distributed, and the present demand is for small lots, but the total volume of business is decidedly good. Syrups are very much neglected, almost nothing doing at all in them, according to the jobbers. Prices the same.

Barbadoes, in puncheons	0 31	0 35
" " in barrels	0 33	0 35
" " in half-barrels	0 34	0 36
" " fancy	0 34	0 36
" " extra fancy	0 36	0 38
New Orleans	0 22	0 25
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 03	0 03
" " 1-bbls	0 03	0 03
" " 2-bbls	0 03	0 03
" " 25 lb pails	1 75	1 75
" " 25 lb rails	1 25	1 25
Cases, 2 lb tins, 3 doz per case	2 40	2 40
" " 5-lb. " 1 doz.	2 75	2 75
" " 10-lb. " 1 doz.	2 65	2 65
" " 20-lb. " 1 doz.	2 60	2 60

**MAPLE PRODUCTS**—Maple products present no new features, and the prices are the same as at our last quotations.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 07	0 08
Pure syrup, 8 lb. tin	0 60	0 65

**DRIED FRUITS**—Advices from Greece state that stocks of currants available are limited and are being gradually reduced. The new crop is reported as coming on favorably, and there is every prospect of a large yield this year. It is expected that the fig crop will be considerably less than last year, which latter, by the way, was an exceedingly large one. This fact does not necessarily indicate higher prices this year. Locally prices remain unchanged.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
" " cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 07	0 08
Amalias	0 05	0 06
" 1 lb. packages	0 07	0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" " 1-lb. cartons	0 14	0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" " pulled figs, in boxes, per lb.	0 15	0 20
" " stuffed figs, " " box	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.	0 04	0 05
Selected, per lb.	0 04	0 05
Layers, "	0 06	0 06
Dates—		
Hallowees, per lb.	0 04	0 05
Sairs, per lb.	0 03	0 04
Packages "	0 06	0 06
Malaga Raisins—		
London layers	2 40	2 40
" " Connoisseur Clusters	1 00	1 00
" " Royal Buckingham Clusters, 1/2-box	1 37	1 37
" " Excelsior Windsor Clusters, 1/2-box	5 50	5 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 08	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 32	0 32
Peaches, "	0 18	0 18
Pears, "	0 18	0 18
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " 40-50s	0 12	0 13
" " " " 50-60s	0 08	0 08
" " " " 60-70s	0 09	0 09
" " " " 70-90s	0 07	0 08
" " " " 90-100s	0 06	0 07

**TEA**—In Japan the shortage in second crop is extensive, as was the case with the first crop, and there is a noticeable advance in the price, but already the teas are almost all taken up, and third crop teas are now looked forward to. The demand for medium and low grades for home consumption, is very heavy this year, and also a considerable quantity is being taken up for Korean and Manchurian trade. These are the causes of the present high prices in Japan, and the outlook is that present prices will be firmly maintained, but if there is any change the probability is that it will be for an advance. Most other lines are neglected, except China Pingsueys, which have shown some activity. Ceylon gunpowders have been slightly more active. There is no change in prices since our last quotations.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 20
Pekoe	0 19	0 20
Pekoe Souchong	0 19	0 20
India—Pekoe Souchong	0 17	0 18
Ceylon greens—Young Hyson	0 19	0 20
Hyson	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 13	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

**COFFEE**—The coffee market is in a good condition, the demand being good, and it is said by dealers that consumption is on the increase. Prices remain the same, and it is unlikely that they will be disturbed for some time.

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

**RICE AND TAPIOCA**—The rice market continues steady with a fair demand. Tapioca is slow of sale, and prices for forward shipment are tending easier, but there has been absence of buying. Stocks on the spot are small, and as small supplies are coming forward prices rule steady. Jobbers report trade very dull, almost nothing doing. Prices remain the same as at last quotation.

B rice, in 10 bag lots	3 20	3 20
B rice, less than 10 bags	3 20	3 20
O rice, in 10 bag lots	3 00	3 00
O rice in less than 10 bag lots	3 10	3 10
Tapioca, medium pearl	0 95	0 95

**SPICES**—There is only a fair trade passing, and prices remain the same.

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

**BEANS**—The shortage and high price of Canadian beans has brought about the introduction to the Canadian market of beans from India, which come to Canada via England. The "Hindoos," as they are called, are being quoted at a price below the Canadian product. The Hungarian product is being quoted at a price slightly below the native product. The advent of the "Hindoo" product is certainly a triumph of British marine enterprise, and is an evidence of the fact that the world may depend on remote countries for supplies, with safety. Local prices range between \$2.10 and \$2.15. The demand is good.

Choice prime beans	2 10	2 15
Evaporated apples	0 07	0 07

CANNED GOODS

**MONTREAL**—The demand for vegetables continues good owing to the scarcity of fresh vegetables and their high price. Fruits are also in good demand. Fish is neglected; also meats. There has been no price fixed yet for new canned salmon, but during the past few days some large orders have been placed with price open.

**TORONTO**—Fruits and vegetables, 1907 pack, are passing off fairly well and it looks as if stocks would be pretty well cleaned up before the new goods come in in any quantity. The new prices for 1908 goods on peas, spinach, asparagus, strawberries and rhubarb came into effect on Monday and some little business is being done.

NEW PRICES—1908 PACK. VEGETABLES.

	Per doz Group 1	Per doz Group 2
2's, sliced, br., "Simcoe"	.95	
Beets—		
2's, sliced, b.r., Simcoe	.95	
2's, whole, b.r., "Simcoe"	.95	
2's, whole, br., "Rosebud"	1.15	
3's, sliced, br., "Simcoe"	1.25	
3's, whole, br., "Simcoe"	1.25	
3's, whole, br., "Rosebud"	1.40	
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto	1.40	1.35
2's, Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	4.50	
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85

THE CANADIAN GROCER

2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's, No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.10	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.  
Canned Goods—Moving well.  
Dried Fruits—Slightly Easier.  
Collections—Fair.

Toronto, July 16, 1908.

Business has been somewhat quieter this week with some houses on account of the absence of the travelers on their holidays. The houses not affected, however, report a good general business with the situation improving to some slight extent. Collections continue about on the same basis, with some few renewals being made. The outlook, however, seems encouraging.

**SUGAR**—The feature of the week locally has been the extension of the district within which the new brands, Beaver and Imperial, may be sold, this now extending to all Ontario. Grocers are buying quite heavily of these as well as of the standard brands. Some of the jobbers are feeling rather strongly because only 20 per cent. of orders in these brands can be secured, and the matter seems likely to stir up some feeling in the trade.

The situation in general is summarized by Willett & Gray, as follows:

"The week under review has been quiet with the tone and tendency in favor of buyers and the close showing 1-32c to 1-16c decline. The market must be classed as extremely sensitive and liable to some surprises under certain conditions. Refiners have fortified their position by buying and controlling sufficient stock for their requirements for 60 days under a normal state of the refined demand. An abnormal demand for refined at any time would change present tone and tendency, with much vigor for the time being. Just a simple equalization of supply to normal demand without any provision thus far made for an increased demand or for carrying stock is not altogether a safe position and leaves open a chance for a quick recovery from whatever further decline may come in absence of immediate buying. For there are no indications of any improvement in raws and a desire to sell is more evident in some quarters than last week, making a very sensitive

market within narrow limits. As said last week some 150,000 tons raw sugar should be bought during the next 60 days to provide for a workable stock at the end of that period. If purchased gradually it may not cause any stimulus to the market, but if delayed until urgent needs are met a quick response must be expected. As regards the prospects of a decidedly better demand for refined, there are several reasons for expecting it given in our remarks on refined. At the close sugars from various countries are on offer at or about current quotations with now and then a sale likely at market value, but with a looking for small concessions by buyers generally."

Paris Lump, in 25-lb. boxes	6 15
Paris lumps, in 25-lb. boxes	5 95
Paris lumps, in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
St. Lawrence Beaver	4 75
Redpath's granulated	5 00
Redpath's Imperial	4 75
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUPS AND MOLASSES** — Business is dull with no change in prices.

**TEAS**—Local business is comparatively quiet at fairly steady prices. The general situation is summed up in Thompson Bros.' weekly circular as follows: "The market, aided by a fair number of export orders, has been fairly active at the opening sales of the new Indian crop and prices for teas of satisfactory character have on the whole been up to expectation; this should strengthen the position for better invoices which are expected from Assam and Darjeeling. Notwithstanding there is a fair trade passing, the price for common kinds continues to dwindle, and 6d may be quoted for common leaf; but this may be partly accounted for by the holiday feeling of the trade, who are unwilling to stock beyond their weekly requirements."

**COFFEE**—Business locally continues fairly good at steady prices. The situation abroad is rather stronger, with interest centering on the working out of the Brazilian Government's valorization scheme in the face of the new crop. The situation promises to furnish some interesting developments shortly.

**DRIED FRUITS**—Business is not at all active. Some houses are easing off a little in quotations on bag figs and seeded raisins.

Prunes, Santa Clara	Per lb	Per 1	
100-120s	0 06	30-0,25's, 50-lb. boxes	0 07½
30-100s, 50-lb boxes	0 06	70-8c	0 08
30-90s	0 07½	60-7s, 50-lb boxes	0 07½
		4-50	0 09

Note—25 lb. boxes ¼c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½ Citron	0 21 0 22	
Orange	0 11 0 12		
Peaches		0 18 0 20	
Figs—			
Elomes, per lb.	0 08 0 15		
Tapnets	0 03½ 0 04		
Bag Figs	0 04 0 04½		
Currants—			
Fine Filletras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ¼c. less.			
Raisins—			
Sultans	0 09½ 0 13		
Fancy	0 11 0 12½		
Extra fancy	0 14 0 15		
Valencias, new	0 05 0 06½		
Seeded, 1-lb packets, fancy	0 10 0 10½		
15 oz. packets, choice	0 09½		
12 oz.	0 08		
Dates—			
Hallowees	0 05½ 0 05½	Pards choicest	0 08 0 09
Sairs	0 04½	choice	0 08½

**SPICES**—Business is fair with no new features.

Peppers, in p re.	0 16 0 20
white, pure	0 25 0 30
whole, black	0 14
whole, white	0 28
Ginger	0 18 0 5
Cinnamon	0 25 0 40
Nutmeg	0 45 0 10
Olives, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 17 0 20
whole	0 19
Mace ground	0 40 0 50
Mixed pickling spices, whole	15 0 30
Cassia, whole	0 30 0 25

**COCOA AND CHOCOLATE**—An advice from Walter Baker & Co. this week notes reductions in several lines of their chocolate and cocoa. The matter was too late to insert in the regular department of proprietary article quotations and the details are given herewith: Premium No. 1 chocolate, ¼ and ½-lb. cakes, reduced from 40c to 38c; Breakfast cocoa, 1-5, 1-4 1 and 5-lb. tins, reduced from 43c to 41c; German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes reduced from 30c to 28c; cracked cocoa ½-lb. plug, 6-lb. bags, reduced from 38c to 34c. All above quotations are f.o.b Montreal.

**RICE AND TAPIOCA**—Business is only passable at steady prices.

B rice, 5 bag lots, delivered	0 3½	0 3
Bangoon	0 03½	0 03½
Patna	0 05½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 01½	0 06½
Seed tapioca	0 05½	0 06
Tapioca, medium pearl	0 05½	0 06

**BEANS**—A considerable quantity of Hungarian beans has been brought in during the week and these have had an easing effect on the continued strong market. These can be quoted at \$1.85, and at that are substantially below the Ontario variety. Prices of the home-grown beans are still holding up pretty well.

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

**HIDES AND WOOL**—The situation is not materially changed at prices quoted below:

No. 1 inspected steers, 60 lbs up	0 69
No. 2 "	0 18
No. 1 " cows	0 08½
No. 2 " "	0 07½
Country hides	0 07 0 07½
City Calf skins	0 12
Country Calf skins	0 10 0 12
Sheep skins	0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 05 0 06
Horse hair, per lb.	0 27
Wool, unwashed	0 07 0 08
washed	0 13 0 14
Rejects	0 10

ADVANCE IN TAPIOCA.

The Grocer is in receipt of late information regarding an important change in the primary market for tapioca. The advice states: There has been quite a turn for the better in primary markets, latest cables from Singapore quoting a very important advance amounting to nearly ¼c. a pound. The cause of the advance is not stated, but it is supposed that it is owing to short supplies. Cables advise that prices are likely to still further advance." This applies of course on goods for September shipment, which will reach Canada some time in December.

M. J. Bailey, grocer, Waterloo, Ont., has assigned.

**ORGANIZING CO-OPERATIVE ASSOCIATION.**

**Company Being Formed in Toronto to Carry on Various Branches of Business.**

"The Dominion Co-Operative Association" is being incorporated and organized in Toronto to establish and operate co-operative wholesale and retail stores in that city and suburbs and all over Canada if the undertaking is successful. The scheme is being floated by the British-Canadian Securities Co. a company-promotion concern, of which Hiram Kiteley and Hugh Macdonald are joint managers, and it is proposed to obtain a charter from the Ontario Government.

The main office, supply depot and storehouse will be located in Toronto and the stock will be purchased in the leading British and European markets. Factories and workshops, too, are among the aims of the association. The capital aimed at is \$1,000,000, divided into 200,000 shares of \$5 each. There is to be no price-cutting and business will be transacted on a cash basis. The profits will be divided as follows: 50 per cent. as bonus to members, 20 per cent. as dividend on capital stock, and the remaining 30 per cent. to create a fund for the extension of the business. Every variety of merchandise will be handled, and even real estate.

A meeting of interested parties was held on July 16, at which the following provisional directors were elected.

Alex. Fraser, Provincial Archivist, Toronto; H. Macdonald and H. Kiteley, of Kiteley & Macdonald, financial agents, Toronto and London, Eng.; Wm. H. Holtby, of Holtby Bros., contractors, Toronto; Charles E. Anderson, of the C. G. Anderson Lumber Co., Toronto; Wm. Laing Malcolmson, capitalist, London Eng.; Albert Chamberlain, contractor, Toronto (President British Welcome League); Robert J. Goudy, vice-president and general manager Canadian Weber Gas Engine Co., Limited, Toronto. H. Macdonald was appointed secretary of the association and A. H. Cooper secretary of the committee, which will meet weekly to arrange for organization purposes.

**TRAVELERS' WEEK-END OUTING.**

**H. P. Eckardt's Representatives Visit St. Clair and Detroit.**

The travelers of H. P. Eckardt & Co., Toronto, enjoyed a most pleasant outing from Friday to Monday last week. Under the direction of S. H. P. Mackenzie they traveled up to Port Huron on Friday and ran down to St. Clair, Mich., on Saturday morning.

The object of the visit here was to visit the works of the Diamond Crystal Salt Co., for which firm Eckardt & Co. are the Canadian distributors. The party was given a most hearty reception by the officials of the company, and were looked after particularly by R. R.

Moore, vice-president. The trip through the factory was most instructive and entertaining, and the travelers gathered in a good many talking points on "the salt that is all salt."

After the trip through the factory the company tendered a luncheon at the hotel Oakland, where a couple of jolly hours were spent.

The party left St. Clair on Saturday and ran down to Detroit, where Sunday was spent at the Hotel Cadillae. They returned on Monday. The gentlemen who took in the trip were: A. J. Chalue, J. W. Charles, J. J. Jamieson, H. G. Elliott, St. Geo. Preece, T. Waters, W. J. McFarlane, A. McFarland, A. G. Hill, W. E. Sutton, G. L. Scott, U. Stephens, S. H. P. Mackenzie.

**WHERE THE TRAVELERS WENT.**

**Toronto Grocery Drummers Off on Holidays This Week.**

A good many of the grocery travelers for the Toronto wholesale houses are enjoying their holidays this week at different points. Most of them in Canada. While the Grocer has not been able to get the whereabouts of all of these, quite a list has been picked up as follows:

Eby, Blain Co.—T. S. Grant, at Quebec, his old home; J. N. Notter, Quebec; J. Taylor, Niagara; J. A. Milne, honeymoon at Big Bay Point; W. Brooke, Georgina Island; D. Casey, Quebec; F. J. Watson, Presque Isle Point; J. W. Borsbery, Muskoka; F. I. Hartley, Kawartha Lakes; L. E. Morden, Bowmanville; R. D. Robertson, Cobalt; W. P. Eby, Bowmanville; H. Hardy, Sparrow Lake.

John Sloan & Co.—H. Brett, Coldwater; C. S. Parsons, Mimico; J. Hayden, in the States; Geo. Sander-son and P. H. Brown, at Owen Sound; J. W. Stokes at Rochester.

T. Kinnear & Co.—R. Keyes, at Chesley and Bradley; E. G. Bingham, at Barrie; J. B. McRea, Galt; Harry Lawson, Stouffville and Jackson's Point.

Davidson & Hay—A. H. Pafford is at Sans Souci, Moon Lake, and Geo. Mofat is enjoying the easy days at home and around the canoe club.

Perkins, Ince Co.—Glen Caldwell is at Barrie, and J. R. Gowenlock at Point au Baril.

Salada Tea Co.—A. R. Marvin has just returned from a two weeks' outing. Malcolm McArthur and A. S. Gormaly are enjoying their holidays at present. A. R. Whittemore is filling in while the various travelers are holidaying.

**PERSONAL NOTES.**

Henri Jonas, Montreal, left for Europe July 22.

Michael Fitzgibbon, general merchant St. Ephrem D'Upton, Que., is dead.

C. A. McMillan, treasurer of Sugars and Cannery, Ltd., Montreal, was in Toronto on Wednesday and made a pleasant call at The Grocer office.

Geo. H. Campbell, manager Toronto branch Red Rose Tea, and Mrs. Campbell are spending a month at their summer home at Pleasant Point, Sturgeon Lake.

**DROUGHT EFFECT ON VEGETABLE MARKET.**

The continued dry weather has left its mark on everything that grows in the vegetable kingdom. The cheese and butter market is a good barometer of the varying moods of the weather man, but when the vegetable market gets cantankerous it means that the heat has been turned on for too long a time. Forest fires have been raging in certain parts of the Province of Quebec, which have reached a momentous degree. All of this is unfortunate, as it means a lack through the high prices which necessarily rule, of a vegetable diet in the summer time. Things were beginning to assume a serious aspect and then there was a generous downpour of rain which has lasted for a couple of days and nights. Reports which are coming in announce the return of crops to almost a normal condition, with the exception of those which have been entirely ruined. In any case it is thought that the season may be somewhat delayed, but the production on the average will be good. It is a source of congratulation that this hot period has not lessened the prospect of a good harvest in the west, which, after all, is Canada's great asset.

**TRADE NOTES.**

H. A. Powers, grocer, Picton, Ont., has assigned.

Herbert Derbyshire, grocer, Moose Jaw, has assigned.

Noel Cote, general merchant, St. Perpetue, Que., has assigned.

John McKay, Blackfalds, Alta., has sold his general store business.

M. A. Kelly, grocer, Vancouver, is succeeded by Fraser & Ofield.

Baribeau & Guillet, general merchants Domremy, Sask., have dissolved.

Thompson Bros. have sold their general store business at Warner, Alta.

The stock of T. Elliot, grocer, Montreat was damaged by fire last week.

L. Kohlruess, Southey, Sask., has sold his general business to M. Jampolsky & Co.

The general store of Harry Diamond, Winnipeg, was partially burned last week.

Mrs. M. E. Cole, Vancouver, is succeeded in the grocery business by James Thomson.

The Raymore Trading Co., general merchants, Raymore, Sask., has been incorporated.

Mihm & Dundas, general merchants, Francis, Sask., have sold their business to G. H. Clare.

**AGENTS WANTED.**

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

**SITUATION WANTED.**

EXPERIENCED GROCER wishes position as traveler. Toronto or vicinity preferred. Box CANADIAN GROCER.



## Correspondence from Ontario Towns

**London Retailers Discuss New Wholesale Terms—Brockville Grocers Discussing Saturday Night Closing—Combine of Housekeepers vs. Market Vendors in Chatham.**

### LONDON.

July 20.—Trade continues very fair throughout Western Ontario, this city being no exception to the rule. Travelers are now on their holidays a little earlier than usual, and for two weeks to come what business is done by wholesalers will be through wire and mail orders.

Canners have reduced the price of tomatoes 5c per dozen and they may go lower, as both wholesalers and retailers are pretty well stocked up.

Four local wholesale houses were represented at the last meeting of the Retail Grocers' Association, when the new rules as to cash and discounts came up for discussion. The wholesale men blamed the change on the eastern members of the Wholesale Grocers' Exchange, who claimed to have found the terms to work satisfactorily. Another reason given was that the new method of doing business simplified book-keeping by making all accounts net. The result would be that retailers would get their goods cheaper, but it would take time to regulate matters. E. J. Ryan suggested that the Wholesale Exchange reconsider the new terms and was promised that such might be done if the terms were found not to work satisfactorily. Nothing, however, could be done until the next meeting of the Exchange, which is ten months off.

The Retail Grocers' Association are going after hucksters who violate the market by-law, and will engage a detective if necessary.

The bankrupt grocery stock of Frank Smythe has been sold to Mr. Brodriek for 51 cents on the dollar.

Fruit is being bought up quicker this year than any season in the history of the local market. The supply has been large and the high prices have proven a sort of bonanza to growers. The explanation of the big demand is found in the fact that last year's small crop and consequent high prices resulted in less preserving being done than customarily. This season housekeepers, seeing nothing in the cellars but empty jars, have taken an early start, preparatory to laying away as much as possible this year. Strawberries and cherries have already had their day and raspberries now hold the boards. Why prices keep high in spite of the big crops is explained by the fact that Montreal is now taking much of the fruit that London should have. London's consumption of fruit has increased 50 per cent. during the last half-dozen years, while that of Montreal has grown 500 per cent. Much of the increased consumption is due to the popularity of fruit combinations with ice cream.

A retail merchants' association has been formed by the east-end business

men. Among the officers are President Thomas Shaw, of the Retail Grocers' Association, who has been chosen president and E. E. Linnell, one of the executive of the grocers' organization. The object of the promoters is to as far as possible boom the east-end and to prevent people living in that district going down town for what they want. It is the intention to hold a big picnic in Queen's Park on the 25th inst.

E. L. Liddicoatt has taken over and is selling off the bankrupt grocery stock of J. T. McLean, corner Dundas and Rectory Sts.

### BERLIN.

July 20.—J. Fiddler, who for many years was in the employ of Dunke & Co., grocers, recently opened up a store of his own on Courtland Avenue and is meeting with success.

There was a time when it was considered that to be successful a downtown grocery store in Berlin had to be located on King Street, or within a very limited stretch of that thoroughfare. By the number who tried to go against this argument and failed there seemed to be a great deal of truth in it, but this theory has been exploded by the successful business being conducted by Stuebing & Son, on Queen Street. Until about a year ago Mr. Stuebing, Sr., was located on King Street, when J. P. Bender, in order to get the stand for a bookstore, paid Mr. Stuebing 100 cents on the dollar and ran off the stock. Shortly after that, Mr. Stuebing, associated with his son Arthur, late of Detroit, started their present business on Queen Street.

William Roos, of Randall & Roos, wholesale grocers, is probably the most enthusiastic supporter in town of the 29th Regt. band of Berlin. When not spoken of as a military band, this organization is the Berlin Musical Society and Mr. Roos has been treasurer of the society for many years and the progress of the band to the position of one of the leading bands of Canada is due in no small measure to his efforts.

### BROCKVILLE.

July 20.—At a recent meeting of the Retail Merchants' Association it was decided to again observe the Wednesday half-holiday, beginning on the 8th of July and ending the last Wednesday of August.

Considerable discussion on the advisability of closing at 10 p.m. Saturday nights was noticed at the same meeting. Some of the members were in favor and a few not so minded.

It was finally moved and carried that a committee be appointed to present a petition to the merchants of the town for signatures, which was done, the majority of them signing. The petition is to be brought before the town council

with the request that a by-law be passed compelling early-closing on Saturday nights.

The picnic held by the Retail Merchants' Association last year at Beverly Lake, Delta, proved such a success that it has been decided to hold the outing at the same place on Civic Holiday, Aug. 3rd, this year. A meeting was called on the 7th inst. for the purpose of striking committees and the following were chosen as chairmen: General chairman, Geo. T. Lewis; sports committee, Robt. Craig; transportation, H. Y. Farr; refreshments, J. J. Curran; advertising, Geo. Wright; music and dancing, C. H. Post; decoration and fireworks, H. B. Coates; prizes H. T. Murray; secretary, A. M. Patterson. Arrangements have been made with the Brockville and Westport Railway to provide extra coaches for the transportation of the picnickers. The 41st Regimental Band and also the orchestra has been engaged. Laerosse and baseball games have been arranged along with other land and water sports, for which excellent prizes will be given.

Two cars of bananas a week are being brought into town and are readily disposed of.

A new bakery firm has started during the past month, having purchased the business formerly owned by M. McCartin. The new firm is Beatty & Ballange. The former having been in the grocery of C. W. Johnston for a number of years.

### INGERSOLL.

July 20.—A perplexing aspect of the small fruit crop this season is the high prices that have prevailed since the earliest fruit was marketed. It is difficult to recall a season when the small fruits on the whole were more plentiful than at the present time. The strawberry crop was a bountiful one, short prices were predicted, even by the wise ones, and yet the highest figures for years were reached, and the price remained practically stationary. The same thing may be said of the berries; there is an abundance of them, and although everybody has been anticipating a drop in the price, it has been kept up by a demand which seems impossible to trace, and they will soon be a thing of the past with the price never below ten cents per box. The producers seem to have a different way of marketing their fruits than in years gone by. They take better care of it, don't swamp the market, and seldom appear anxious that they will not get rid of their supply. By this method, which it would seem is really a fact, the merchants don't carry such large supplies that they have to "cut" to get out with a "whole skin." But its the same old story of the consumer having to pay the shot, and, of course, there is no end to the grumbling on the part of the thrifty housewife. Then with fruit expensive and sugar higher than in previous season, laying up the winter's store is really a prob-

## THE CANADIAN GROCER

lem that requires plenty of finances to properly solve.

The merchants and clerks of Ingersoll are not enjoying the recreation during the summer months that was once their privilege, and all because the half-holiday each week has been abandoned. But while there is no regular respite from toil, the merchants know the benefits that accrue from an occasional outing, and they pull "together" with the utmost harmony. On the 28th of this month a big union Sunday school excursion will be run to Port Stanley, and on the strength of a requisition from the merchants and other citizens Mayor Sutherland has proclaimed the occasion a holiday.

A very neat and attractive office building is being erected in connection with the factory of the St. Charles Condensing Co. The new building occupies a site at the front of the firm's splendid factory.

With another autumn already "in sight" there has not been the decline in price of butter that was expected. The creamery product is still retailing at from 28 to 30 cents per pound, while choice dairy butter sells readily at 25 cents per pound.

### GALT.

July 20.—Trade conditions in Galt have been exceptionally good during the past two weeks. Of course the beginning of the fruit season is responsible for a considerable increase in business, but trade in other lines has improved considerably.

As a matter of fact, with the exception of one large shop, which is running short time, the financial depression in Galt has entirely disappeared. The many unemployed have secured work, the industries are running full time, and trade in all lines is exceptionally good.

Ald. Radigan, the Main Street grocer, returned last week from a four days' visit to Detroit. "The big cities are all right," he said, in conversation with your correspondent, "but Galt is plenty large enough for me."

An Italian has opened up a wholesale and retail fruit business on Dickson Street. We know his name if we saw it, but we can't spell it or pronounce it. Galt has now three stores devoted entirely to the sale of fruit, which article is also handled by numerous confectioners and all the grocermen.

On Saturday, July 11, there were three large excursions out of Galt, a fact which is greatly deplored by the grocermen. "It practically ruins business for the day," said a prominent grocer. "And not only is business affected, but a large amount of money is taken out of town. On those three excursions on Saturday there were over 800 people. None of these would spend less than \$3, which would make a total of \$2,400. And many of these people can ill-afford the money spent in this manner. Why, I know a neighbor of mine who was going on an excursion to Niagara Falls. She had managed to secure enough

money for her fare, and then went to a neighbor's and asked for the loan of a pair of boots. Imagine a woman in those circumstances taking in an excursion." It would appear from the above that the excursions do result in a certain amount of financial trouble.

The grocers and fruit dealers are having a big laugh on the Market Clerk here. One day recently the Clerk announced through a local paper that on the following morning over 2,500 boxes of strawberries and raspberries would be offered at very low prices. Consequently there was an unprecedented attendance of housewives at the Market Square. But they were doomed to disappointment, as only one man turned up, and his stock of fruit was exceedingly small. The hundreds of women started out on a still hunt for the Market Clerk, and the reporter of the newspaper, after which they visited the grocery stores and made their purchases of berries. In speaking of the incident a grocer remarked that the occurrence only emphasized the fact that the grocery stores were always the most dependable places at which to secure fruit.

"Good day, your Worship," is the only salutation being received by Ald. Radigan these days. The genial grocerman has been appointed Acting-Mayor during the absence of Mayor Patterson at Montreal and Quebec.

A pretty wedding was celebrated at Tavistock recently when Miss Annie Matthews was united in marriage to Alexander Sloan, a member of Sloan Bros., grocers. The ceremony was performed by Rev. Mr. Vert, of Woodstock, at the residence of the bride's father, in the presence of only immediate friends. Mr. and Mrs. Sloan have returned from a honeymoon trip to New York, and have taken up residence on West Main Street, where they are receiving the congratulations of their many friends.

### CHATHAM.

July 20.—In discussing the high price of butter, one grocer states that the public are themselves to blame. "It, instead of paying the exorbitant prices asked," he said, "the people would refuse to pay too much, and would instead patronize the groceries, where they can procure what they want at a reasonable figure, the market prices would soon come down. If, however, the public continue to pay 25c a pound for butter when they ought to pay no more than 20c, we may expect to pay between 30c and 40c next winter." It is singular, yet nevertheless a fact, that a great many people prefer to pay more on the market than they would have to pay in the groceries. The result means higher prices, both for the public at large and for the grocers as well. Locally, there is unquestionably a sort of tacit combine among market vendors for the purpose of keeping up and regulating prices, and experience has shown conclusively that the only way to purchase to advantage is to waylay the vendor on her road to the market and make a deal before her fellow-marketers can inform her as to the prices. It stands to reason

that a body even of fifty or more grocers could deal with such a combine far more effectively than could the entire purchasing public, and could effect more in the direction of keeping prices where they should be within the reach of the average purchaser. It may sound like a joke, but it has been freely stated that, if the public were excluded from the market and only the grocers allowed to purchase, the public would get things far cheaper than they do.

To show on what slight foundation the opposition to the "open market" is based, a grocer tells of a woman who dropped into his store last Saturday to price some celery. The groceryman politely informed her that the price was a shilling a stalk. Instantly the lady let fire on him, stating that she had been down to the market and could not see a single stalk for sale, adding that the grocers had gone down there early and bought it all up, in order to hold up the price. When she had finished the grocer neatly took the wind out of her sails by informing her that to provide her and the public in general with celery at this season of the year, the much abused grocer had to import it from California, that the celery in question was imported, and that home-grown celery is not offered on the market at this season of the year, and never has been.

One nuisance against which retailers should war to the knife is the insidious Newfoundland 20c piece. "It is the worst piece of money coined," remarked a merchant this afternoon when the Grocer correspondent declined to take a 20c piece handed to him in mistake for a quarter. For many years past this coin has circulated very freely in Chatham and vicinity, and each twenty-cent piece has probably in its rounds cost the retailers several dollars. The tendency of the average purchaser is to pass it off for a quarter, particularly when he purchases from the groceryman; and the latter, having received it, has to choose between dishonesty or loss. It is a pity that nothing can apparently be done to stamp out the nuisance.

Miss May Taylor, daughter of J. P. Taylor, the Park Street grocer, who some time ago left for London to enter as a nurse-in-training, has been compelled by ill-health to discontinue her studies.

L. A. Cummings, who has been conducting the West End grocery, at the corner of West and Gray Streets, for a year or more, has disposed of his store and residence to C. H. Seeley, Grand Avenue. The new proprietor is now in possession. Mr. Cummings' intentions for the future have not been announced.

Jas. H. Kadwell, who recently succeeded Fred Wood in the possession of the Grand Avenue Grocery, has launched into newspaper advertising. Incidentally, he announces himself as a cash grocer, printing the word "Cash" in prominent and significant capitals.

Duncan Ferguson, for some time past a member of V. J. Bosworth's grocery staff, left this week for Windsor, where he has accepted a position with a grocery firm.

Fleming & Tillson, local agents for Flavelle's, Limited, have dissolved partnership. The business will be continued by W. M. Grant & Co.

R. Wigle & Co., Leamington, issue tickets to each customer, punched with the amount of the purchase. When the amount reaches \$2.50, the customer is

entitled to a handsome pasteline picture with frame for 65c.

Francis Commo, well known in the grocery trade here, passed away at St. Joseph's Hospital on Sunday, July 12, at the advanced age of 80. A native of Montreal, he farmed in this vicinity for many years, and from 1895 to 1902 conducted a very successful grocery on the market square.

Reports from various parts of the county indicate that the bean crop this year will be a very good one. Though the acreage is perhaps a little less than in previous years, better returns per acre are expected.

Lack of labor for picking during the short berry season has been always a difficulty for the growers. To meet this it is suggested that the midsummer holidays commence about three weeks earlier—say June 10—and end about August 1. This would nearly equalize the two school terms, and also release the children for the healthy, outdoor work in the berry patches.

The local retail merchants last Tuesday evening held one of the best attended meetings in several months. In addition to a number of minor matters, the renewal of the Bell telephone franchise, which expires in August, was discussed. The present service was warmly criticized, and the opinion of the meeting was strongly in favor of at least considering an application from an independent company, should one materialize. The following resolution was passed: "That we draft a resolution to the city council and go on record as opposing an exclusive franchise to any telephone company."

In response to an enquiry, Chairman Anderson stated that, it being their rush season, the grocers had been too busy to take up the proposed central delivery system, and would not have much time to deal with it for a couple of months. In company with Harry Andrew, he had put in a day watching the Pontiac system at work. "It is a very good thing," was Mr. Andrew's comment.

Advertising on hotel blotters was also discussed. Recently the various local merchants were solicited to advertise on a blotter prepared for use in all the city hotels. The question naturally arose, "Does this come within the association's resolution prohibiting programme and other advertising?" A majority of the retailers apparently thought so, since the names of only one or two, at most, appeared on the blotter. The association ruled that the blotter came within the meaning of the words, "any card," and the members of the association will be notified to this effect. To the grocery trade particularly, such advertising would be supremely useless, since the average guest at an hotel doesn't buy five cents' worth of groceries. A gratifying feature of the affair was the striking unanimity with which the local retailers turned down the proposition.

A merchants' picnic is to be held at Eric Beach, the new summer resort at the Lake Erie end of the C. W. & L. E. line on Aug. 19. The idea was broached at Tuesday evening's meeting by A. D. Westman, who frankly took the London retail grocers' picnic as a model. The idea met with unanimous acceptance, and a committee of eight, including two grocers, Wm. Anderson and Harry Andrew, was appointed. Since

then the committee has met and made preliminary arrangements. Sub committees have been appointed. Sports and music will be looked after by Wm. Anderson, Harry Andrew, Wilfred McCorvie, H. S. Northwood, G. W. Cowan and T. Walter Poile—the first four grocers—while H. G. Hodges and A. D. Westman will attend to finances and advertising, and G. W. Cowan will make the necessary arrangements with the C. W. & L. E. It has been suggested that all the stores close at noon on Wednesday, August 19. The picnic will include both merchants and employes, and will be made an annual affair.

There is much talk of a housekeepers' combine, for the purpose of boycotting the market vendors. Quite a few housekeepers claim that the vendors are charging famine prices. It is claimed that there is a definite system upon the market whereby competition is stifled and the prices kept uniform. Latterly, besides stifling competition, the vendors have, so say the purchasers, undertaken to boost prices, 25c. butter being one of the results. Housekeepers are just beginning to realize that while they were paying 25c. for butter on the market, they could have bought it for from 20c. to 22c. in the stores. Berry prices are also declared to be exorbitant. The boycott, if it ever takes form, should help the grocery trade. There was a noticeable falling off in buying on the market last Saturday. Vendors, on their part, claim that prices in previous years were too low.

There is another explanation for high butter and egg prices. Creameries and wholesale buyers scour the country, buying up huge lots of this produce and shipping to Toronto and Montreal. The local creamery has four rigs constantly out. The farmers sell to them rather than hitch up and come to the city; hence offerings of butter and eggs are growing smaller. Furthermore, farmers who formerly made butter now sell their milk to the creameries.

Among the company from the 24th Kent Battalion now attending the Champlain Tercentenary at Quebec are W. J. Mounteer, of E. A. Mounteer's bakery, and W. M. Murdock, former proprietor of the West End grocery.

Gaspar Favata, the Italian fruit merchant, has once more looked in the face of trouble. Last week he turned the hose upon a waterworks official who remonstrated with him for lawn sprinkling after hours. As usual, Gaspar was able to put up a good case, and escaped with a \$3.75 assessment. Since Gaspar's not very heinous escapades have usually won him much newspaper space and a certain amount of public sympathy at a minimum of cost, the public are now commencing to suspect that the Italian is just a shrewd advertiser.

Harry Mahler, manager of several evaporators, states that he anticipates no difficulty in getting the necessary quantity of apples.

A movement for a Wednesday half-holiday during August is now on foot and will probably be considered at the next R. M. A. meeting. There is also some talk of closing at 6.30 every evening except Saturday, though not in all lines of trade.

The Blenheim and South Kent Telephone line has been extended to Mull, with connections at Harry Saddington's grocery.

The Canada Flour Mills—better known

as the Kent Mills—now possesses a brass band. The organization is practically identical with the 24th Regiment band, disbanded last month, and which N. H. Stevens, the company's president, has taken under his wing.

**BARRIE.**

July 20.—The butchers are the only people here who will this year enjoy the Wednesday afternoon holiday during July and August, all the other merchants failing to come to any agreement.

In speaking to your correspondent last week, one of the largest local growers stated the fruit crops this year on the whole would surpass anything he had witnessed within the last twelve years, cherries, plums and apples and small fruits especially.

The firm of Luck, Wisdome & Co., has been dissolved, Ed. Luck having withdrawn. This firm will be known as Wisdome & Co. hereafter.

The Olympia candy kitchen have added fifteen feet to the rear of their premises, the present space not being large enough for their increasing business.

Samuel Calwell is spending a few days of well earned rest at Penetang.

James Vair and family are now at Point Loma, Mr. Vair's beautiful summer home, down the bay.

**WHERE THE ADVERTISER IS NOT A "BUTTER-IN."**

From the N.Y. Selling Magazine.

R. S. Tibbals, advertising manager for the Angle Mfg. Co., of New York, who advertise in general mediums, gave expression to a great truth in an address delivered before the New York Advertising League, when he said that, in a general medium, the advertiser is a "butter-in" and must compete with the text pages for attention.

In this, as in many other respects, the technical or trade publication offers a striking contrast. In such papers the ads. extend and complete the information contained in the text pages, and instead of competition, there is actual and active co-operation.

Such a publication is about the most uninteresting thing conceivable to a man not engaged or closely interested in the lines of which it treats, yet is of absorbing interest and vital value to those whose work lies in that particular field; therefore the waste of circulation to any advertiser whose announcements are appropriate to the medium, is too small to have any appreciable bearing on results.

The ad. in the trade or technical paper is not a "butter-in;" it belongs there. The prolonged absence of any considerable number of them would not only make the reader feel that he was being deprived of a valuable source of business news to which he is entitled, but would decrease the interest in and circulation of the best of such publications, as well as the publisher's ability to make it worth its price.



# "Men Who Sell Things"

Work the Indispensable Condition for Success in Every Career—Faith in Oneself and One's Firm a Very Necessary Factor—The Right Kind of Salesman Must be a Human Dynamo—How Self-restraint Brings Success.

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

## CHAPTER XII.

### The Right Kind of Salesman.

You shall find no boy's play here, I can tell you.

Thou ever strong upon the stronger side!

Thou Fortune's champion!  
When the hurly burley's done. When the battle's lost and won.

To attempt a great work is to become a great worker.

No man rises without being knocked down a few times.

The front door to success lies through the garden of duty.

A salesman's science never dies so long as it is doing something.

Successful salesmanship is a product of the positive qualities. Its component parts might best be indicated in the statement that the right kind of a salesman has what his negative brethren have not.

In place of being a knocker, he is a booster; in place of being an order-taker, he is a business-getter; in place of being fussy or over-anxious, he is composed, but aggressive; in place of being a wheel-barrow, he is a great mogul; in place of being a know-it-all, he is keen and dignified; in place of being quick-tempered, he is self-poised and genial; in place of being a sky-rocket, he is a wear-weller; in place of being all head and no soul, he is a mixture of both; in place of being an old-timer or a down-and-outer, he is an up-and-inner.

By this I do not mean to imply that right salesmen possess all the positive qualities that enter into successful salesmanship, but the average is good. I have known many "top-notchers" in our profession, not one of whom but was marked by some specific qualification that easily distinguished him from the man of mediocre ability.

### One Special Quality.

In every case there showed development of some one positive quality to a marked degree—such as educated enthusiasm, unswerving fidelity to purpose, persistent determination to win, a thorough knowledge of his own business and a reasonable conception of business interests in general, with a fair balance of other requisites, like tact, honesty, and good-fellowship.

It goes without saying that an indispensable condition for success in every career is contained in a single word—WORK.

The little girl was perfectly correct in her answer when the teacher asked her to give an example of a quadruped.

"A horse," was the reply.

"Correct. Give another example."

"Another horse." No room for doubt there.

And thus, in this and every other age, in the lives of all men who do things, there has been but one way to spell success, and that is—W-O-R-K, WORK.

A salesman may be brainy, but he must work; honest, but he must work; diplomatic, but he must work; optimistic, but he must WORK.

If he would graduate from the classes we have been discussing in the nine preceding chapters, and come into the field of endeavor worth while, he must work.

What does an optimist do?

Having the choice of many opportunities, he chooses them all. Just the reverse of the pessimist, who, having the choice of two evils, chooses both.

Again, being of good cheer and good faith, he counts every day a good day in his struggle for self-mastery and higher and better results, looking toward permanency.

The only sure way to win is to commence to win from the start, and then—keep everlastingly at it.

### Faith Necessary to Success.

Another and most pronounced feature of successful salesmanship is faith.

It is exceedingly difficult to get many otherwise bright and capable men to realize that their lack of success is more often due to a lack of faith in themselves than to any other one thing.

I shall never forget the inspiration that was mine when I first thoroughly learned the lesson of the value of faith in one's self and surroundings.

For several years I was equally interested with four others in a jobbing business which was located in an isolated market, and which yielded but a fair working salary to its owners. I grew restless because we were unable to build the business up to a point of greater profit, and determined to cut loose and seek more lucrative fields, where there would be some possibility of expansion.

Having carefully considered several propositions, I finally selected the one that, so far as I could judge, held forth the best advantages for a permanent and successful future.

The deal closed, I removed to another and much larger city to enter upon a three years' contract as sales manager for the largest house of its kind in the world, employing a force of forty general salesmen and twice as many stock or house men. I entered upon my new duties filled to the brim with enthusiasm, believing that I knew salesmen from A to Z, having traveled myself ten years, before taking charge of our own salesmen in the business that I had just left.

But I soon learned that I still had a great deal to learn in the management of so large a force. The experience was not only newer and larger than anything I had previously undertaken, but my new house had not up to that time conduct-

ed a thorough sales department under a managing head, such as was then being installed in all large concerns.

This meant that I had two new propositions to work out—the organization of the men and the organization of the department. And right here, with all due respect to our men—for they were the best in the business—let me say that, for a new man coming into a new house to tackle a new proposition like that, where so many traveling salesmen were concerned, was like running a college freshman up against a Rugby football team for the first time.

Naturally the men regarded me with suspicion and as an intruder, coming among them perhaps to limit their freedom and to make their future a nightmare of red-tape rules and regulations.

Carefully I figured this all out beforehand, and well did I know that I should have to gain their confidence before instituting any radical new policies.

Somehow or other things did not progress as nicely as I had calculated they would, and I began to construe their attitude toward the new departure as being hostile to me. The men were slow in making or reciprocating friendly overtures, and instead of taking things easy, working the meanwhile along the lines of least resistance, I began to force things; but I soon learned the error of such a policy. Everything was really going along as well as could be expected under the circumstances, but I could not see it that way.

(To Be Continued.)

### THE "HOUSEHOLD WORD."

Most of us can think of quite a number of commercial names that are really "household words." There is only one thing which can raise an article of commerce into the household word class, and that is, Persistent Publicity. The man who travels for a firm whose name is a household word with its trade has an easy time of it compared to the representative of a less known concern. The traveler for an obscure firm is badly handicapped in the race for orders! As far as the trade is concerned there is no method of obtaining wide publicity at a moderate cost equal to advertising in the trade press. Persistent, progressive advertising in a trade paper which holds the full confidence of its readers is the best letter of introduction any firm can give to its travelers.

# Independent of Any Combine!

¶ The policy of "Live and Let Live" seems to be entirely sidetracked in the Canning business for the time being. Unusual conditions last winter have brought about a keen spirit of competition, with low prices apparently the main object of some people regardless of actual value. We believe above everything else in **sticking to quality**, and no amount of price-cutting will make us lower our standard. To our mind the everlasting cry of cheapness is not the only way to win trade, and in urging the superior excellence of **Essex Brand** we're figuring on next year as well as this.

¶ The Essex factory is thoroughly modern, very complete, and equal to all the requirements of high-grade canning and preserving. Whatever we do we do thoroughly, and in acting entirely for ourselves independent of any combine we are able to serve the best interests of the trade and insure their hearty co-operation and goodwill.

## The Essex Canning & Preserving Co., Ltd.

28 Wellington St. E., - TORONTO, CAN.

FACTORY AT ESSEX, ONT.

(The most southerly County in Canada)

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Have You



Ordered Yet?

**ORSI**

**Concentrated Extract of Tomato**

This line is going to be one of the best sellers ever introduced. One teaspoonful will make a cup of the finest Tomato Sauce. It is the highly concentrated extract of finest ripe Italian tomatoes. Indispensable in the household for making speedily catsups, sauces, tomato soup, etc. Good profits! Obtainable in 1/4, 1/2, 1, 2, 4 and 10 lb. tins, in cases of 100 lbs.

**Per Case \$18.00**

Order a trial case to-day, You will be convinced.

**MUSEO COMMERCIALE ITALIANO, 43 St. Antoine St., MONTREAL**  
Phone Main 2731 Sole Agents Canada and United States

## Vacation Time Means Leisure for Reading

When going on your holidays  
make certain to take along with  
you the : : : :

**AUGUST  
COPY OF THE  
BUSY MAN'S  
MAGAZINE**

**NOW OUT**

ASK FOR BUSY MAN'S, THE  
MAGAZINE WITH THE RED COVER

On Sale at All News Stands

20 cents a copy \$2.00 per year

IT IS FULL of good things, things that you will appreciate, things that add materially to the mental enjoyment of your outing. It is a magazine you can pick up many times a day and peruse with absorbing interest. The **AUGUST** number contains the brightest articles from the world's current periodical press, together with several timely Canadian specials. Your interest is aroused in the first page and kept up till you reach the back cover. Many articles to entertain you and as many more for your sober consideration. The following will give you an idea of its contents, and remember that each issue is splendidly illustrated.

### BUSINESS AND INDUSTRY

The Outside vs. the Inside Man  
The Value of Advertising Cities  
The Tragedy of Business  
Does Your Work Drive You?  
Education and Business Requirements

### ARTICLES FOR THE WORKERS

Characteristics that Make a Successful Man  
Fitting Young People for Life's Battle  
Great Achievements of Men Over Sixty  
Sir William Macdonald and Practical  
Education

The Importance of Secondary Education

### ENTERTAINING SHORT STORIES

The Wooing of the Tutor  
Just Among Those Present  
The King's Grip  
The Story of a Close Shave  
From Jet Black to Pure White  
The Turning Point

### SCIENCE AND INVENTION

Wrecking to Save, Not to Destroy  
My Voyage in the World's Greatest Airship

### TRAVEL AND DESCRIPTION

No Sport in the World to Equal Mountaineering  
A Fall Shooting Trip in British Columbia  
The Call of the Country  
The City Man as a Farmer  
Winning Fresh Laurels in Australia

### POLITICAL AND COMMERCIAL AFFAIRS

A Man Who Risks His Fall on a Throw  
To What Height will He Climb?  
How London Newspapers Change  
Business Man is Country's Best Citizen

### OTHER BRIGHT ARTICLES

Why Some Women Never Marry  
The Most Exclusive Club in the World  
King Edward Now Entirely Out of Debt

### ADDITIONAL FEATURES

Fashions for Busy Men  
Contents of August Magazines  
Busy Man's Bookshelf  
Improvements in Office Devices  
Humor in the Magazine

**THE BUSY MAN'S MAGAZINE**

10 Front Street East : : : : Toronto, Canada

The man who whispers down the well  
 About the goods he has to sell  
 Will never reap the golden dollars  
 Like he who climbs the tree and hollers.

**ONE CAN BE NOISY WHEN HE HAS  
 VALUES TO OFFER—AS FOLLOWS :**

**AT LAKESIDE**

"RIVERDALE" TOMATOES, 3s.....	.95
CATSUP, 2-lb. tins.....	.75

**AT BLOOMFIELD**

"FARMERS'" or "GOLDEN WEST" TOMATOES.....	.95
CORN .....	.72½
RED PITTED CHERRIES .....	1.50
PUMPKIN .....	.75

**AT ST. DAVID'S**

"SILVER LAKE" TOMATOES .....	.95
BARTLETT PEARS, 3s.....	2.00
RED PITTED CHERRIES .....	1.50
BLACK PITTED CHERRIES.....	1.50
DAMSON PLUMS, Heavy Syrup.....	.90
do do Light Syrup.....	.85
LOMBARD PLUMS, Heavy Syrup.....	.90
do do Light Syrup.....	.85
STRAWBERRIES, Heavy Syrup.....	1.50

These special prices are given only for immediate shipment from factories in not less than 10 case lots.

Any of the above goods we have in stock at Toronto, Prices will be

3 lb. goods .....	7½c. } doz.
2 lb. goods .....	5c. } additional

**TERMS NET TEN DAYS.**

**Canada Brokerage Co., Ltd.**

TORONTO

## O'MARA'S BACON

I stock only

### Pork and Pork Products

I don't sell Eggs or Cheese, Butter or Poultry.

I make the best

### Bacon, Lard, Hams Sausages and Cooked Meats

So I don't need any "Side Lines."

## JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

## Brand New Goods from a Brand New Plant

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

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

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

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

## The Niagara Falls Canning Company Limited

NIAGARA FALLS, ONT.

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

# LARD

is higher in price this week. Stocks are very low, and the make will not be large for some weeks. We make, besides Pure Lard, Hard Compound which we quote at much less price, and shall be pleased to quote prices. All made under Government Inspection.

## F. W. Fearman Co.

Limited

Hamilton, Ont.

## RYAN'S SHORT ROLL BACON

is a distinct improvement on any other bacon offered the trade. Grocers who have been selling it call it an exceedingly profitable line, as it is the cheapest meat—quality considered—on the market. It is produced exclusively from carefully fed young hogs, mild, cured and without an equal in tender deliciousness. We are offering it at a price that will leave you an excellent profit.

Prices Mailed on Request!

## The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

The will, able trade able bad rains vince as th satio expre rain, but h come place oblig as th were whicl stanc  
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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

The two days' rain which has fallen, will, it is expected, give some considerable impetus to the cheese and butter trade, which, owing to a lack of suitable pasturage, was getting into very bad shape indeed. Fortunately these rains have been very general in the province, and this is just what was needed, as the drought was general. In conversation a gentleman from the townships expressed the opinion that, since the rain, the pastures were looking well, but he added that the downpour did not come a moment too soon. In many places in the country farmers were obliged to carry water for their stock, as the sources of supply in the pastures were completely dried up—a condition which has not been known, in some instances, for a great many years.

Some few weeks ago we drew attention to the practice of shipping short weights in cheese, and on that occasion pointed out how this was possible, even with the Government inspection. It might at first seem that it was the fault of the Government inspectors, but this was also shown not to be the case. The number of inspectors is too small for the work which they have to do, and the penalty in case of conviction is far too light. When these conditions are all summed up it just comes to this, that the shippers have got more than a gambler's chance in their favor. The chances of detection are so small, and the amount of the fine in case of detection is so paltry, that it lays heavy odds in favor of the shipper. It is true that a certain amount of short weights might result from mistakes, but the English buyers are sending so many, and repeated, reports of the discovery of short weights that it becomes imperative that something be done in the matter, as Canada's reputation is at stake. It seems too bad that a permanent inquiry should be done this highly important branch of trade between Great Britain and Canada owing to the perfidy of a few unprincipled shippers.

Shipments of cheese from Montreal last week were 73,803 boxes, as compared with 83,279 boxes for the previous week, and 94,286 boxes for the corresponding week of 1907. Total shipments from Montreal since May 1, 607,322 boxes, as compared with 709,388 boxes for the corresponding period of last year. Shipments from Quebec since May 1, 18,155 boxes, as compared with 25,999 boxes for the corresponding period of last year. Total exports since May 1, 625,457 boxes, as compared with 735,387 boxes for the corresponding period last year.

Receipts of cheese for the week ending July 18, 102,034 boxes, against 110,841 boxes for the week ending July 20, 1907. This shows, in spite of the warm weather, that the receipts of cheese were nearly up to last year's mark. The market is steady, and the price ranges from 11c to 12c.

The butter market, like that for cheese, has been affected adversely by

the long-continued period of hot weather. These weather conditions hardened the market a bit, but it is thought it will now go back to a more reasonable basis. Even with advanced prices the demand is astonishingly good. Reports from England indicate the fact that Siberian and Australian butter is not being offered in large amounts, and considerable doubt seems to exist regarding the probable output which may be expected from Siberia. The high prices which are prevailing in this country have cut off some of our export trade, but, notwithstanding, a fair volume is being exported to fill hand-to-mouth orders of the English buyers, who are hanging off for lower prices. Altogether it looks as though a good busi-

ness might result if the price here becomes a little more favorable.

From reports it seems as though London's demands this year were insatiable, owing to the Franco-British exhibition which is going on there at the present time, and other attractions which are flooding London with visitors.

Receipts of butter for the week ending July 18 were 23,772 packages, against 26,055 packages for the same period of last year. Exports of butter last week amounted to 9,059 packages, as compared with 10,878 packages for the previous week, and 4,032 packages for the corresponding week of last year. Total exports since May 1, 46,552 packages, as compared with 15,369 packages for corresponding period of last year. For export purposes 23½c to 23¾c is paid; in round lots 24c to 24½c is the price, and to grocers butter is quoted at 25c.

## THE PROVISION SITUATION

Toronto, July 22, 1908.

Canadian packers continue to speak encouragingly of the situation these days and this is indeed pleasant after the long months of depressed conditions which have existed since the middle of the winter. The past week was another good one for the Canadian factories, both export and home demand continuing very active.

The British market still stands on the 61 shilling rung reached a couple of weeks ago, and the demand for Canadian bacon in England is brisk. Danish shipments last week were 35,000, somewhat below the average set during the spring months, and this, together with the very light deliveries from the United States, undoubtedly help to keep the market steady on its high basis.

The only fly in the ointment from the packer's standpoint, is the fact that the farmers are not sending in a sufficient quantity of hogs. Just now they are somewhat busily engaged in harvesting operations and the supply has dwindled materially in consequence. Prices offered remain at the same place as last week, viz., \$6.75 for hogs f.o.b. and \$7.15 off cars at factory. With outlook for a continuance of good business very encouraging and with the supply of hogs available none too plentiful, it looks as if even higher prices than this would be reached before fall.

The situation in American markets is summed up in the following paragraph from the New York Journal of Commerce:

"The speculative trade in hog products has been active during the week past and prices have been very irregular and generally lower compared with those of the week previous, particularly in pork, which up to the beginning of the week from the lowest of the month showed an advance of almost \$2 per barrel. The general trade has been good

but scattered, with the local crowd buying as well as packers. There was also some buying for foreign account as well as by shorts. The speculative interest in these markets were somewhat broadened because of the bullish hogs situation, due to the large receipts of hogs. There was considerable realizing in lard and ribs by the long interests, who were taking profits, while in pork the feeling in mid-week became weak and prices declined fully \$1 per barrel on liquidation and selling against stop loss orders, from which prices ruled irregular and slightly higher.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—A stronger feeling has prevailed in the market for live hogs since last Wednesday, owing to decrease in receipts, and prices have advanced from 25c to 40c per 100 pounds. The demand is good. Hams and bacon are particularly active. The prices remain unchanged since our last quotation, but there is a feeling that advances may take place in some lines before long.

Lard, pure tierces.....	0 12
" " 56-lb. tubs.....	0 12½
" " 20-lb. pails, wood.....	0 12½
" " cases, 10-lb. tins, 60 lbs. in case.....	0 12½
" " 5-lb. ".....	0 12½
" " 3-lb. ".....	0 12½
Lard, compound, tierces, per lb.....	0 09 09½
" " tubs.....	0 08½ 0 09½
" " 20-lb. pails, wood.....	0 09
" " 20-lb. pails, tin.....	0 09½
" " cases, 10-lb. tins, 60 lbs. in case.....	0 09½ 0 10
" " 5-lb. ".....	0 08½ 0 10
" " 3-lb. ".....	0 08½ 0 10
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork.....	22 50
Canadian short cut clear.....	21 50 22 00
Very heavy clear fat back.....	22 00 22 50
Breakfast bacon, per lb.....	0 14½ 0 16
Hams.....	0 12 0 14½
Extra plate beef, per bbl.....	17 50

BUTTER—The butter market, owing to unfavorable weather conditions, has


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

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

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

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

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

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

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

stiffened up slightly, butter now being quoted a cent higher. The local demand is good and inquiries are arriving from England regarding prices, which, at present, are too high to attract much export trade, unless the British importers are rather hard pressed for supplies.

Fresh Creamery, solids, lb.....	0 24	0 25
prints, lb.....	0 25	0 26
Dairy, tubs, lb.....	0 20	0 22

**CHEESE**—Demand for export is good and the market is stronger, but it is thought the price will settle down again since the rains have improved the pasturage.

Cheese, new, large.....	0 12	0 12
" twins.....	0 12	0 12
" old.....	0 15	0 15

**EGGS**—The demand for eggs is good, especially for the first quality. Supplies arriving from the country are small, therefore the price has gone a little higher.

New laid.....	0 21	0 22
Ordinary candled.....	0 18	0 19
No 2 Eggs.....	0 15	0 16

**HONEY**—This market, after a long slumber, is beginning to wake up, and local firms have received a considerable number of inquiries. So far this renewed activity has not affected prices, which remain the same.

White clover comb honey.....	0 13	0 14
Buckwheat, extracted.....	0 10	0 11
Clover, strained, bulk.....	0 11	0 12

**TORONTO.**

**PROVISIONS**—Cooked and smoked meat lines continue to be favorites, and in general a splendid trade is being done. Demand is steady and supplies are fair. Some houses are obliged to re-stock every morning, which shows that many of the orders are quite large. Hams and backs are firmer, though quotations remain as last week.

Long clear bacon, per lb.....	0 11	0 11
Smoked breakfast bacon, per lb.....	0 14	0 15
Roll bacon, per lb.....	0 11	0 11
Light hams, per lb.....	0 14	0 14
Medium hams, per lb.....	0 12	0 12
Large hams, per lb.....	0 09	0 10
Shoulder hams, per lb.....	0 09	0 10
Backs, plain, per lb.....	0 17	0 18
" pea meal.....	0 17	0 18
Heavy mess pork, per bbl.....	18 50	19 00
Short cut, per bbl.....	23 00	23 50
Lard, tierces, per lb.....	0 12	0 12
" tubs.....	0 12	0 12
" pails.....	0 12	0 12
" compounds, per lb.....	0 08	0 09
*late beef, per 200-lb. bbl.....	15 50	16 00
Dressed hogs.....	0 82	0 09

**EGGS**—This week supplies have been a little freer than for some time past, but the demand, too, has increased. Prices are those prevailing a week ago. Extra choice new laid eggs are at 24 cents and for good eggs between 21 and 23 cents is asked.

**CHEESE**—For some unaccountable reason cheese has been quiet on the local market, though board prices are much firmer. Quotations here remain as they were last week.

Cheese, large, prime old.....	0 14	0 15
" new.....	0 12	0 13
" twins, new.....	0 13	0 13

**BUTTER**—Although creamery butter has the call quite a lot of dairy is being bought. Tubs are preferred to prints, because the hot weather detracts somewhat from the handling of the blocks. Farmers are not making such large

quantities now, but appear to be sending their milk to the creameries.

Creamery prints.....	0 24	0 25
Creamery solids.....	0 21	0 22
Farmers' separator butter.....	0 22	0 23
Dairy prints, choice.....	0 21	0 22
" ordinary.....	0 18	0 19
" tubs, choice.....	0 21	0 22
Bakers' butter.....	0 18	0 19

**POULTRY**—Young ducks have declined in price and spring chickens are a little easier. Trading has revived during the week and both supply and demand have been better than for weeks past. A few dead birds have been shown on the market, but the quotations are for live weight.

Spring chickens, per lb.....	0 18	0 20
Hens per lb.....	0 09	0 10
Young ducks, per lb.....	0 10	0 12
Turkeys, per lb.....	0 13	0 14

**PICKLE MAKERS TURNED DOWN.**

A number of representative Canadian jam and pickle manufacturers waited on the Government at Ottawa some time ago and asked that the tariff on these and kindred lines be increased. After some months' delay, during which time the manufacturers had been kept waiting and hoping against hope, the Ministers now inform the jam and pickle men that the assistance asked for would upset the Government's settled fiscal policy, and that they cannot, therefore, grant the request. The Ministers' state that the claim for more protection is all right, and the quality of the Canadian product of the best, but the granting of such a favor would cause other industries to want more protection. The status of the trade will, therefore, remain as heretofore, and not as the daily press aver that the duty on the product of jam factories will be removed altogether.

There is this point, however, that the British preferential clause allows competition in Canada by English manufacturers, and as a consequence there is talk of the closing of some factories in this country.

**TRADE NOTES.**

J. L. Tanguay, grocer, Langevin, Man., has assigned.

L. Sirois, grocer, Montreal, is advertising his business for sale.

C. W. Vollick has bought the general store business of Stephen Lamb, Springfield.

Allan McRae, Oungah, Ont., has sold his general store business to John McDowell.

W. J. Cameron Ridgetown, Ont., is moving his general store business to Southampton.

The estate of H. Painchaud & Co., Fannystelle, Sask., has sold by auction the general store business belonging to that company.

The Schrader Cigar Co., Hamilton, has been incorporated with a capital of \$40,000, to manufacture cigars. Provisional directors are: J. H. Schrader, C. L. Schrader, A. L. Lay, D. W. Evans and Louisa M. Schrader, all of Hamilton.



**Save Money!**

Use a  
**National  
Cash  
Register**

**O**UR new prices leave no excuse for any merchant being without one.

Price \$40, new.

Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

**The National Cash Register Co.**

F. E. MUTTON, Canadian Manager

129 West King St.

TORONTO, ONT

**CLARK'S SPECIAL  
OX-TONGUE CAMPAIGN**

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

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

Be prepared for the demand this will create.

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

**WM. CLARK**

Manufacturer

**MONTREAL**

**Royal Salad  
Dressing**

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

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

There is only

One

**BOVRIL**



Do not load your shelves with inferior imitations. These when sold will not please your customers. **BOVRIL** will always do you credit.

Supplies can be obtained from—

<b>BOVRIL LIMITED,</b>	27 St. Peter Street	<b>MONTREAL</b>
<b>A. B. MITCHELL</b>	Mitchell's Wharf	<b>HALIFAX, N.S.</b>
<b>R. S. McINDOE</b>	120 Church Street	<b>TORONTO</b>
<b>W. L. MCKENZIE &amp; CO.</b>	306 Ross Avenue	<b>WINNIPEG</b>
<b>A. G. URQUHART &amp; CO.</b>	336 Hastings Street West	<b>VANCOUVER</b>

and from all wholesale houses throughout Canada

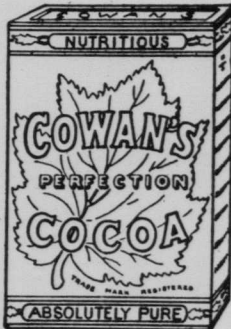


# COWAN'S

## Cocoa and Chocolate


Absolutely Pure—Un-  
equalled in Flavor.

Are you handling  
Cowan's line of  
**Dainty  
Chocolate  
Confections ?**



### The Cowan Co., Ltd.

By Royal



Letters Patent

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

**NELSON'S**  
Granulated Jellies, Tablet Jellies, Creams, Custards,  
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Crystals, and Baking Powder.

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Consistency is a Jewel and a valuable one when  
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It pays you to encourage their consistency  
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# FORCE

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best customers EXIST on  
it and INSIST on it. They don't want imita-  
tion any more than they want some other  
stranger at the breakfast table. You are  
also well acquainted with the  
profit on **"FORCE"**



**THE H-O MILLS**  
HAMILTON, - CANADA

# THE FLOUR AND CEREAL MARKETS

Flour Declined in Montreal on Easier Markets—Cereal Business Looking Up—  
New Wheat Offered.

The probability of strong flour markets noted last week was not maintained, the situation changing enough to permit of even an easier feeling. This was reflected in a decline of 10 cents on several grades in Montreal, on a dull market. In Ontario the market is easier, but prices are unchanged.

The cereal business in Ontario seems to be looking up, dealers reporting more favorably the last week or two. In Quebec and the East it is still dull, and the outlook is not very encouraging.

## MONTREAL.

**FLOUR**—Royal Household, Manitoba spring wheat patents and Five Roses have declined 10c per barrel since our last quotation. The demand locally is very dull. However, there is slightly more activity in the country. Other prices remain the same.

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

**FEED**—Manitoba shorts can be purchased at a slight reduction, the minimum price having gone down to \$24 from \$25. Locally, demand for all sorts of feed is very dull, and dealers report the volume of business as coming in small orders. Carlot sales are not frequent these days.

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

**ROLLED OATS**—Everyone seems to be waiting for a drop. The past week has been exceedingly dull. The prices remain the same, with an undertone of weakness.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated ".....	3 05
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 85 1 70
Rolled oats, 90-lb. bags.....	2 75
" " 80-lb. bags.....	2 50 2 60
" " bbla.....	5 75 5 90

## TORONTO.

**FLOUR**—The market has a considerably more steady tone than at last reports, and the feeling is, if anything, a little easier. Prices locally are unchanged. New wheat is being offered, but as yet has not been made use of, though the quality seems promising.

<b>Manitoba Wheat.</b>	
80 per cent. patents.....	5 70
85 ".....	5 00
Strong bakers.....	4 80
<b>Winter Wheat.</b>	
Straight roller.....	3 7 3 80
Patents.....	4 60
Blended.....	4 20

**CEREALS**—Business seems to be improving, and dealers report a con-

siderably better tone in the markets. Some firms report having done better business in July than expected, and these expect a gradual improvement from this time on. Local demand is very good, considering the season. Supplies are coming in quite sufficient quantity to meet the demand, and some new wheat is being offered. Prices now quoted are as follows:

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags, per bag 90 lbs.....	2 65
Oatmeal, standard and granulated, in bags 98 lbs.....	2 90

## BRINGING SUGAR FROM CHINA.

Shipments Coming for British Columbia Firms—Prices Below Local Offerings.

Vancouver, B.C., July 17.—Reference was made some time ago to a shipment of sugar brought from Scotland and placed on the market here, just a little lower than the product of the British Columbia Sugar Refining Company. This was placed at a time when a raise had been made in the price of sugar in the east, and though the Scotch shipment may not have been the cause of it, anyway, there was no increase here. The sugar was brought via the Suez canal, and the heat in the passage through the warm latitudes is stated as the cause of lumping. This was not serious, and a roll of the sack was sufficient to pulverize the lumps. Otherwise the sugar arrived in fine condition, and being all placed before arrival was soon disposed of. Now, a shipment is to be brought in from China, which is much nearer British Columbia than Scotland. The prices quoted are for yellow \$4.40, as against \$4.60 asked for the local product, and for granulated \$5.25, as against \$5.50. The quality is assured.

## HOW MACARONI IS MADE.

This is how macaroni is made: To very glutinous wheat flour is added a plentiful supply of dried eggs. Mixed with water, this becomes a dough, which is so thickly kneaded as to be difficult to impress with the fingers. Then it is carried to a round press perforated with holes, through which the dough is pressed by means of a heavy plate worked by a screw. The result is macaroni without holes in the sticks. Pipe macaroni is made through a similar press, with the difference that a round piece of metal makes the central hole. As it issues in long, snaky ropes from the bottom of the press they are violently fanned to prevent them from sticking together and are afterward taken out into the open and laid on long bamboo poles to dry. Two or three days' exposure in the warm, sunny air of Italy makes the dough pipes hard and brittle and fit to use for food.

## Don't Run Away

with the idea that one soda biscuit is as good as another. There's as much difference between the quality of soda biscuits as there is between the grades of anything else manufactured. We claim that

## Mooney's Perfection Cream Sodas

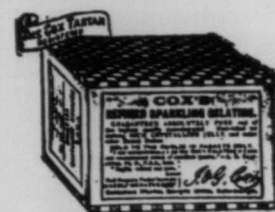
are pre-eminently the best soda biscuits made. Our claim is backed up by the fact that when people start buying them they are always to be relied upon for repeat orders. Mooney's Perfection Cream Sodas have touched the highest limit in refreshing, dainty lasting crispness.



## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

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D. Masson & Co., " "  
A. P. Tippet & Co., " "  
J. & G. Cox, Ltd.  
Gorgie Mills  
EDINBURGH

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☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.

☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

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

**H. CONSTANT**  
First and sole maker in Canada  
of all kinds of  
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92 Beaudry Street MONTREAL

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



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

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

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

### FOR THE VACANT DIRECTORSHIP

Gentlemen Intimately Connected With Trade Mentioned for Vacancy in Bank of Montreal Board.

Considerable speculation is being indulged in regarding the vacant directorship on the Bank of Montreal Board. Among the numerous names mentioned in this connection are two of peculiar interest to the grocery trade of Canada, Robert Meighen, President of the Lake of the Woods Milling Co., and A. Baumgarten, of the St. Lawrence Sugar Refining Co.

Both of these gentlemen preside over the destinies of great commercial organizations, which deal in two chief commodities and in each case they represent the highest development of business enterprise in their lines.

Robert Meighen was born near Londonderry, Ireland, in 1838, and with his mother and several other children came to this country and settled at Perth, Ont. A large store in that town, well-known for years, bearing a sign Meighen Bros., testifies to the business ability of the family. Robert Meighen's ambition soon outstripped the town of Perth, and he became associated with his brother-in-law, George Stephen. Together they built railroads and other things which make a young country grow, but it remained for Mr. Meighen to accomplish the master stroke of his life by organizing the Lake of the Woods Milling Co. This institution represents the last word in the flour and feed industry. The growth of this institution has been highly satisfactory, and to-day it is regarded

as one of the great business successes of the land.

Some time ago there appeared in The Busy Man's Magazine an article telling of the success of the Germans in Canada. Among the various men mentioned in that article was A. Baumgarten, of the St. Lawrence Sugar Refining Co. Mr. Baumgarten has for many years presided over the destinies of this institution and during his tenure of office it has progressed favorably. At the present moment the names of these two gentlemen and many others are mentioned in connection with the vacant directorship on the Board of the Bank of Montreal. Whilst it does not come within the jurisdiction of the grocery trade to discuss the merits of the other candidates for the honor, it may be said that the bank would be highly fortunate to obtain the services of either Mr. Meighen or Mr. Baumgarten. Both of these gentlemen occupy prominent positions in the social and business life of the City of Montreal, and are in possession of those qualities which would render their counsel eminently useful in the conduct of Canada's premier financial institution.

### KEEP OLIVE OIL FROM SUN.

Olive oil is frequently exposed to the direct rays of the sun, or stored on upper shelves exposed to a high temperature, to its quick deterioration. If the grocer sells oil thus exposed and thinks he has escaped loss, he is greatly mistaken, for the consumer is quick to detect the loss of flavor and color, and foregoes buying any more of that brand, and possibly seeks the service of a more careful grocer.

**POT AND PEARL BARLEY FEED**  
GALEDONIA MILLS  
John MacKay Limited - - - - - Bowmanville, Ont.

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

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

THE MOST NUTRITIOUS **COCOA**

### 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

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY

WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD

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

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

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

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



## Your Percentage of Profit

on our lines is such that you will find those dainty chocolates—

### CHOCOLATS MEURISSE

the most satisfactory confectionery to handle. These goods are the result of 62 years experience and are as nearly perfect as it is possible to make them.

## Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:

Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec  
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## During These Hot Days

It is very easy to sell a line such as ours, which is always in demand.

### MACE'S

### Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Secure a small trial stock. Packages retail at popular prices.

**A. H. MACE & CO.**

746 Notre Dame St. West, - MONTREAL



## WHITE MOSS COCOANUT

HAS BEEN so many years on the market, and its quality has been so long uniformly excellent, that it is

now regarded as a staple, and it is in your interest to have it in stock.

Prices on Request

The Canadian Coconut Co., - Montreal

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All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

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will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

# FRUITS, VEGETABLES AND FISH

Home-Grown Berries and Small Fruits Excellent in Quality — Some Splendid Plums From California and Peaches From Florida—Canadian Tomatoes and Cabbages Displace the Imported Varieties — Fish Supplies Short.

Red, white and black raspberries are the leading features of the Canadian fruit markets this week. The recent rains have improved them greatly, and large quantities are offered. They are of first-class quality. Huckleberries, thimbleberries and gooseberries, too, are rather plentiful, and cherries are a good crop.

Of imported fruit, California plums and Georgia and Florida peaches are the winners. Watermelons in earlots are daily arrivals, and bananas are very free.

Green corn, of home-grown variety, has made its appearance. Although there is no large quantity offering what supplies there are look exceedingly well. Canadian tomatoes and cabbage have displaced the imported lines, and, in fact, home-grown vegetables have pretty much ousted from the markets all other lines. Potatoes are slow arrivals; stocks are low, but the demand is very fair.

Fish lines are in good demand, but supplies are scarce. The sea fish are easing off somewhat, but fresh water fish are very hard to obtain.

substantial proportions. Sweet potatoes are off the market here. Egyptian onions are in good supply and are being quoted at 2c. Other lines remain the same in price as at the last quotation. Trade has been very dull and dealers generally complain of nothing doing, which is due to the continued high prices.

Parsley, per doz. bunches.....	0 35
Sage, per doz.....	1 60
Savory, per doz.....	1 60
Turnips, bag.....	0 75 6 90
Celery, doz.....	0 75 1 50
Water cress, large bun. hes, per doz.....	0 75
Spinach, bbl.....	3 00 3 25
Green peppers, crate.....	3 50
Montreal cucumbers.....	0 35 0 40
California asparagus, bunch.....	1 50 6 60
Beets bag.....	0 75 1 00
Carrots, bag.....	0 60 0 75
Texas tomatoes 4 basket crate.....	1 10 1 25
Tomatoes, hot house, per lb.....	0 30
Spanish onions, small crates.....	1 00 1 65
"    large crates.....	2 75 3 00
Canadian onions, lb.....	0 40
Egyptian onions.....	0 42
Lettuce, per doz.....	0 20
Radishes, doz.....	0 30
Canadian parsley, doz.....	0 25 0 30
Mushrooms, per lb.....	0 75
Horse radish, per lb.....	0 10
Beans, green, basket.....	3 25 5 50
French beans, wax.....	6 25 6 50
Egg plant, doz.....	2 50
California cauliflowers, per crate of 16.....	4 00
New cabbage, crate.....	2 25
Florida Celery crate.....	2 75 3 00
New potatoes green mountain, bbl.....	4 50

FISH—Eastern salmon are not arriving so freely and the season is nearly over. The price will be higher. Haddock and cod are still plentiful, and prices are unchanged. Lake fish are scarce now and prices have advanced on both frozen and fresh. Mackerel is scarce. Demand for smoked fish is dull owing to warm weather. Canadian lobsters are out of the market.

Fresh and Frozen Fish.

Brook trout, lb.....	0 20
Haddock, per lb.....	0 04 0 15
Fresh halibut.....	0 09 0 10
Mackerel, ".....	0 10' 0 12
Dore, ".....	0 10 0 12
Steak cod.....	0 07
Pike, lb.....	0 65
Whitefish lb.....	0 10
Shad, each.....	0 25
Striped Bass, lb.....	0 12
B.C. salmon, lb.....	0 12
Qualla Salmon, lb.....	0 09
Gaspé Salmon.....	0 15
Lake trout.....	0 10
smoked and salted—	
Haddies, box 8, per lb.....	0 07 0 08
Kipp'ed Herring, 50 in box.....	1 00
Yarmouth Bloaters, per box.....	1 10
Prepared and dried—	
Shredded cod, box of 2 dozen cartons.....	1 80
Skinless cod, 100 lb. cases.....	5 10
Strictly boneless pure cod, boxes.....	0 08 0 13
Boneless cod, 20 lb. boxes.....	0 05
Boneless fish, 20-lb. boxes, blocks.....	0 06
Boneless fish, 25-lb. boxes, per lb.....	0 04 1/2
English strip cod 30 lb boxes per lb.....	0 09
Cod bits, 3 lb boxes, per lb.....	0 07
Oysters and Lobsters—	
Malpeques, bbl.....	5 00
Standards, bulk, per imp. gal.....	1 50
Standards quart tins, sealed.....	0 40
Paper pails, 100, pint size.....	1 10
100, quart size.....	1 50
Pickled fish—	
No. 1 Mackerel, 20-lb. kits.....	1 75
Green cod, large lb.....	0 04
Green cod, 1 lb.....	0 03
Labrador Salmon, 4-bbls.....	8 50

## TORONTO.

GREEN FRUITS—The rain during the week certainly improved the fruit, judging by the appearance of the market these days. The berries and small fruit lines look plump and clean, and even during the rainy days induced buying.

## California Lemons

Fancy stock. Try a box. Sound stock. Full lines Elberta Peaches (Georgias).

### California Peaches

Pears

Plums

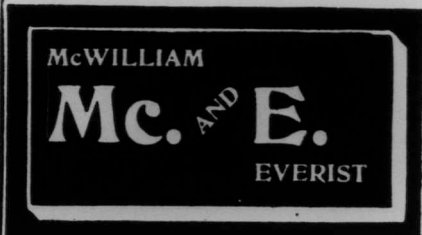
### Canadian Raspberries

Cherries (cooking and eating)

Currants (red and black)

Huckleberries

### Oranges, Lemons and Bananas



25-27 Church St., TORONTO

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## MONTREAL.

GREEN FRUITS—Two dollars represents about the common point for bananas in price, although there are some to be had for \$1.50, and some of the Venezuelan stock, which is very fine, brings \$2.50. Despatches from the West Indies indicate an effort on the part of Mexico to enter the banana-producing field. However, so far this country is not proving a serious menace to Jamaica, Porto Rico, or other West Indian islands. The northern countries of South America are coming to the front as producers of bananas, and the cultivation of this fruit is spreading along the northern coast of South America. Some very fine fruit is coming from Guiana and Brazil. Bananas now being recognized as the poor man's fruit and meeting with a world-wide distribution, the countries which have the climate are beginning to experiment with its cultivation. The minimum price of lemons has advanced, nothing being procurable under \$2.50 now. Other lines remain the same in price.

Bananas, fine stalk.....	1 50 2 00
Cocoanuts, new, per bag.....	3 50
Lemons.....	2 50 3 00
California, late Valencia.....	4 50 5 00
Pineapples, case.....	3 25 3 75
Sorrento oranges.....	3 25 3 50
Apricots 4 bar'ke' crate.....	1 50 1 75
Peaches.....	1 50
Plums.....	1 75 2 00
Pears, boxes.....	3 10 4 00
Tomatoes.....	1 10 1 25
Raspberries.....	0 16

VEGETABLES—Dealers are complaining of a scarcity of native stock, which is due to the long drought which has prevailed generally throughout the province. This condition exerts a tendency to keep prices pretty high, and the gradual decline in price in native products which usually occurs at this time of the year is not amounting to any

It is to days ago to the press. well, a Florida plums, grown e Raspber look bel easier in offered sively. price, e lower.

Oranges, lat " Mi Lemons, Ca Apples, earl Bananas, Ju " Ju Pineapples, Gooseberry Huckleberry Red currant Black curra Raspberries " " Blueberries Rhubarb, C Cocoanuts, Cherries, C Watermelon Limes, per Cantaloupe Grape fruit, " " Plums, Cali Pea, he-, Ci Ge Bartlett pe

VEGI in the ( striking have ea matoes a black displace corn is the who up in I mand.

Citrus, Tomatoes, Mushrooms, Egg plant, Beans, wax Peas, new, Potatoes, C " n Sweet Pota Onions, Be " per " gr " Fig Carrots, ne Green Pea Cabbage, it " C Green corn

FISH short si ket, F hard to week's

Perch, large Blue picker White fish, Herring, n Whitefish, Cod fresh, Finnan Ha Trout, frag Halibut, fr Shredded c Live lobate Bluefish, st Haddock, f Lake Herri Sturgeon, f Sea salmon

A tri was mi fish wei

It is to be hoped the storm of a few days ago did not injure the peach crop to the extent reported in the daily press. Imported lines look exceedingly well, a remarkably good showing of Florida peaches being offered. California plums, too, show up well, and home-grown cherries are a splendid crop. Raspberries are coming in more freely, look better than a week ago and are easier in price. Plenty of fruit is being offered and buying is being done extensively. There are no radical changes in price, except that oranges are much lower.

Oranges, late Valencias, California, cases.....	3 25	5 00
" Mediterranean sweets, box .....	2 50	3 00
Lemons, California, November cut .....	3 00	4 25
Apples, early, basket.....	0 45	0 80
Bananas, Jamaicas, eight.....	1 30	1 50
" Jumbo bunches, per bunch .....	1 75	2 25
" Jumbo bunches .....	1 85	2 25
Pineapples, Florida .....	2 75	3 50
Gooseberries, Canadian, large baskets.....	0 60	1 00
Huckleberries .....	1 10	1 25
Red currants .....	0 85	1 00
Black currants, basket .....	1 25	
Raspberries red, per box .....	0 10	
" white, " .....	0 11	
" black, " .....	0 11	
Blueberries, per basket.....	1 75	
Rhubarb, Canadian per doz.....	0 20	0 35
Cocanuts, per sack .....	4 50	
Cherries, Canadian, basket.....	0 90	1 50
Watermelons .....	0 20	0 40
Limes, per case .....	1 25	
Cantaloupes, California crate.....	3 50	5 00
Grape fruit, Bahama, box.....	3 50	4 00
" California, box.....	4 00	4 75
" Florida, box .....	4 10	5 00
Plums, California.....	1 25	1 75
Peaches, California.....	1 00	1 25
" Georgia.....	2 00	2 50
Bartlett pears, California, box.....	3 50	4 25

VEGETABLES—A little freer supply in the Canadian lines appears to be the striking feature this week. Prices, too, have eased somewhat. Home-grown tomatoes have given the imported variety a black eye, and Canadian cabbage has displaced the imported vegetables. Green corn is the new offering. Business on the whole is very fair, and the goods put up in fancy packages have a good demand.

Cucumbers, Canadian, per basket .....	0 60	0 90
Tomatoes, Baltimore, per crate.....	2 25	3 50
" Canadian, per basket.....	0 90	1 00
Mushrooms, per lb.....	0 60	
Beets, Canadian, basket .....	0 25	
Egg plant each .....	0 20	0 25
Beans, wax, per basket .....	0 35	0 40
Beans, new, basket .....	0 35	0 40
Potatoes, Canadian, per bag .....	1 60	
" new, bbl., Virginia .....	4 25	4 50
Sweet Potatoes (Jersey), per bbl. ....	3 00	4 00
Onions, Be mudas, per 5 lb. crate .....	1 25	1 50
" per bag.....	1 45	1 50
" green, per doz., Canadian.....	0 15	
Egyptian per sack .....	2 40	3 00
Carrots, new, per basket .....	0 70	0 75
Green Peppers.....	0 60	0 75
Cabbage, imp .....	1 00	1 50
" Canadian, basket.....	1 50	2 00
Green corn, doz .....	0 17	0 20

FISH—Steady demand with rather short supply continues to rule the market. Fresh water fish, especially, are hard to obtain. Prices remain at last week's quotations and business is good.

Pecan, large, per lb.....	0 65	0 67
Blue pickerel, per lb.....	0 05	0 07
White fish, Georgian Bay, per lb.....	0 11	
Herring, medium, per lb.....	0 05	
Whitefish, Lake Erie .....	0 11	
Cod fresh .....	0 08	
Finnan Haddie.....	0 07	0 08
Trout, fresh, per lb.....	0 10	
Haddock, fresh caught .....	0 10	
Shredded cod, per doz.....	0 90	
Live lobsters.....	0 40	
Bluefish, small white, per lb.....	0 07	
Haddock, fresh .....	0 08	
Lake Herring, 1/2 bbl .....	3 00	
Sturgeon, per lb .....	0 12	0 18
Sea salmon .....	0 15	0 18

**A \$300 FISH.**

A trial importation of English soles was made into Canada recently. The fish were shipped from Bristol and land-

**HOT WEATHER  
LEMONS**

**Market is steadily advancing.**

**Better secure a few boxes before a further advance.**

**Extra Fancy Home Guard Brand and Maple Leaf Brand. Fresh arrivals. Sound, bright fruit.**

**WHITE & CO., Limited  
Toronto and Hamilton**

**Seasonable Goods**

**Canadian Strawberries  
Florida Water Melons  
California Late Valencia Oranges  
(Celebrated Golden Orange Brand)  
Fancy Ripe Bananas  
Texas and Canadian Ripe Tomatoes  
Southern and Canadian Cabbage and Cucumbers**

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

ed at Halifax. As the quantity was too great to supply the wants of the Maritime port, a number of fish were sent on to Montreal and Toronto. One of the fish offered in the latter city weighed 600 pounds. It was cut up and sold in steaks to the hotels and restaurants of that place at 50 cents a pound. This would mean \$300 for the fish had it been sold entire. The smaller soles were sold at the rate of 75 cents a pound. It is not unlikely that similar importations will be made later on.

**NEW FACTORY IN BRISTOL.**

Purnell & Panter, sauce and pickle makers, of Bristol, Eng., have recently

purchased a large section of land on Tucker Street and have erected a new pickle and sauce factory. The new works are fitted throughout with the latest improvements and particular attention has been paid to light and ventilation.

**LARGE BUSINESS IN FRUIT MARKET.**

A record was made at the fruit auction rooms of White & Co., Toronto, this week, when seven cars of California peaches, pears, plums and grapes, were disposed of. This aggregated over 7,000 boxes, and is the heaviest business of this kind that Toronto has ever taken in one week.

**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

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

**PERIODICALS.**

**THE GROCERS' MANUAL**—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

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

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

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

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

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

**AGENCIES WANTED.**

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

**SALESMEN WANTED.**

**SALES MANAGER**.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 206, **CANADIAN GROCER**, Toronto.

**BUSINESS CHANCES.**

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

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

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

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

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

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

**GENERAL STORE**, long established, doing lively business, town surrounded by best farming district in Ontario and big summer resort. Stock, store and house for sale. Grand opening. Good reason for selling. George Cuttle, Sutton West.

**BOOKS FOR THE GROCER.**

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

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

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

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

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

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," **THE CANADIAN GROCER**, Toronto. (116)

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

**MISCELLANEOUS.**

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

**7,217** NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

**WANTED.**

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

**Install the Allison Coupon System and Take a Vacation**

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



**Here is how it works:**

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

**Allison Coupon Co.**  
INDIANAPOLIS, IND.

Ship your **DRIED APPLES** before warm weather sets in

**O. E. ROBINSON & CO.**  
Established 1886  
Ingersoll - Ontario

**WHILE THEY LAST**

400 boxes, 300 and 360 size Messina Lemons repacked at \$2.75 per box; Cash, special price of \$2.40 in lots of 5 or more boxes. First come, first served.

**THE DAWSON COMMISSION CO., TORONTO**

# MR. GROCER

## LOOK THE FACTS IN THE FACE

St. George's Baking Powder is a "go." It has won its way to the front. In most stores, it is the "best seller" in its line.

And we have only begun to push it.

We are now planning an advertising campaign, to start in the early fall, that will create a still greater demand for it.

If you are not handling St. George's at present send in an order now and let your customers know you have it. Then, when we have educated them up to St. George's quality, they will know where to obtain it.

Let us know if your wholesaler should not have all sizes.

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



We are now packing

$\frac{1}{4}$  Oil  
**Sardines**

and

**Herring in  
Tomato Sauce**  
**OVAL TINS**



Those tins are made and closed without solder and acid or any other poisonous substance. Therefore this is the most pure form that food can be packed in tin.

**Connors Bros., Limited**  
**Black's Harbor, N.B.**

## Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

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

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

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

### OUR REFERENCE :

Crown Bank, or any mercantile agency.

### AUCTION SALES

Monday, Wednesday and Friday,  
at 2 p.m.

Also every morning at eight o'clock during berry season.

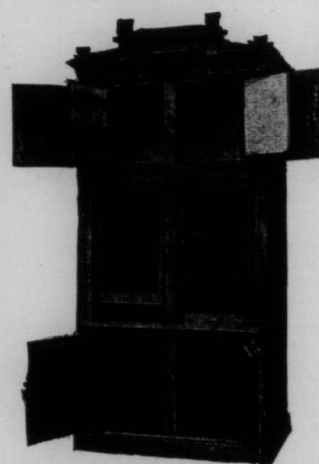




## WILSON'S FLY PAD

Are now required by every Canadian housewife, and it does not pay to handle cheap and unsatisfactory substitutes.

Wilson's Pads are Sold by all Wholesale Grocers.



Still the  
Best on the  
Market

Arctic  
Refrigerator

Serviceable,  
Dry, Low  
Temperature  
and  
Easy-Price.

Ryan Bros. 147  
Bannatyne  
Ave., Winnipeg  
our Western  
representatives.  
Wolf, Sayers &  
Heller our  
Eastern  
representatives.

John Hillock  
& Co., Ltd.

Toronto

# Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

# Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

## Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

## FACTS ABOUT GROCERIES

Information for Merchant and Clerks Regarding the Products They Sell—  
Origin of Honey Bees.

### Origin of Honey Bees.

All the honey bees in this country having originally been imported from Europe or Asia, there is no racial difference between the wild ones and the domesticated; those that live in trees are simply the descendants of those that from time to time have taken "French leave" from their owners' hives and reverted to a state of nature, according to David Almon in Outing.

The vast bulk of the wild bees are of the German or black race, while the standard domesticated bee is the Italian; but that, however, is only because the Germans were the first to be introduced here. Just when the Germans came is in doubt, but it was sometime in the 17th century, certainly it was not until near the close of the 18th century that any bees were found west of the Mississippi.

The Indians used to say they could mark the advance of the white man by the appearance of bees in the woods. The Italian bees were first imported in 1860. Better tempered and more industrious than the Germans, they have become very popular with apiarists; but as many still keep the German bee, and others have the hybrid formed by the crossing of the two races, while countless Italians now have taken to the woods, there to breed more hybrids, it is clear that there is no sure way of distinguishing between the wild bee and the domesticated.

### The Banana Industry.

Port Antonio, Jamaica, B.W.I., is the greatest centre of the banana industry in the world. Millions of bunches of the fruit are exported annually from there, requiring from ten to twenty vessels weekly, and as high as twenty-three ships have cleared within that time. Night and day the beautiful west harbor is dotted with white hulled craft (so painted as they keep the fruit 10 degrees colder waiting for cargoes. Bananas grow on plants from 12 to 18 feet high, cultivated in rows about 10 feet apart. A plant matures in about a year and then for some time bears a bunch annually. Natives gather the fruit when ready for shipment. Some is brought down in small two-wheeled carts lined with dead leaves to better protect the fruit, and drawn by two small donkeys or horses. Oft-times the small land owner will gather his solitary bunch or so and carry it on his head, frequently a distance from eight to ten miles, to the wharves, where he disposes of it to the fruit companies. Loading the ships is a most interesting sight—scores of men, women and children march in a steadily-moving procession each with a bunch on their heads. As they pass

a certain man detailed for the purpose he makes a swift movement with a long, sharp machete, cutting off the superfluous portion of the stem. Other laborers take the bunches, tossing them one to another until the various bins of the ship have been carefully packed with choice green and unbruised fruit which ripens in transit. Labor is plentiful and brings about one shilling (25 cents) a day. On this amount a native will support his wife and family, although it should be stated that the women and children of the household will probably work a portion of the week.

### Sago From the Sago Palm.

Sago is the product of the sago palm tree and is procured as follows: The tree is felled and split lengthwise, exposing the pith within the trunk, which pith is extracted and crushed by heavy mallets. The pulp thus procured is washed in long wooden troughs in running water and then dried sufficiently to admit of loading into junks for Singapore, where the product, then known as "raw, unwashed sago," is thoroughly washed in vats and through running water until a clean white flour is obtained. This flour is then dried in the sun and packed in bags for export as "sago flour." The process of making pearl sago begins, as described above, with the clean but wet flour, and large, flat furnaces are used, over which the flour is spread to a depth of, say, two-thirds of an inch, and toasted until granulated, after which it is set aside to cool and finally packed in bags for shipment.—The Spice Mill.

Handle

# OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

### CLAY PIPES

The best in the world are made by

**McDOUGALLS**

Insist upon this make

**D. McDOUGALL & CO.,** Glasgow, Scotland.

### ATTENTION.

**JOS. COTE,** Importer of and Wholesale Dealer in Tobacco  
**QUEBEC**

invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.

This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph; Phone 2097.

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

## BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

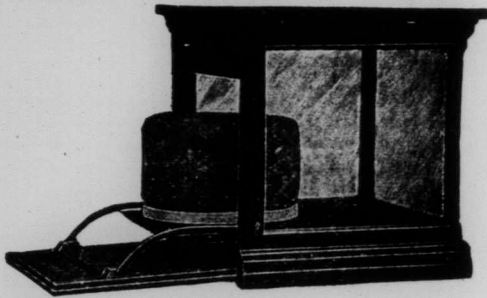
Already a Big Seller

Sold by all the Wholesale Trade



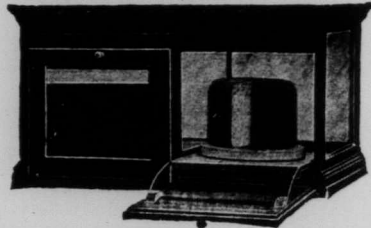
**TWO WEEKS' SPECIAL**  
— IN —  
**Automatic Cheese Cabinets**

**SINGLE STANDARD, \$7.00.**



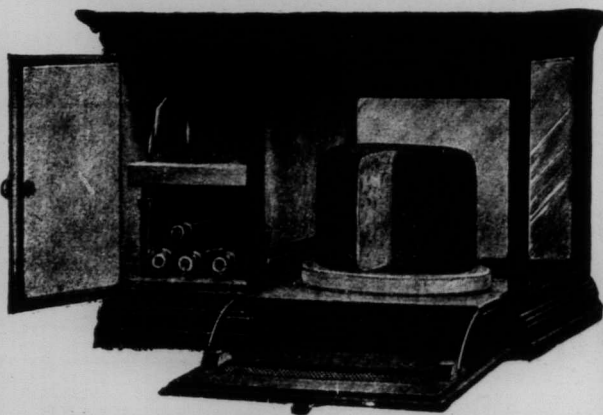
*The Cabinet is a very handsome glass and polished hard-wood display case; a most attractive fixture. Place one on your counter and it will increase your cheese sales and profits and pay for it self many times over.*

**DOUBLE STANDARD, \$10.00**



*Similar to Single Standard but with two compartments, for mild and strong cheese.*

**SINGLE REFRIGERATOR, \$12.00**



*With ice compartment and lower compartment for fancy cheese, soft drinks, etc.*

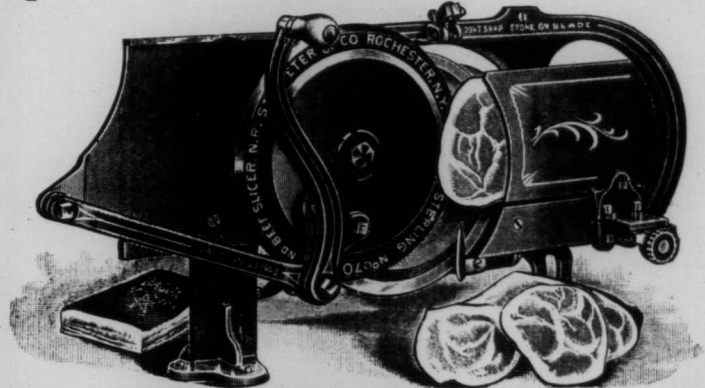
**All F.O.B. Berlin --- Quikck Shipment.**

**The Walker Bin & Store Fixture Co.,**  
BERLIN, ONT. Limited

**Representatives**  
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and  
Alberta: J. C. Stokes, Regina, Sask.  
Montreal: Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Ends of the Meat Will  
Pay for It**



**THE STERLING SLICER**

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

**A High Grade Slicer at a Low Price**

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

**HOWARD BROS. Brantford**  
CANADIAN AGENTS

**Canadian  
National  
Exhibition  
TORONTO**

August 29th to Sept. 14th, 1908

*Industrial Educational Agricultural*

Make Applications for Space at once

\$50,000.00 in PREMIUMS  
\$50,000.00 in SPECIAL ATTRACTIONS

ENTRIES CLOSE AUG. 5TH

For all information, address J. O.  
ORR, Manager, City Hall, Toronto

**CHEAP FARES FROM EVERYWHERE**

**GROGERS and BUTCHERS**  
At YOUR Service.

With the following special lines, discounts for cash or easy terms net.

**THE TOLEDO AUTOMATIC SCALES**  
**THE EUREKA REFRIGERATORS**  
**THE CLIMAX CHEESE CUTTER**  
**THE STERLING MEAT SLICER**  
**THE CLIMAX AUTOMATIC SLICER**  
**THE WESTERN CASH REGISTER**

Office and Store Fixtures, Counters, Shelving, etc.  
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

**THE UPTON & REED SPECIALTY CO.**  
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.

The  
**SHOE  
POLISH**  
of  
QUALITY

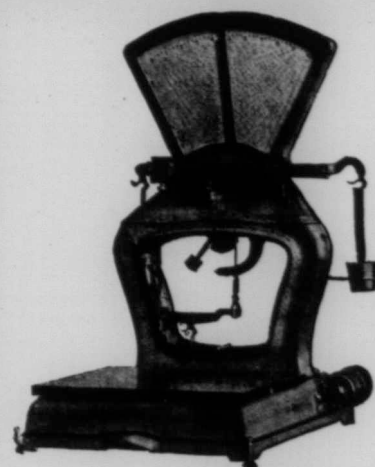
**Peters'**  
**Polishes**

**PETERS' POLISH**

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

**M. Peters,**  
617 Queen St., West  
Toronto



BEFORE  
YOU  
BUY  
A  
COMPUTING  
SCALE

NO. 170 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

**STIMPSON COMPUTING SCALE CO.**  
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.  
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.  
" 15 Court House Block, Robson St., VANCOUVER, B.C.  
A. L. DENT, - - - WOODSTOCK, ONT.

**HAVE YOU BOUGHT YOUR AWNING?**



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

**THOMAS SONNE, Sr.**  
JAS. F. SONNE, Proprietor and Manager  
193 Commissioners Street, - Montreal



The  
**Elgin National  
Coffee Mills**

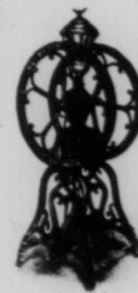
40 Sizes and Styles

They are the  
**Fastest Grinders**  
**Easiest Runners**

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

**WOODRUFF & EDWARDS CO.**

MAKERS  
ELGIN, ILLINOIS, U.S.A.



**PAYS FOR ITSELF EVERY 90 DAYS**



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

**SIMPLE ACCURATE  
ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton, Ont. Send all orders to

**THE AMERICAN COMPUTING CO.,**  
OF CANADA

18 and 20 Mary St.,  
HAMILTON, Ont.

We make a specialty of  
**COUNTER CHECK BOOKS**

for all kinds and makes of  
**LOOSE LEAF SYSTEMS**

Write for prices and samples.

We manufacture

**SHIPPING TAGS**

**The Merchants' Counter Check Book Co., Ltd.**

TORONTO - MONTREAL  
Canada

# Here's what a Chicago Firm says

of results of using the Canadian Grocer condensed "Want" Ad. Department:

Chicago, April 3rd, 1908.

Gentlemen,

We have sold many of our window dressing books in Canada, the most of which have been disposed of through The Canadian Grocer.

Yours,

S. W. ROTH.

What this Chicago man has done you can do as well.

You can for **2 cents a word** get into touch with a merchant wanting to buy

**A Scale**  
**A Cash Register**  
**A Delivery Wagon**  
**A Counter**  
**Shelving, Etc.**

Or if you want to buy any of these you will hear from some one having the articles to sell by putting a small ad. in our condensed "Want" Ad. Department.

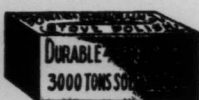
It costs very little to try it.

It will bring you into touch with the trade.

**Address The Canadian Grocer, Toronto**



**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# ROWLEY'S

**Valencia Raisins and Almonds**

THE FINEST IN THE LAND

**F. W. Rowley**

DENIA

Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

**S. Bodi**

DENIA

Finest Selected

SHELLED ALMONDS, in 28-lb. and 14-lb. boxes.

We have the real goods.

Write for samples.

**UNDERWOOD and CRICHTON,**

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.



Superior Quality Canada First Brands

**Evaporated Cream  
and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

**AYLMER CONDENSED MILK CO., LIMITED**

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton

**BATGER'S**

**LIME JUICE CORDIAL**  
—OR—  
**LEMON SQUASH**

**2**

**Delicious Summer Beverages**

and a Glass of Ice Water make

Your Customers know how handy they are at all times and will appreciate your stocking them.

ORDER FROM YOUR WHOLESALER

AGENTS:  
**ROSE & LAFLAMME, LIMITED**  
MONTREAL

**Shelled Almonds**  
Valencias and Jordans

**Cluster Raisins**  
from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

**José Segalerva**  
Malaga, Spain

**ROSE & LAFLAMME Limited**  
Montreal and Toronto

**Jams and Jellies.**  
BATGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Laflamme, Montreal and Toronto.  
1-lb. glass jar, screw top, 4 doz., per doz \$ 20  
THOMAS J. LIPTON  
Prices on application.  
T. UPTON & CO.

**Compound Fruit Jams—**  
12-oz. glass jars, 3 doz. in case, per doz. \$1 00  
3-lb. tins, 3 doz. in case, per doz. 07½  
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 07  
7 and 14-lb. wood pails, per lb. 0 07  
30-lb. wood pails, per lb. 0 06½

**Compound Fruit Jellies—**  
12-oz. glass jars, 3 doz. in case, per doz. 1 00  
3-lb. tins, 3 doz. in case, per doz. 0 07½  
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07  
30-lb. wood pails, per lb. 0 06½

**Pure Jams—**1-lb. glass jars (16-oz. gem) 3 doz. in case, per doz. \$1 80

**Jelly Powders**  
IMPERIAL DESSERT JELLY

**THE ROBERT GRIG**  
White Swan, 15 flavors.  
1 doz. in handsome counter carton, per doz., 90c.




List price 'Shirriff's' (all flavors), per doz. 0 90  
Discounts on application.

**Marmalade.**  
W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 lb. tins

**Mince Meat.**  
Wethey's condensed, per gross net ... \$13 00  
per case of doz. net ..... 1 00

**Mustard.**  
COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz. \$1 40  
" 1-lb. tins, " " 3 50  
" 1-lb. tins, " " 5 00  
Durham 4-lb. jar, per jar. 0 75  
" 1-lb. jar, " " 0 35  
F. D. 1-lb. tins, per doz. 0 85  
" 1-lb. tins, " " 1 45

**Lard.**  
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces... \$0 10  
1-bbls. ... 0 10½  
Tubs, 50 lbs. 0 12½  
30-lb. Pails. 2 10  
30-lb. tins.. 2 00  
Cases 3-lb.. 0 11  
" 5-lb.. 0 10½  
" 10-lb.. 0 10½

**Preserved Ginger Marmalade, 1 lb. glass jars.**  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

**Olive Oil.**  
LAPORTE, MARTIN & GIE, LTD

Minerva Brand—  
Minerva, qts. 12's ... \$5 75  
" pta. 34's ..... 6 50  
" 1-pa. 34's ..... 35

**Sauces.**  
PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Laflamme, Montreal and Toronto.  
1-pint bottles, 3 & 6 doz., per doz. .... \$ 90  
Pint " 3 doz. .... - 1 75

THOMAS J. LIPTON  
Prices on application.



**PURE AND DELICIOUS**  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.

**Licorice.**  
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40  
Fancy boxes (26 or 50 sticks)... per box 1 35  
" Ringed " 5-lb. boxes... per lb. 0 40  
" Acme " pellets, 5-lb. cans... per can 3 00  
" (fancy boxes 40) per box 1 50

Far licorice and Tolu wafers, 5-lb. cans ..... per can 3 00  
Licorice lozenges, 5-lb. glass jars... 1 75  
" 20 5-lb. cans... 1 50  
" Purity " licorice 10 sticks ..... 1 45  
" " " 100 sticks ..... 0 75  
Dulce large cent sticks, 100 in box. ....

**Lye (Concentrated).**  
GILLET'S PERFUMED. Per case.  
1 case of 4 doz. .... \$2 50  
3 cases of 4 doz. .... 6 50  
5 cases or more ..... 9 40

**SODA.**  
COW BRAND.



Case of 1-lb. containing 90 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 60).  
Case of 1-lb. and 1-lb. (containing 80 1-lb. and 80 1-lb. pkgs.) per box, \$3 00.

**MAGIC BRAND. Per case**  
No. 1, cases, 90 1-lb. packages ..... \$ 7 75  
No. 2, " 120 1-lb. " ..... 3 75  
No. 3, " 80 1-lb. " ..... 3 75  
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case ..... 3 00  
5 cases ..... 1 75

Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co. Limited  
GENESER PURE FOOD CO.



**JELL-O**  
The Dainty Dessert

Assorted Case, Contains 4 doz. \$8.50  
Assorted Case, Contains 3 doz. \$1.80  
Lemon (Straight) Contains 3 doz. \$1.80  
Orange (Straight) Contains 3 doz. \$1.80  
Raspberry (Straight) Contains 2 doz. \$1.80  
Strawberry (Straight) Contains 2 doz. \$1.80  
Chocolate (Straight) Contains 2 doz. \$1.80  
Cherry (Straight) Contains 2 doz. \$1.80  
Peach (Straight) Contains 2 doz. \$1.80  
Weight 3 lbs. per case; freight rate 2nd class



# Wood's Package Teas

The season for Iced Tea has again come round. People change their diet in summer as surely as they change thick for thin clothes. Tea, iced or otherwise, is the ideal summer drink and its consumption is annually increasing.

## Wood's Primrose Ceylon Tea

is the popular Tea for the season.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL



MAY QUEEN PRIMROSE  
FLEUR-DE-LIS  
THOMAS WOOD & CO. Importers  
BOSTON AND MONTREAL

soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpie soap, colors	per gross	\$10 30
" black	"	15 30
Oriole soap	"	10 30
Gloriosa soap	"	15 00
Straw hat polish	"	18 30



3 d z. to box	\$3 45
6 doz. to box	\$6 90
30 days	

Starch

EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches—

No. 1 White or blue, 4-lb. cartons	per lb.	
No. 1 2-lb.		
Canada laundry		0 06
Silver gloss, 6-lb. draw-lid boxes		0 08
Silver gloss, 6-lb. tin canisters		0 08
Edward's silver gloss, 1-lb. pkg.		0 08
Kegs silver gloss, large crystal		0 08
Benson's satin, 1-lb. cartons		0 08
No. 1 white, 6-lb. and kegs		0 08
Canada White Gloss, 1-lb. pkgs.		0 08
Benson's enamel	per box	1 50 to 3 00

Culinary Starch—  
Benson & Co.'s Prepared Corn... 0 07 1/2  
Canada Pure Corn... 0 06 1/2

Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10  
" " " " or blue, 0 04  
4 lb. lumps, 0 04

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 06  
Ame Gloss Starch—

1-lb. cartons, boxes of 40 lb.	0 04
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 07 1/2
Barrels, 250 lb.	0 07 1/2
Kegs, 125 lb.	0 07 1/2

Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb. 0 18  
2-lb. toy trunks, 8 in case, 0 08  
6-lb. enamelled tin canisters, 8 in case, 0 08  
Kegs, ex. crystals, 100 lb. 0 07

Brantford Gloss—  
1-lb. fancy boxes, cases 36 lb. \$0 08  
Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 60

Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 04  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 07 1/2  
Crystal Maize Corn Starch—  
1-lb. packages, boxes 40 lb. 0 07 1/2

MAN TOY STARCH.  
pkgs, cases 5 doz., per case... 4 75  
Stove Polish.

Rising Sun, 6-oz. cakes, 4-gross boxes \$8 50  
Rising Sun, 2-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 4-gross boxes... 10 00  
Sun Paste 5c. size, 4-gross boxes... 5 00

Per gross

Per gross

Per gross

Per gross

Per gross

Per gross

Per gross

Per gross

Per gross

Per gross

Per gross

Per gross

JAMES' DOME BLACK LEAD

6a size	Per gross	\$2 40
2a "	"	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
1 gallon	5 10
Gallons	4 80
Gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.  
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03 1/2 per b.
Half-barrels, 350 lbs.	0 03 1/2 "
Kegs, 150 lbs.	0 03 1/2 "
2-gal. pails 25 lbs.	1 25 each
3 " 38 1/2 lbs.	1 75 "
Plain tins, with label—	Per case
3 lb. tins, 3 doz. in case	2 40
5 " " " "	2 75
10 " " " "	2 65
30 " " " "	2 60

(5, 10 and 30 lb. tins have wire handles.)  
ST. LAWRENCE STARCH CO., LIMITED.  
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2 per lb.
Kegs, 150 lbs.	0 03 1/2 "
2-gal. pails 25 lb.	1 25 each
3 " 38 1/2 lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " " "	2 75
10-lb. " 6 " " "	2 65
20-lb. " 3 " " "	2 60

Teas.

SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1's, 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's, 3/4's and 1's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1's and 1/2's	0 44	0 60

Packed in air-tight tins only.

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.

Wholesale retail

Wholesale retail

Wholesale retail

Wholesale retail

Wholesale retail

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Wholesale retail

Wholesale retail

Blue Label, 1's	0 21	0 25
Orange Label, 1's and 1/2's	0 23	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Green Label, 1's and 1/2's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 50

LAPORTE, MARTIN & OIE, LTD.

Japan Teas—  
Victoria, 1/2-c, 90 lb. 0 25  
Princess Louise, 1/2 c, 80 lb. 0 19

Ceylon Green Teas—Japan style—  
Lady, cases 60 lb. 0 18  
Duchess, cases 60 lb. 0 19

Blue Ribbon Tea Co., Toronto

Wholesale Retail

Wholesale Retail

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R. D. GWAY'S.

London, Vancouver, Winnipeg and Ceylon.

Wholesale. Retail.

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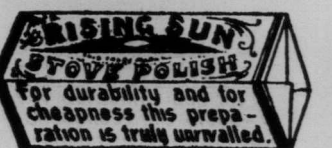
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Wholesale. Retail.



For durability and for cheapness this preparation is truly unrivalled.



Blue Label, 1 s. \$0 30 \$0 35



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 20  
" " 1/2-lb. 0 21  
Blue Label, retail at 30c. 0 22  
Green Label, " 40c. 0 30  
Red Label, " 50c. 0 35  
Orange Label, " 60c. 0 40  
Gold Label, " 80c. 0 55



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# SALT

Lump and  
Crushed Rock

Dairy and General Purpose.

**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

We have a few spot goods  
to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's
Squash 3's	Heavy Syrup
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "
Lawton Berries (light syrup) 2's	

**J. H. WETHEY, LIMITED**  
ST. CATHARINES, CANADA



## Gillett's Lye Eats Dirt!

It cleanses whether the dirt is  
visible or invisible.

## Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of  
people use it every day. Why experiment with substitutes?

Handle the brand with the established demand!  
Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.