

CANADIAN GROCER

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

Montreal: 76-78 Eastern Townships East Side.
London, Eng.: 6 Fleet St., E.C.

Toronto: 143-145 University Ave.

Winnipeg: 211 Union Bank Building.
New York: Rooms 1109-1111, 100 Broadway.

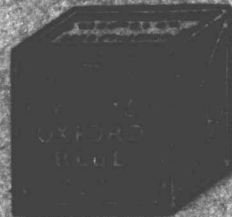
VOL. XXIV.

PUBLICATION OFFICE: TORONTO, AUGUST 5, 1910.

NO. 37.

There's no disputing the fact that

KEEN'S



OXFORD

BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the family trade; stock up with KEEN'S—it's always in demand.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Benson's
"Prepared" Corn Starch

Edwardsburg
"Silver Gloss" Starch

The leading Laundry and Cooking Starches in Canada.
They are noted for their purity and ease in handling and leave a
good profit for the dealer.

SEE TO YOUR STOCKS.

EDWARDSBURG STARCH CO., LTD.

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St., Montreal

THE CANADIAN GROCER

SURPRISE SOAP



A SURE, STEADY PROFIT IS
WAITING FOR THE GROCER
WHO PUSHES THE SALE OF
"SURPRISE"—BE ONE OF THEM

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

The B

GRIF

Full

Satisfie

The Best Only

Always the Best

“GRIFFIN”
BRAND
Seeded Raisins
—Fancy—

Order
NOW
for
FALL

“EASTER”
BRAND
Seeded Raisins
—Choice—

“EASTER”
BRAND
Prunes, Peaches, Apricots
—Choice—

“GRIFFIN’S”
Seedless Raisins
—Fancy—

GRIFFIN & SKELLEY CO.---

Pack only the best fruit from the best Vineyards and Orchards in California.

Full Grade

Full Count

Full Weight

Satisfied Customers

Sure Profits



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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.

R. B. Colwell
BROKER HALIFAX, N.S.
REPRESENTING LEADING
MANUFACTURERS, SUCH AS
E. D. Smith Lowney Toblers

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

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

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants
Representing Morris Packing Co.
Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Warehoused and
Forwarded. Warehouse on Transfer Track. Busi-
ness solicited. Our position is your opportunity.
SASKATOON,
Western Canada

H. B. BORBRIDGE
Wholesale and Retail Grocery
Broker
OTTAWA

BUCHANAN & AHERN
Wholesale Commission Merchants and Importers
QUEBEC, P.Q.
Groceries, Provisions, Sugars, Molasses, Dried
Fruit and Nuts, Grains, Mill Feed,
Fish, Fish Oil, Etc.
Correspondence Solicited. P.O. Box 29

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

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

SALMON—We can quote
you on different lines, and as
salmon is likely to be very
much higher, our prices will
interest you.

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful at-
tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT
Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

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

If you are looking for trade with Irish merchants
there is one paper that can put you in touch with
buyers, and that is
**The Irish Grocer, Drug, Provi-
sion and General Trades'
Journal.**
10, Garfield Chambers, Belfast, Ireland

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale
Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ARRIVING IN STORE
1 Car Purnell & Panter's celebrated
English Pickles and Vinegar,
all sizes.
Lind Brokerage Company
73 Front St. E., Toronto

THE HARRY HORNE CO.
Grocery Brokers and
Manufacturers' Agents.
309-311 King St. West, - - - Toronto
Leading manufacturers of Grocery Specialties
desirous of extending their business, should write
as at once. Correspondence solicited from For-
eign Firms.

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and
Manufacturers' Agents.
WINNIPEG, - - - MAN.
Domestic and Foreign Agencies Solicited.

CORRESPONDENCE SOLICITED
H. G. Spurgeon
Manufacturers' Agent
P.O. Box 1812 WINNIPEG, MAN

BUSINESS IS BOOMING IN
WINNIPEG
BAWLF, DAVEY & CO.
Wholesale Grocery Brokers.
AGENCIES WANTED WINNIPEG
MAN.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Mer-
chants, Warehousemen.
We sell direct from the Manufacturer to the Retailer
Track connections with all Railroads.

Talking About Spices

Do you know that we import all our Spices direct from the country of growth? We clean and grind our Spices in our own mill—one of the finest, up-to-date, spice mills in the country. This enables us to give you Spices of Unexcelled Quality and at prices Exceptionally Low.

Our lines of PACKAGE SPICES are new, packed in very attractive packages and are money makers.

Why not get in on the good things and send us your Spice orders?

EBY-BLAIN, LIMITED

Wholesale Importing and
Manufacturing Grocers.

TORONTO

IT IS NOT EASY TO MEET THE DEMAND FOR A HIGH-GRADE TEA

People with cultivated tastes and ideas are always more difficult to please. But you will find that

Ram Lal's Pure Tea

meets all requirements.

RAM LAL'S PURE TEA CO., Limited

MONTREAL, CANADA



Emerson said---

If a man can preach a better sermon, write a better book, or make a better mouse-trap than his neighbor, that the world will make a path to his home.

MR. GROCER—

You will blaze a trail direct to your nearest distributor when you find out how much better FROU-FROU is than any other filled wafer.

FROU-FROU is the most delicious, tempting, indescribable morsel of goodness that you ever tasted.

We want to prove our claim to FROU-FROU being the world's greatest Wafer by sending you at our expense, upon receipt of your name and address, a generous sized sample of this dainty Dutch Delicacy.

The store with FROU-FROU can always supply the "something extra" for their customer's unexpected guests.



WHOLESALE DISTRIBUTORS OF FROU-FROU

NOVA SCOTIA

Harrington, Ltd. Sydney
The Cape Breton Wholesale Gro-
cery Sydney Mines
Moires, Ltd. Halifax
Black & Co. Truro
McCullough, Creelman & Morrison
..... Truro
A. W. Morrison..... Amherst

PRINCE EDWARD ISLAND.

J. J. McKinnon Charlottetown

NEW BRUNSWICK.

Baird & Peters St. John
H. W. Cole St. John
J. H. Marvin, Ltd. Moncton
Jones & Scofield... .. Campbelltown

QUEBEC.

A. B. Dupuis..... Quebec
Rowell Sons & Co..... Sherbrooke
C. O. Genest & Fils Sherbrooke
Howe, McIntyre & Co..... Montreal
Lang Mfg. Co. Montreal
Hudon & Orsali Montreal
Hudon, Hebert & Cie Montreal
Mathewson's Sons Montreal
Laporte, Martin & Co. Montreal
Masson & St. Germain Montreal

ONTARIO

H. N. Bate & Son Ottawa
Provost & Allard Ottawa
S. J. Major Ottawa
F. J. Castle & Co., Ltd..... Ottawa
Abbott Grant & Co. Brockville
The W. J. Crothers Co..... Kingston
John Sloan & Co. Belleville
Jas. Wallace & Co. Belleville
Chas. Risher Peterboro
W. B. Sparling & Co. Lindsay
C. H. Woodward & Co. Cannington
Eby-Blain, Ltd. Toronto
H. P. Eckard & Co. Toronto
Canada Brokerage Co. Toronto
T. Kinneer & Co. Toronto
F. W. Humphrey Toronto
James Lumbers, Ltd. Toronto
Parsons, Brown & Co. Toronto
Perkins, Ince & Co. Toronto
Warren Bros. & Co. Toronto
Geo. Weston Toronto
Jas. Somerville Hamilton
Jamieson Bros. Galt
John Sloan Galt
The Simpson Co. Guelph
Imperial Biscuit Co., Ltd..... Guelph
C. H. Doerr & Co. Berlin

John Ross St. Catharines
John Garvey London
A. M. Smith & Co. London
Scranderrett Bros. London
M. Masuret Co. London
Edward Adams & Co. London
Stratford Wholesale Grocery Co.
..... Stratford
D. C. Jamieson Sarnia
T. Kenney & Co. Sarnia
Norman D. Meisner Windsor
Telfer Bros., Ltd. Collingwood
McLaughlan & Sons Co. Owen Sd.
A. J. Young North Bay
A. J. Young Sudbury
W. J. Gillard ... Sault Ste. Marie
Telfer Bros., Ltd. Fort William
Rat Portage Wholesale Grocery
Co. Kenora

MANITOBA AND WEST.

Paulin Chambers Co., Ltd.
..... Winnipeg, Man
Telfer Bros., Ltd. Winnipeg, Man.
W. J. Boyd & Co..... Winnipeg, Man.
The Codville Co.... Brandon Man.
Campbell & Wilson... Regina, Sask.
Kelly, Douglas & Co.... Vancouver.



TASTE THE TASTE OF FROU-FROU

The Dutch Wafer of Indescribable Charm

MacGREGOR SPECIALTY COMPANY

Canadian Distributors - - - TORONTO



WHEN you buy your Canned Goods,
see that you get those packed by
Dominion Canners, Limited. Quality
is guaranteed. You take no risks.

Leading Brands :

“Aylmer”

“Little Chief”

“Log Cabin”

“Simcoe”

“Delhi”

ETC.

DOMINION CANNERS

LIMITED

HAMILTON.

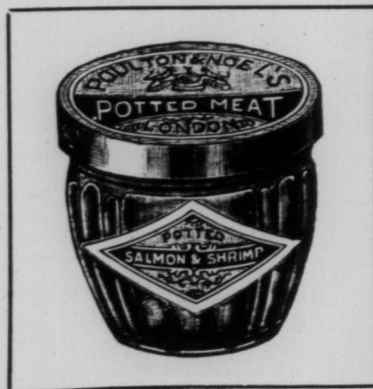


SELLS ALL YEAR ROUND

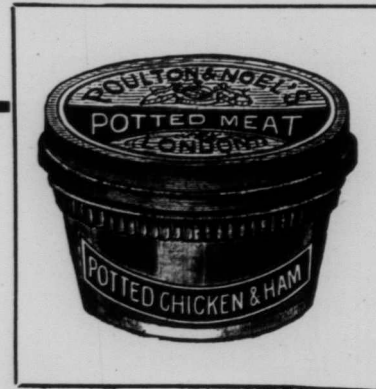
Knox Gelatine is a steady, all-year-round, "never stop" seller. There are two reasons: first, we do the steady, all-year-round, "never stop" kind of advertising; second, *Knox Gelatine* is so satisfactory that people who buy it once always buy it. *Knox Gelatine* makes a pint to a quart more gelatine to the package than any other. We'll refund the purchase price if it fails to please your customers for any reason. Push *Knox Gelatine* for these reasons and because it sells at 15 cents a package, paying you a good profit.

CHARLES B. KNOX CO.

JOHNSTOWN, N.Y.



Your
Attention!



These goods we can highly recommend for quality and attractive style of packages.

The range is a large one, including Ox Tongues, Potted Meats, Galantines, etc., put up in both glass and tin.

Price list on application.

Poulton & Noel Limited

ENGLISH PRESERVED PROVISION MANUFACTURERS
LONDON, ENGLAND

Rose & Laflamme, Limited, Montreal & Toronto
CANADIAN SELLING AGENTS



"KOOTENAY" BRAND

Pure Fruit Jams and Jellies

IN BOTTLES.

They are made from the most luscious and ripened British Columbia Fruits and Cane Sugar.

"Kootenay" Brand preserves to a remarkable degree the natural flavor of the fruit, and invariably satisfies the most particular palate.

Keep a liberal stock of these ready sellers. They are attractively packed and are a profitable line to handle.

KOOTENAY JAM CO., LIMITED

NELSON, B.C.

Agents—Donnelly, Watson & Brown, Ltd., Calgary.



The Original

When You Sell Borden's Brands—

You know, when you sell a customer Eagle Brand Condensed Milk or Peerless Evaporated Cream, that you have sold the best the world produces. Merchants all through Canada find it profitable to specialize on these brands, and besides, they get a lot of satisfaction out of it as well.

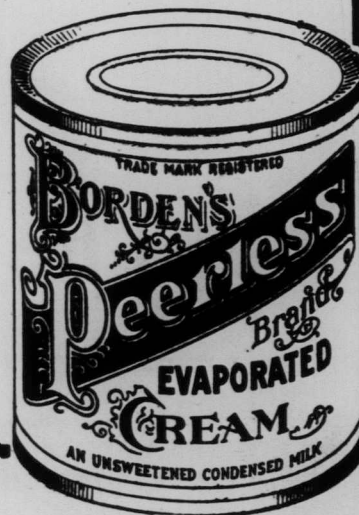
HAS BEEN BEST FOR OVER 50 YEARS.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Vancouver,
Victoria, Nelson and Calgary.



There's Money in Handling Brand's Essences of Beef, Chicken, Veal and Mutton

Peterboro, 9th July, 1910
Thos. O. Baxter

Dear Sir:

Would you please send us by Express, one dozen Brand's Essence of Beef in tin, same as we had before.

There is a growing demand for it. Two new customers are waiting for this lot to arrive.

The case of one man with the worst type of Anaemia has been a great advertiser. It has been a great thing for him, and all his friends are talking about it, so it has a good start now.

You will find enclosed Express Order in payment of last lot.

Your kind attention will oblige,

Yours truly,
A Leading Grocer
(Name on request)

Throughout the world Brand's Specialties have an enormous sale, and we are making a

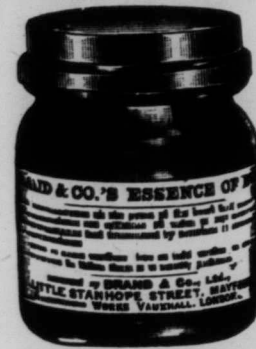
SPECIAL INTRODUCTORY OFFER

to high-class grocers so that we can properly introduce these goods to the Canadian public.

Avail yourself of this favorable opportunity to increase your trade. Our offer has been accepted by practically every merchant to whom it has been made.

Don't think that Brand's Essence is like ordinary meat extracts. It is not "just the same." Brand's is a clear, amber-colored jelly when cool.

Brand's is specially recommended for invalids, and is retained on the stomach when nothing else can be.



Write for particulars to

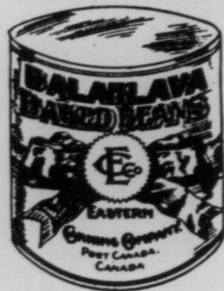
T. O. BAXTER, 25 Front Street East, TORONTO

or H. HUBBARD, 27 Common Street, MONTREAL

BRAND & CO.

Purveyors to
H.M. the King

London, Eng.



Balaklava Brand Beans

You already know them. If you do not, write us for information and prices. If you do know them, see that your stock is kept up.

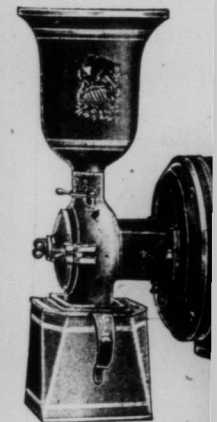
—A WORD TO THE WISE—

The Eastern Canning Co.

Port Canada, N.B.

CANADIAN AGENTS—Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton;
H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

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THE FAMOUS DAYTON SCALE

NOTE THE SPECIAL FEATURES; also note that no other maker can use these but the Dayton. SWIVEL BASE, making the scale to revolve to either side of the counter. LOW PLATFORM, only 7½ in. from the counter. AUTOMATIC THERMOSTATS, regulating the scale in any temperature. DIAL FITTED with BALL BEARINGS, making it very sensitive for small weighings. These Special Features alone make the DAYTON SCALE superior to all others.

There are more DAYTON SCALES sold than all other makes of Computing Scales combined.

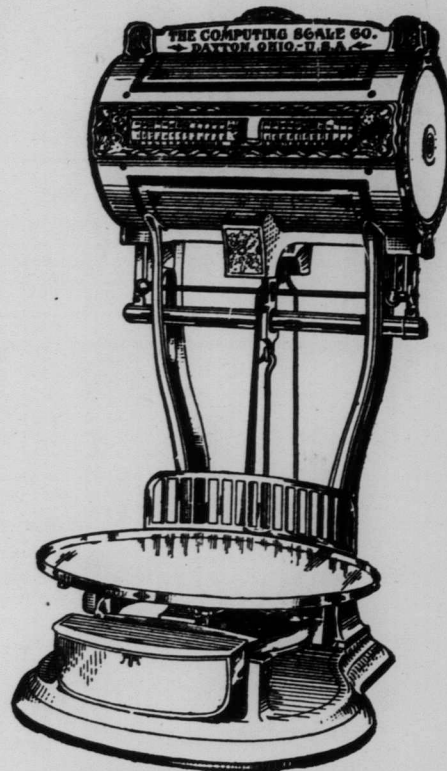
We make a generous allowance for your old Computing Scale.

Write us and get our quotations.

MADE IN CANADA

The Computing Scale Co. of Canada, Limited

164 West King Street, TORONTO, ONT.



Dayton Moneyweight Scale
Note the low platform

The LATEST "Enterprise" Electric Mill

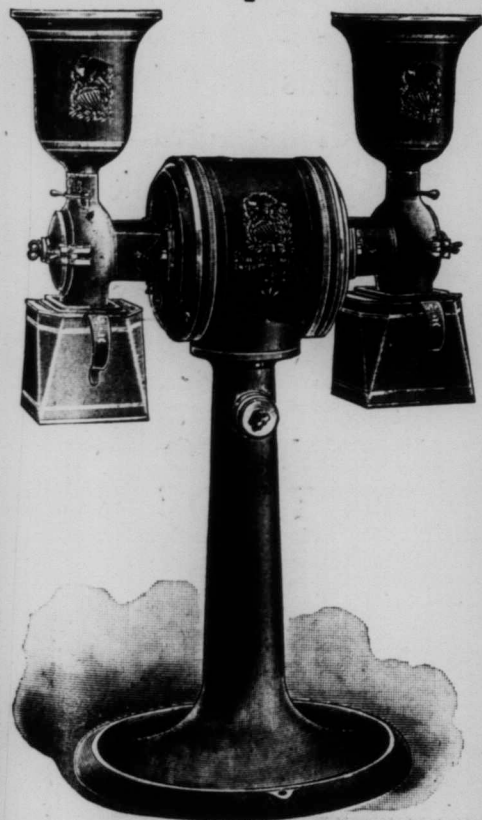
New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

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

21 Murray Street, New York

544 Van Ness Ave., San Francisco



Gossages' Magical Soap

The Best, The Sweetest
and The Cheapest
Free Lathering Soap
in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.



WE WISH TO ANNOUNCE TO THE TRADE that we are in a position to handle a greater volume of business this season than ever before. We pack a full line of high-grade Fruits, Vegetables and Side Lines and are in a position to look after your interests no matter how varied the assortment required. Communicate with us before booking your order. Invest two cents and be convinced that we can save you Dollars.

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

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ADD A ZEST TO THE PLAINEST FARE

In mansion and cottage alike there's
a steady and insistent demand for

Prepared Mustard



and Catsup

They have a distinctive flavor that has made them prime public favorites, and you have our guarantee of absolute purity back of your recommendation to your customer. Keep a liberal stock of the famous "Sterling" Brand Goods—the brand that stands for quality.

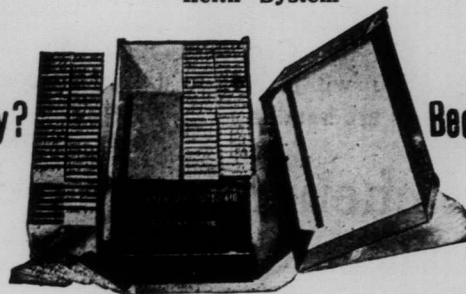
See to your stocks.

The T.A. Lytle Co., Limited

Sterling Road : : TORONTO

Simplicity No Waste of Time **Protection**
No Waste of Money
with the
Keith System

Why?



Because—

1. One simple writing does all the work—takes the order in duplicate or triplicate, gives customer itemized bill of purchase, showing total amount owing to date, and posts the account up-to-the-minute—no further work—no further worry.
2. The slips being numbered in duplicate or triplicate from 1 to 50 in each book, and the past account being carried forward with each order, protects you against forgotten charges, disputes, and the losing or manipulation of slips.
3. It protects your records against fire. No risk to run—customers claim it pays for itself in a few months only.

Write NOW for Catalog G. It explains fully.

The Simple Account Salesbook Co.,

Sole Manufacturers

Also manufacturers of Counter Pads for Store Use

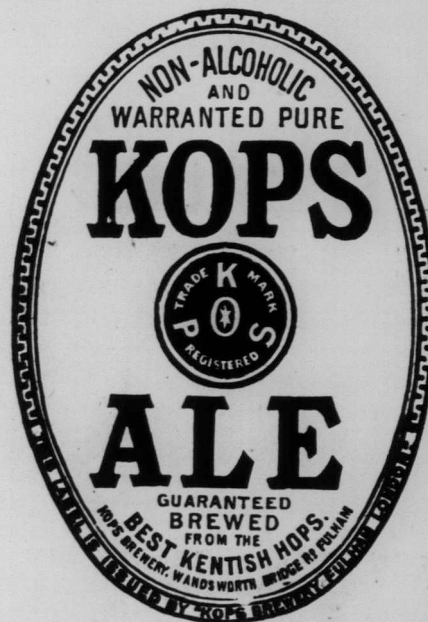
1926 Depot St., Fremont, Ohio, and Hartford, Conn.

Old England's Healthful Drink

The most healthful drink of Old England is KOPS ALE, brewed from fine Kentish Hops. It is in big demand in all parts of the world, and particularly in the Daughter States.

Kops Ale or Kops Stout

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



CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld. The Turner Co., 106 Front Street East, Toronto

KOPS BREWERIES, London S.W., England

Can You Guarantee

the quality of the Canned Goods you are selling? You will be able to talk with conviction if you are handling

"Kitchener" Brand Fruits and Vegetables

We are packers of a full range of these goods, and their quality and flavor will be found unsurpassed!

Ask us for prices before ordering.

THE
Oshawa Canning Co.
LIMITED

Oshawa - - Canada



When over 95% of your customers use

WINDSOR SALT

for table and dairy, what is the use of taking up room in your store with any other brand?

Windsor Salt satisfies everybody, and it's never dead stock on your hands.

The Canadian Salt Co., Limited
WINDSOR, ONTARIO

PERRIN'S

RED LABEL



PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

A
P
Correspo

Do

G

Extra
grade
They
Sugar

The C
Comp

S.

J.

BOYD & CO.

(formerly Watson, Boyd & Co.)

Port of Spain,

TRINIDAD, B.W.I.

Are prepared to receive and handle to best advantage all classes of Canadian Produce, including Hay, Oats, Fish, Flour, etc., etc.

Correspondence Invited.

All Codes Used.

Do You Use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

Importers, Roasters and Grinders

—OF—

COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing our stock get our prices.

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

S. T. NISHIMURA & COMPANY

are receiving shipments of new crop

JAPAN TEAS

by every steamer. Jobbers kindly note.

Offices: Montreal and Shidzuoka, Japan

Northern Ontario Merchants
YOU ARE AFTER LARGER PROFITS

Let us show that
YOU CAN INCREASE
YOUR PROFITS
FROM 5% to 10%

A.J. Young, Ltd.
 Wholesale Grocers and
 Provision Merchants.



WE ARE AFTER YOUR TRADE
OUR GOODS are at
your door

Trade with us to
YOUR ADVANTAGE

North Bay
Cobalt and
Sudbury

EVERY CAN

GUARANTEED

St. Charles

Evaporated Cream
BETTER PROFITS
MORE SALES
SATISFIED CUSTOMERS

With a Good
 Stock of
St. Charles

St. Charles Condensing Co.
 INGERSOLL, ONT., CANADA

Everything About--
Wonderful Soap

will show you that it is the Washday
 Wonder Soap. The Friend of the
 Household.

The packing, the make-up and the quick
 sales have made it the friend of the grocer.

We Have a Proposition to Offer You

One that will work to our mutual advant-
 age. It isn't a long story, but it will prove
 an interesting one. Write for particulars.

The Guelph Soap Co.,
 GUELPH, : : ONT.

TORONTO AGENTS:
MacGREGOR SPECIALTY CO.

PUSH

Shirriff's Flavouring Essences

WHY? Because they have every quality an essence should possess—
STRENGTH, PURITY, FLAVOR. If your Jobber cannot
 supply you, write us direct.

Imperial Extract Co., 8-10-12 Matilda Street, TORONTO



Retails
10c.
 a
 Package.

R
 Soda
 Crisp,
 WH



THE A

Retails
10c.
a
Package.



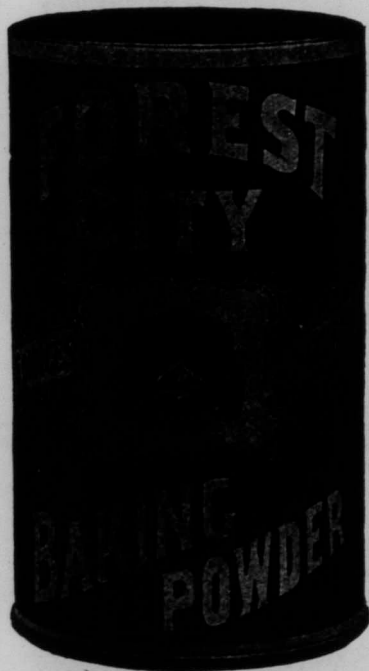
This handsome
package contains
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with a flavor--

Red Label
Soda Crackers,
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Wholesome.

You're sure of their quality, flavor, goodness, cleanliness and freshness.
Manufacturers also of all kinds of dainty and high grade biscuits.

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THE STANDARD
FOR 25 YEARS

6 oz. tins, 75c. doz.
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There is nothing to equal it as a pure, healthful substitute
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We have Specials in—
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St. Lawrence

GRANULATED

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GOLDEN YELLOWS

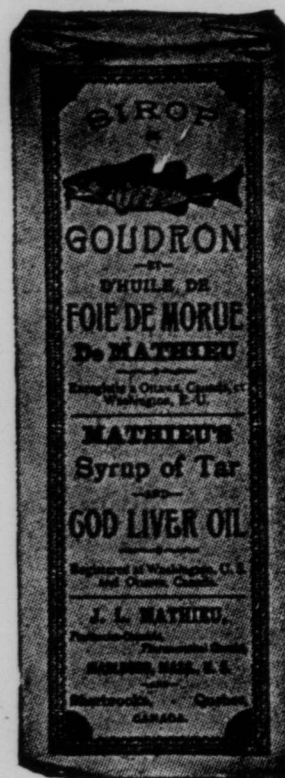
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This is a quick operation and leaves the bag in perfect condition.

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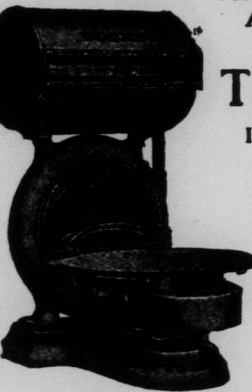
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105 Styles and Sizes
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MAKES DIRT FLY

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"CREST"



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**PREPARED
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75c. doz.

2 doz. ½-lb.
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\$1.40 doz.

2 doz. 10c.
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90c. doz.

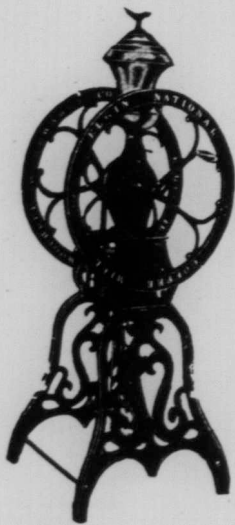
4 dozen 5c.
bottles to
case,
45c. doz.



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by

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**¶ A large tin of small
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Pays the retailer a handsome profit at
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"Bottom like The Top"

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Once a customer, always a customer.

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MONTREAL and TORONTO

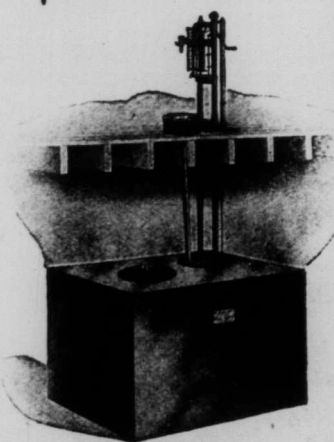
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IF a packer ships more fruit (to a market open to competition) than all other packers, it stands to reason that his raisins are most appreciated.

Segalerva last year was positively the largest shipper of Malaga Table Raisins (Blue Fruit) to Canada.

It's never a mistake to stock what the people want.

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of stocking goods of known quality for which there is a regular and insistent demand.



Queen Quality Pickles

will meet every requirement of your best class trade, because they are real quality goods. Only the freshest and choicest vegetables and other ingredients are used, and QUEEN QUALITY give satisfaction, because of their purity and flavor.

Put up in 10-oz. and 20-oz. bottles.

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Tea from Seed to Leaf
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Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
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**Bordeaux,
France**

The Best Packer of Table Delicacies

700 CASES ASSORTED

Just received into store, including the best variety.

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We can save you money.

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Purest and best line on the market, and by all means the most highly satisfactory to handle.

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It pays to handle a line with distinctive selling features.

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FREE-RUNNING
TABLE
SALT**

recommends itself because it is a first quality article and is put up in a can which is both air-proof and moisture-proof. It runs freely as water (see cut above) through the patent opening, and is unaffected by climatic changes. A perfect salt in a perfect package! Keep a generous supply of "Purity."

It flows as freely as the sands of time.



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Tea is tea just as "eggs are eggs." But people don't buy eggs by guess when they can buy them guaranteed. Don't guess on tea quality.

Buy **"SALADA"**

It's guaranteed both as to quantity and quality.

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			Young, A. J., Ltd. 14



Handsome Interior View of O. Carignan & Fils' Grocery Store, at Three Rivers, Quebec.

Where System Reduces Expense of Retail Grocers

A Business Turnover of \$150,000, With Only Nine Employees, Three of Whom are Delivery Men—Latest Fixtures and Store Equipment Lessens the Cost of Service—Make Turnover Almost Every Month—A Fine Example of a Well-built and Attractive Store.

Three Rivers, Que., Aug. 4.—Selling at retail by sample; making sales over the telephone; eliminating the wooden counter; concentrating and systematizing stock storage—these are dreams of the future for many grocers.

Yet they are actualities, simple everyday facts, in the store of O. Carignan & Fils, Three Rivers, Que.

When the disastrous fire of two years ago wiped out the business section of Three Rivers the former store of this firm was a total loss. Instead of being discouraged, the owners took advantage of the situation to build what they considered to be the finest block in the city. This block consisted of four stores, one of which is devoted to jewelry, a second to crockery and china, a third to boots and shoes, and last, but by no means least, the store occupied by the owners,

the Brothers Carignan. These two young men, P. Lucien and Emile D., are sons of the original proprietor, O. Carignan.

An Old-established Business.

O. Carignan started a grocery store in Three Rivers as long ago as 1865. He was successful, both in business and in gaining the friendship of his associates. This popularity resulted in his election to Parliament at Ottawa.

In 1891 the older son, Lucien, was taken into partnership, and in 1895 Emile also was taken in. Since that date the management has been almost entirely in their hands.

The new store consists of one main floor, a four-storey storehouse, and a roomy barn and stable. The main store, of which the accompanying cut gives some idea, is one of the most beautiful

interiors in any Canadian grocery. The floor is of blue and white mosaic. The woodwork is Flemish oak throughout, which gives a rich tone to the entire store. Even the spice, etc., receptacles are finished in the same way. Mirrors are scattered between the tiers of shelving. The show cases are handsome pieces of furniture, some of them being equipped with a refrigerating compartment. This enables butter and cheese to be displayed without any danger of deterioration.

Even the ceilings are beautifully decorated, and the whole effect is one of artistic and inviting cleanliness.

Store Kept Cool in Summer.

Electric fans keep the interior always cool, even in the hottest summer weather, and the presence of ice in the

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show cases undoubtedly helps considerably in this direction.

As bases for all the show cases, onyx slabs are used, and this stone is used in many places throughout the store. The counters are polished red granite, and add greatly to the general effect.

The receptacles for groceries are the latest improved drops, with a glass front sample compartment. Throughout the store a generous use of mosquito netting keeps the goods free from flies and similar summer pests.

Even the two large central electric chandeliers add to the artistic appearance. They are of unique design and set off the whole store when lighted.

Modern Fixtures Installed.

As to store equipment, it is as modern and complete as money can buy. No effort has been spared to have every modern business aid available, and it is a pleasure to the employes, as well as the customers, to see the economy of labor in every department.

As to the stock distribution in the store, the same systematic work shows. In front is the confectionery and biscuit section, with display shelves of staple groceries on either side. The biscuit receptacle system is complete, and displays the biscuits, etc., to the best advantage. Liquors and tobaccos occupy the back section, also having shelves of staples behind them.

Back of the store proper is the office. This is raised a few feet above the store level, thus enabling a directing eye to be kept on operations in front without leaving the office.

Parcel Wrappers Save Time.

Still further back is the shipping department. Here all packages are done up, whether for delivery by wagon or to a customer in the store. In this way the work is systematized so that all the clerks in front have to do is to find out the wants of the customer and communicate them to the wrapping section. In this way there is a great economy of time and help, as an expert wrapper, with nothing else to do, can fill a great many orders in the course of a day. Also the clerks can wait on almost double the number of customers. For this reason no one ever sees the rush and bustle so prevalent in retail grocery stores. In fact, it seems hard to realize that so much business can be, and is, done in the course of a day's business, and yet have so little noise and bustle.

Give Fine Telephone Service.

The telephone orders now form the bulk of their trade. This has been encouraged by every possible means. Special clerks are assigned to answer the three phones, and special attention is paid to the filling and delivering of these orders. Often fully three-fourths of the day's business is done in this way. When you see a grocer whose customers feel they can depend on a phone order receiving just as much attention, or even more, than if they came to the

store themselves, it speaks louder than words as to what kind of a business he is conducting.

Turnover Nearly Every Month.

O. Carignan & Fils last year did a business of over \$150,000, with almost a monthly stock turnover. Remember, too, that this was all handled by the two members of the firm and but nine employes, three of which drove delivery wagons, thus showing how economically a systematic grocery business can be conducted.

Among the later improvements added are new stables, complete in every way, a new shed for their three wagons, an elevator in the store room, large enough to drive a wagon on, and thus simplifying unloading, silent salesmen of the newest type, and lastly, but far from least, the four-storey store room itself.

The storeroom is a fine fireproof build-

ing, designed to give systematic and sanitary housing to any and every kind of goods necessary to the retail grocer. Even a bonded warehouse for liquors has been added. Taken in connection with the fine concrete cellars, the storing accommodation is as complete as could well be possible. System shows in everything. The size of the various rooms, their position, lighting, etc., all go to show with what care the plans were drawn up.

Taken as a whole, the store is both a delight to the eye and to the man who believes in the future of the grocery business. Taking the size of the city—for Three Rivers has only about 14,000 people—the amount of business done is astonishing, and only goes to show that people do appreciate the man who does all in his power to serve the right goods in the right way and delivers at the right time.

Victoria Grocers Enjoy their Annual Picnic

Grocers, Wholesale and Retail, of a Pacific Coast City Spend a Delightful Day at Sidney—Not the Slightest Hitch Occurred to Mar a Thoroughly Delightful Day—Committee Provided a Merry Whirl of Amusement—There was Something Doing all the Time and Everybody Co-operated—A Resume of the Day's Events.

Victoria, B.C., August 2.—Last year's outing to Sidney proved such a success that the grocers, at their preliminary meeting, unanimously decided to again visit that charming spot. Energetic committees, with A. Brockhurst, president, held many meetings arranging the details of the outing, which proved the most successful in many years. The weather was all that could be desired, a sea breeze tempering the steady heat with delightful effect. All the arrangements at the picnic grounds were complete and were thoroughly appreciated, plenty of hot and cold water was supplied free to those who wanted it.

Practically two thousand railway tickets were sold; a large number of Victoria citizens motored and drove to the grounds, while the residents of Sidney and neighborhood attended en masse. No accident occurred, and nothing but praise for the efficient work of the committee was heard.

The Bicycle Race.

Only those who went out by the 8 o'clock train were in time to see the finish of the bicycle race, Victoria to Sidney. It was won by Tommy Peden, last year's winner of the same event, in 62 minutes, 2½ minutes ahead of the second, Douglas North, and five minutes later, Johnny Peden, a younger brother of Tommy's.

By again winning the race, Tommy becomes the possessor of the \$20 cup presented by the merchants of Sidney. The second prize was a \$10 gold medal, presented by D. H. Roos & Co., grocers.

A baseball game was then played between teams representing the wholesale and retail grocers, which was won by the former.

The retail grocers came back strong in the afternoon and won the tug-of-war, having altogether too much pull for the wholesale men. There were eight men to each team, the personnel of which were as follows:

Wholesalers — Peden (captain), R. Gordon, Cruikshanks, Hueston, H. Hurst, Sherwood, Shanks and Wilson.

Retailers—W. A. Smith (captain), H. O. Kirkham, A. Poole, E. B. Jones, Jeffrey, Slater, Hansow and Liddle.

The Baby Show.

The baby show was a feature that was in a class all by itself. R. Toneri, J. D. Jay and W. H. Smith took their lives into their hands when they consented to act as judges. However, their worst fears were not realized, and they have now cast off the vigilance they assumed after announcing their decisions. Mrs. Dan Peden was the proud mother of the baby girl to whom first honors were given, and the baby boy was the little son of Mr. and Mrs. Percy Cudlip.

Among the races that should be chronicled are the following:

Fat men's race for grocers—1, Jeffrey; 2, E. P. Jones; 3, W. A. Smith.

220 yards, retail grocery clerks—1, Blake; 2, Wilson; 3, Strachen.

Travelers, 100 yards—1, Shanks; 2, Gray; 3, Stan. Okell.

Retail grocers' drivers race—1, A. Kersey; 2, Medwa; 3, Cowan.

100 yards, employers and managers of retail grocers—1, A. Pool; 2, Bayley; 3, H. O. Kirkham.

100 yards, wholesale grocers' employ-ers—1, Robt. Brentchley; 2, W. Peden; 3, Gibbs.

The afternoon ball game between the Sidney nine and the Capitals, of Victoria, went eleven innings, with a win counting for the former team.

A Chinese Race.

On resuming the sports after lunch, a race between Chinamen was suggested, as quite a number were present. Five dollars, and three, were named as first and second prizes, but "John," with his usual habit, tried to raise the figure. Eventually, when convinced that that would be the amount, and satisfied that they would "catch 'em money quick when finishee little run," a half-dozen peeled off their coats and boots, "all samee

took place at 5.30, under the direction of the committee, 375 prizes being drawn for, ranging from \$25 dinner sets, sacks of flour, tea, coffee, wines and spirits, hams and sides of bacon, "big horn" shirts, to bottles of mucilage.

Well-deserved thanks are due T. Lea, manager of the Saunders Grocery Co., for undertaking to receive and distribute these articles.

A goodly number remained for the dance, which was given in the large hall in the Sidney park. The last train landed them in Victoria about midnight, some tired, but all enthusiastic over the good time they had had.

The Committee in Charge.

Those who were responsible for the successful outing were the following:

President, A. Brockhurst; vice-president, J. D. Jay; secretary, S. H. De-

If you haven't been in business long enough to see children grow up to be of customer age, you will have to take my word for it that they soon do it; and on that account, if on no other, they should be treated right.

When a clerk makes a blunder, go over the circumstances carefully in your own mind and see if there is not some link lacking in your protective system against mistakes.

DEATH OF ANDREW GUNN.

Expired Suddenly in a Train Returning From Port Dover.

Toronto, Aug. 4.—Andrew Gunn, president of Gunns, Ltd., died suddenly on Monday morning on the train coming from Port Dover where he had been spending the week-end.

He was born at Beaverton, 52 years ago.



Committee in Charge of the Victoria, B. C., Grocers Picnic and the Judges—Pres. A. Brockhurst is No. 6 From the Left in the Top Row.

white man," tied up their pig tails, and toed the line for 100 yards' run.

There was much chatter and some trouble to get a proper start. They ran fairly well, evidently doing their best. An effort to learn the winners, and hold them still for a photo, did not meet with success; they broke away, and fled as though the camera had been a gun.

Only two entered the contest for the "most comical and best sustained character on the grounds." Mrs. Medina, who represented an ancient-looking colored lady, in torn and shattered garments, won the first prize of \$20.

The tombola was a feature in which much interest was taken. The drawing

Carteret; treasurer, R. Toneri; judges, R. Brenehley, T. Redding, H. O. Kirkham, J. P. Young, A. Pool, P. Cudlip; officials, A. Peden, starter; H. McKelvie, announcer.

FARRINGTON PHILOSOPHY.

Never yield to the temptation to sell a customer poor goods for the sake of the large immediate profit, unless you are running one of the here-to-day-and-gone-to-morrow kind of stores.

It is very important that the clerks appear neat and cleanly while on duty, but it is not so important that they can be allowed to complete their toilets while on duty.

He lived for some time at Woodville, being engaged in the drug business there. Some twenty-three years ago he removed to Toronto, becoming junior partner in the packing firm of D. Gunn, Flavelle & Co., which subsequently, on J. W. Flavelle leaving to become managing director of the Wm. Davies Co., became known as Gunns, Limited. After the death of his brother, Donald Gunn, the president, through an accident last December, he stepped from the vice-presidency to the head position.

John Gunn, Montreal, vice-president of Gunns, Limited, and director and secretary-Treasurer of Gunn, Langlois & Co., Limited, of that city, of which the late Mr. Gunn was vice-president, is a nephew.

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Another Drummers' Snack Outing Belongs to Past

Pretty Oakville the Scene of the Big Attraction — Good-Fellowship and Fun Abounds as Usual—Travelers at Home Whether on the Road, the Stage or the Athletic Field—A Few of the Many Amusing Incidents Chronicled—Back to Oakville in 1911.

Staff Correspondence.

Oakville, Ont., Aug. 3.—“Live, love, laugh and do things worth while” is evidently the motto of the Drummers' Snack Club when they hold their annual outings.

This year Oakville was their Mecca, and men of the grip from Hamilton, Toronto and points in central and western Ontario joined hands again at this pretty spot and made it their home for a night and a day. This mid-summer pilgrimage was first born several years ago at Alton; it has now grown to be a sturdy youth of eighteen summers and more popular than ever. It will soon be old enough to vote.

For the man on the outside to realize just what the Drummers' Snack Club outing really is, he will have to attend one. At its events follow in such quick succession that it is impossible to describe them all—and these are all great events, too. To the uninitiated it is much like the small boy attending the big circus for the first time—he has considerable difficulty watching the three rings at the one time, and yet he wants to “take in” everything.

So with the Drummers' Snack. The Goddess of Pleasure spread her Epicurean wings over the happy throng on the first night and all went merry as a marriage bell. There was something new every minute, and an individual would necessarily have to be a whole crowd in himself—if that were possible—to properly assimilate what occurred and what was said.

The Snack was new for Oakville. Last year Erin was the destination, and prior to that it was Alton—the home of the founder, Wm. Algie. So that Oakville citizens scarcely knew what was coming, because there is no other known outing exactly like that of the Snack. Some were at first dubious; but when they discovered that Jas. L. Hewson, J. C. Ford, Friend Dean and the Chief of Police sanctioned it, they entered into the fun with the rest, and after the last scene was enacted on Saturday evening last pronounced the knights of the grip all good fellows who enjoyed clean, fair and square and orderly sport.

Their Smiles Were Warm.

The weather looked doubtful for a time on Friday afternoon, but Providence was kind, and when the clouds drifted away, after a nice shower, the smiles of the officials of the Snack almost split the paint on the Agricultural Hall in the Oakville exhibition grounds, where the events all happened.

The then president, Bay Hill, of Hamilton, was an early bird on the scene; so was Jack Wildfong, the new president,

from Toronto. In fact, there were drummers here almost all week erecting a stage, the footlings, theatre wings and pews—and a desk or table or manger, or whatever you care to call it, in the Cyclone Cellar. This was once the office of the secretary of the Agricultural Society, but was made really useful by the advance guard of the Snack for themselves later on, and those who followed.

Nobody thinks of troubles, or cares, or sales that might have been, at this outing. Troubles, of course, that do not happen worry one more than those which do, so the drummers and their friends forget the past and live within the present. Hundreds of people from the vil-

lage and from the countryside dropped in to see the fun. Those who heard the concert came again the next day because the service was good. Any idiot can be waited on, but it takes intelligence and skill to serve, and the men on the road are skillful when it comes to serving out amusements.

Algie enlightened him on this point. When the concert began everybody else saw that the bands were stationed there. “Senator” Bay Hill, traveler, orator, inventor, actor, et al, turned on the switch. He appeared in the regulation garb—white trousers, black tie, etc.—and in a powerful address told the thousand or more people assembled that the time had arrived when things must happen. He was given as big an ovation as a ball player who makes a home run or a one-hand catch that ordinarily needs a step-ladder.

The object of the club was the promotion of good fellowship among its members; the outing permitted the drummers to get away for a night and a day from the hum-drum of business cares, to forget competitive business worries and to be boys once again. He complimented Oakville citizens for the interest they had shown and the merchants who had decorated their stores so nicely.

Bay Hill then retired from the stage to make room for the majestic figure of Colonel Stoneman who announced the various items on the program. The “Senator,” said the Colonel, could do this work better than he, but later in the course of events it was made evident that Bay wanted to show the boys his prowess as an actor.

“Hello, you Grandpa!” greeted the Colonel, as he climbed behind the footlights. His duty, he said, was to make those who were slated to appear to come to time.

The concert in general was really a remarkable one. Many Oakville folk say they never attended better. There was professional talent there and talent from the ranks of the commercial men which an outsider would swear to be professional. Everything was good, which proves that the Snack does things worth while.

Mayor of Hamilton Talks.

The Oakville Citizens' brass band received many complimentary bouquets from the musically inclined from a distance. The Oddfellows brass band was here from Hamilton. It too was greatly appreciated but, as Wallace Weese, one of its representatives, remarked at the annual meeting it didn't get enough to do. Mayor McLaren, of Hamilton, related some reminiscences of bygone days with the scene of the plots at Oakville, but he admitted that so far as oratory was concerned he was a has-been compared with Col. Stoneman, “Senator” Hill or Michael Malone.

“The wedding of Sandy McNab,” “My Bonnie Daisy” and other Harry Lauder songs were sung by Harry M.



BAY HILL, Hamilton, Past President of the Drummers' Snack, Actor, Inventor, Orator, Senator, Etc.

The Big Concert Opens.

The first item of importance was the concert. For this Michael Morrison again sold tickets, and Sol Walters, with a window-blind on his lapel, along with Billy Meen, robbed you of them half a minute later.

The Agricultural Hall has a balcony. Billy Cross wanted to know if that was where the folks were fed hay, but Robt.

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Bennett and fell on attentive ears—encores in every case.

Billy Dore bears a reputation as an imitator and in "The Upheaval of Chinatown," he acted the part—to get your laundry you must have check-e, as Bill Johnson discovered. Dore's confreres were Messrs. Wilson, Noble and Hatch.

Dore's theatrical tendencies were further emulated in his imitation songs,



JUDGE JACK WILDFONG,

The New President Who Was a Busy Man at the Famous Outing.

"I'm the softest of the family." and "The boy who stuttered and the girl who lisped."

Margaret Park Wilson, a Toronto contralto was also a favorite. Her solos were in unison with the hearts of the audience and she was recalled on both occasions.

Talent Among the Drummers.

Then followed a funny turn by Harry Ekstein, J. B. Mundie and W. Pringle entitled—so the program said—"The Mocking Bird, Thrush and Bull Frog," but nobody would have thought it. Harry Ekstein would have made an ideal daughter for Dr. Crippen had the famous doctor wanted a daughter instead of a son on his Atlantic voyage—or had he been a woman.

Bert Harvey is, of course, always a shining light at the Snack concerts. He is an honorary member. Among his numbers were "What's the matter with Heinz," "Yip-I-Addie-I-Aye," or it sounded like that, and a humorous descriptive song about the boarding-house fare, all of which captured the audience.

Jack Wildfong, who produced such a hit at Erin a year ago in the role of the school-master "put on" a monologue stunt "The Judge" which was

very clever. Col. Denison and a docket of prisoners couldn't have been more original and entertaining.

Unlike Jeffries, He Came Back.

A silvery solo by M. B. Tufford, the reappearance of Harry Bennett and a selection by the Oddfellows' band of Hamilton, brought the audience to the "big fight." This was a burlesque between a "negro" named Geo. Smye, alias Jack Johnson, and an "Irishman" one Charley Smye, both from the Ambitious City. Each wore grotesque costumes and had a full complement of seconds the most conspicuous of whom were Sol. Walters and Jack Wildfong.

Tex. Rickard (Eddie Dore) announced the great event to the thousands who sat before the grandstand and W. J. Robson handled the watch and bell.

The moment the fight began the vast audience rose like a single man and held its breath. The suspense was intense. The dark man had but few admirers, outside of his seconds. The son of Erin's sod had many. The former was tall and Patrick, his antipodes in height but a game fighter.

"Would he 'come back?'" was on the lips of every supporter of the favorite.

The telegraphic despatches sent out to the expecting world were: "They rush—quickly break away; Jack makes mighty swing with right for head but opponent gauges height correctly and air fanned.

"This is mode of champion; finally he lands one that takes effect and Irishman falls;—1, 2, 3, 4, 5, 6, 7, 8, 9—but he is on feet again, and so endeth first round. Seconds work fast to revive him. Sol. Walters, human siphon, does trick," and so on read the despatches.

To make a long story short, Pat did 'come back,' unlike J. J. J. In the third the 'negro' was counted out and—well the rafters and roof spread out like elastic before the deafening cheers. A stiff punch over the solar plexus ended the suspense and there was nothing too good for the Irish. The defeated pugilist entered a protest against the time-keeper whom he declared was a tenth of a second too rapid in his counting-out calculations.

Romeo and Juliet in burlesque was still another of the funny stunts. For it M. B. Tufford, Harry Ekstein, Mr. Nelligan and M. R. Hill were responsible. No. 2 took the feminine role and played it so cleverly that all the Oakville boys moved up to the front seats to "get onto those eyes." They really looked disconsolate when "she" removed the wig. Past President Bay Hill, as every one knows, is ordinarily funny, but multiply that by a hundred and you have him in this 'stunt.'

Brilliant Fire-Works.

With the bands playing "God Save the King," the assemblage dispersed near the midnight hour. But the end was not yet. The drummers had something more up their sleeves and next

came the fireworks outside the Agricultural building. When the last sky-rocket had died away in the refreshing night air it was bed time—for some. Others of course, are accustomed to retire several hours sooner and still others later.

The good folk at Oakville kindly threw open their doors for the tired drummers and sweet slumbers soon crept over the majority of the visitors.

But on occasions of this nature some have no interest in sleep and there were pyjamas parades to the lake shore, midnight oratory, disturbed slumbers and cold spots on bodies—for the dew was falling fast. But it was all in the fun and everything was taken in the proper spirit. Finally, the night-hawks, too, retired and the Chief of Police slept.

SATURDAY'S OCCURRENCES.

The Annual Meeting.

When the morning of the sixth day arrived, Oakville and its visitors were early astir. It was the big day of the Snack because it included the annual meeting, two ball games, a score of sports and the hundred incidentals which always happen whether billed or not.

After the breaking of the fast came the first order of business—the annual meeting with President M. R. Hill in the chair.

There were letters of regret read by Secretary Robt. Algie from sorrowing members who were not able to attend.



COL. STONEMAN AND COL. COCHRANE,

Who Were Wrecked off the Coast of Oakville 50 Years Ago.

Among these were Billy Colville, J. W. Charles, S. Males, Bill Algie, P. McIntosh, J. M. Gibson, Pres. C. T. A., and R. H. Asher. It was a pleasant surprise, however, when sometime later Bob Asher appeared on the scene in an automobile with his family. He was more than a thousand miles away at

the time is that A sug such left be filed tary for The Presid Vice-I ton. Sec.-T Hamil Toron Oakvil Hamil Wm. Do Chas. W Stonema Wilder. Toront Walters, W. Mad Walter S ter. Execut Sound; Weese, I B: The D new depa stitution The com posed of Geo. Smy McIntosh Madill an At the imously stamping Ellis The P. matic of tween th Toronto, for anot feature e was snaj may be j It was for the T "Joe Ke found his in some C cles. The and while eral innir Hamilton. Toronto when Har Toronto v Roy Ha Wiley pit side and v won his ter, Wile but there fatal. Sol Wa hat, being hitting w. the officia F: Bradsha played a en. The

the time he wrote the letter, but what is that to a Drummer?

A suggestion by Col. Stoneman that such letters as were read from absentees be filed in a scrap book by the secretary for future reference was adopted.

The new officers are:

President—J. H. Wildfong, Toronto.
Vice-President—Geo. Smye, Hamilton.

Sec.-Treasurer—Robt. Algie, Toronto.

Hamilton Sec.—Chas. Smye.

Toronto Sec.—Wm. Meen.

Oakville Sec.—Jas. L. Hewson.

Hamilton Executive—W. Pringle, Wm. Dore, P. A. Somerville, H. Ekstein, Chas. Wilson, R. E. Smith, Col. John Stoneman, M. B. Tufford, S. Male. J. Wilder.

Toronto Executive—W. H. Cross, Sol. Walters, W. J. Mills, Bert Groskurth, W. Madill, G. Campbell, Ed. Colwell, Walter Scott, Chas. Silver, Thos. Gloucester.

Executive at Large—W. Irwin, Owen Sound; Mike Matthews, Barrie; C. C. Weese, Lindsay.

Back to Oakville in 1911.

The Drummers' Snack decided on a new departure—they are to have a constitution and by-laws to be governed by. The committee to look after this is composed of President Wildfong, Vice-Pres. Geo. Smye, M. Malone, Chas. Smye, P. McIntosh, Chas Silver, R. Algie, W. R. Madill and P. A. Somerville.

At the annual meeting it was unanimously decided to make Oakville the stamping ground again for 1911.

Ellis Trophy Sticks to Hamilton.

The P. W. Ellis Trophy Cup, emblematic of the baseball championship between the travelers of Hamilton and Toronto, remains in the former city for another year. The game was the feature event of Saturday morning and was snappy and sharply contested as may be judged from the score, 7 to 5.

It was a case of too much "Hanna" for the Toronto boys. Billie Dore who "Joe Kelleyed" the Hamilton nine found his team incomplete, and called in some Oakville boys to fill the vacancies. They proved to be a good battery and while they played the field for several innings they finished the game for Hamilton. It was a hard game to lose. Toronto lead until the fourth innings when Hamilton put over five runs, while Toronto was unable to do anything with Roy Hanna's "left-paw" delivery. Wiley pitched good ball for the losing side and with better support would have won his game. Algie, Tommy Gloucester, Wiley and Baylis were reliable, but there were a few gaps that proved fatal.

Sol Walters made a new record at the bat, being responsible for one run. His hitting was around 1,500, according to the official scorer.

Fair Eyes on Bradshaw.

Bradshaw, Dore and Kirkpatrick played a strong game for the cup holders. The latter had two runs to his

credit and all three did noble stick work. Bradshaw, of course, could not afford to play loosely with four or five pairs of feminine eyes fixed upon him. Then there was "Hanna," who showed no mercy to the Toronto boys. After all, the gentler sex had a bigger finger in the pie than was noticed at the time.

The teams faced each other as follows:

HAMILTON.—W. Dore, 1st b.; O. Kirkpatrick, p and 2nd b; Bradshaw, c and rf; H. Hanna, rf and c; Mills, cf; F. Tizzard, ss; Robinson, lf; A. Tizzard 3rd b; R. Hanna, 2b and p.

TORONTO.—Wiley, p; Algie, c; T. Gloucester, 1st b; McKenzie, 2nd b; Baylis, lf; Walters, rf; Trebell, 3rd b; Groskurth, cf; Cawthra, ss.

Procession to Beat Barnum's.

The fun stopped for dinner and then came the great calithumpian parade



SOL WALTERS AND HARRY EKSTEIN.

And Somebody Else Unknown to the Outside World, in the Big Procession.

through Oakville streets. To minutely describe this event is one of the few impossibilities. The Drummers augmented by Oakville citizens and a score of small boys constituted the nucleus. But when these got inside the carnival costumes they would have fooled even Inspector Dew or Sherlock Holmes.

Everybody in Oakville must have been lining the line of march to see the procession pass, headed by Bay Hill and Robt. Algie in civilian dress. Close behind them were two real Colonels—Col. Stoneman and Col. Cochrane, about whom a thrilling and interesting tale is related. A half century ago they

were companions together in Hamilton. In fact they roomed and slept together for 5 years. They drifted across the border about that time, but later Col. Stoneman returned. At Oakville on Friday night they were bed-fellows again for the first time in 50 years. Fifty years ago they were wrecked in a rowboat off the coast of Oakville while returning from Toronto, where they had been attending a visit from the British Royal Family. They were like two old lovers who had long been separated—so they walked together in the procession.

The narrowness of the streets hampered the movements of Sol Walters, the beef trust, and it was with difficulty that he rounded the corners. M. B. Tufford was in a similar situation, only his outside clothing was stuffed with bed-ticks, quilts, pillows, cushions, etc. Had he fallen or been shoved over he never could have said: "I took up my bed and walked."

Billy Cross preferred to be effeminate and consequently he also had the Oakville boys in hot pursuit—his one red stocking and the other green were decidedly attractive, but contrary to the new mode of the Paris belles, he did not wear his watch on his ankle, although it was graceful enough.

Then there were kings and queens, princes and princesses, Shakespeares, Jack Johnstons, Red Indians and what-nots. Such a parade Oakville never saw before. Oakville band accompanied it and "did itself proud."

Wildfong Cup Game.

To tell or not to tell—the tale of that afternoon game! Whether it would be better to duly report it, setting forth the gallant efforts of George Smye and his parads, and the equally gallant, though vain attempt of Billy Meen and his stalwarts, or to quietly forget it as an unpleasant dream, casting the official record into—but that's the rub. The score card—those figures, 28—5, stand out too prominently to forget, and though charity demands a touching obituary for the vanquished, in the same measure the victors should receive the spoils. And anyway it was just for fun. It was a burlesque on the great summer sport, and as such it was a big success. Even the score may be passed over as being in keeping with the general tone of the game, therefore, on with the dance.

In the first place George Smye and W. Meen chose the two sides, and apparently the genial secretary picked a bunch of ripe ones even though Sol. Walters, Mike Malone and C. C. Weese were among the number. It would take an Aristides or a Hamilton or Toronto lawyer to explain why the score should have been so wide.

It would be a sweeping statement to say that individually there was such a great difference in the men. It was

simply a case of not getting away with the barrier. Any one of the vanquished will probably assert that had it gone nine innings there would have been a different tale. And the gods of baseball were unkind. Here was every one of the ten men on the defeated side working his head off, but their best efforts could not stem the avalanche of runs. And when at bat, they seemed to be off color to a man, even if the ball might have passed as a baby balloon.

George Ade Needed.

It was a great victory and from a humorous standpoint it was too bad that George Ade was not there to adequately describe it. And yet it is a question whether he could have done justice to Mike Malone's burying his face in the sand behind home plate in an effort to catch a pop foul, or to tell of the disgust that was written all over Sol Walter's face at the exhibition his side gave of how the game is played when luck is against you; likewise to narrate the bravery of Billy Meen who suffered a finger almost broken in a heroic effort to nail a hot liner.

Kirkpatrick was boss of the game as umpire, and they all dropped their tails when he shouted a decision. Back talk did not budge him and everybody was treated alike. The teams were composed as follows, although their positions are not stated for the reason that with the exception of the batteries everyone was playing infield until Bert Harvey, Harry Ekstein, Geo. Smye, C. C. Weese, or a few of the other sluggers threatened to put the pudding out of the lot:

Losers—W. Meen, p; M. Malone, c; W. H. Cross, Lane, W. Scott, C. C. Weese, Sol Walters, O. Wilder, W. R. Madill, W. H. Pringle, (5).

Winners—George Smye, p; Bert Harvey, c; W. Mills, H. Ekstein. J. B. Mundie, A. S. Newlands, P. Somerville, N. A. Gowdy, C. A. E. Colwell, (28).

Was it to Forget the Past?

Tommy Glouster was the busiest man on the grounds, when the races opened. A Hamilton Club member was mean enough to say that he was keeping busy in order to forget the past—the morning ball game. But whether or no his megaphone worked over time in getting the races to-gether. Jack Wildfong was starter. His toy pistol refused to work as often as it did so that he could scarcely depend on it.

G. W. Moore, a director of the C. T. A. and J. C. Ford, Oakville, superintended the finishes. They had many voluntary assistants when the ladies' races were on, and particularly when 7 or 10 prizes were offered—never mind the reason. There were soap, baking powder and tea races, a baby show, a broom ball contest, kicking the football—all for the ladies. The grass at times is slippery you know, and many dresses and stockings and—wore green tints before the sun went down.

Hamilton Wins Tug-of-War.

The big men with the pull were lined up in the tug-of-war, Hamilton vs. To-

ronto. At the outset it looked like a victory for the latter, but Geo. Smye and his men added a little more steam and won out against such lightweights as C. C. Weese, Sol Walters, Bert Harvey, Alex Minto, etc. Tommy Glouster do-noted the prizes.

The walking sprint for travelers was won by H. H. David with V. F. Bradshaw a close second. It was whispered that next day they couldn't walk—the cords under the knees may have been giving them some trouble.

Great Fat Man's Race.

In the fat man's race there certainly was some "blowing" both at the start and the finish—only of a different kind. W. Mills won, with Sol Walters a good second and T. L. Carruthers third.

The 'early call' race or boot race for travelers was won respectively by Fraser, Cross and Malone, and the 'three headed' by E. B. Graham, H. Ross and A. Moore. Bill Cross and his confreres were left at the post.

In the 220 yards dash for travelers the winners were Bert Groskurth, C. Kirkpatrick and Allan Moore.

The boxing in barrels contest in front of the grand stand was another of the funny happenings. It was between Toronto and Hamilton travelers and at the start the Hamilton boys had to go a-begging for Toronto boxers. Bert Groskurth broke the spell, but he walked right in and was shunted out. Michael Malone, Hamilton, won from Scott by a second. Both tumbled, but Mike was late—better to be late than early in that game. Kirkpatrick of Hamilton beat his man, but Johnston, Toronto, tumbled Graham over quite easily.

Fraser won the 100 yards for travelers with Bill Dore second.

There was a side show on the grounds but it was only for the women. They had to throw a ball through a hole in canvas about 10 feet away, and 1 in a score usually went through.

This Was a Quiet Game.

And still there was another 'game' on the grounds heretofore unmentioned. It was played apart from the crowd and near the centre of the Agricultural grounds. It consisted in an effort by a young man to hold a dainty parasol in such a manner as to conceal himself and another individual from the eyes of the prosaic throng. The latter, however, was no respecter of the artistic that day and later decided to run a race over that exact spot.

It was almost 6 of the clock when the fun subsided, after a day unmarred by rain or accident, with the possible exception of a few rents in some of the ladies' clothing.

STAGE AND FIELD SECRETS.

In the races, even the ladies at times discarded their 'corn cribs' and hustled along in stocking feet.

It is really wonderful what a little foresight will do—look at the Cyclone Cellar, it saved several lives.

Did anybody see Jack Wildfong being waited on at the table? His face must be smarting yet.

Dr. Crippen with all his false eyebrows, etc., must take a back seat when the big parade is considered.

One of the drummers was observed turning his socks inside out after one of the races. He was hot and was simply turning the hose on himself.

Many of the girls paid dearly for their whistles—torn dresses and green tinted in sliding to the tape.

Heard in the ball game, Walters to Smye:

"Come on, Mr. Matthewson, shoot 'em over."

"All right, Mr. Wagner, clout it." And once again the great Christy proved a puzzle.

Sol Walters was wearing a banner on the lapel of his coat on Friday night. Some one asked him why he didn't hang it up.

Harry Ekstein, Geo. Smye, Pringle and Mundie formed the rooting brigade in the morning ball game. This explains why Hamilton won.

A Toronto ball player was hit on the hip by a pitched ball — that was a 'base' hit and he went to first.

"Pop" Somerville was coaching his team at third, but when he encroached on second base territory he was chased off the grounds.

"I'm aiming for the thickest place," said Kirkpatrick when he made Sol Walters step back. Sol, nevertheless, made the first hit of the game. "An every day occurrence," he remarked.

Michael Morrison watched the gate this year instead of the Erin bridge. His lungs are just as good as ever.

Mike Malone introduced all the ladies present to his friends.

For a marvel behind the footlights, name Bay Hill.

Billy Meen delegated Bill Cross to the section of the Agricultural Hall where the first prize cabbage are always stored.

The two colonels slept together at Oakville for the first time in 50 years—quite unlike some who didn't go to bed at all.

A special despatch says that Jack Wildfong was positively not in the mid-night parade; he simply saw the "tail" end of it.

A poor reputation for Geo. Smye—he he is a good fellow, but he can't fight.

Charley Smye was missed on Saturday—Jim Jeffries arrived to shake hands with him.

They say that 'misery loves company,' but not so with the Drummers' Snack.

"You don't know nothing," a little Oakville boy was heard to say to a companion. "You don't know what 1, 2, 3, 4, 5 is?" "It's a straight," came from one of the drummers who overheard the question.

Toronto ball tossers had a good pitcher in Wiley, and a good first baseman too—but let us try to forget the past.

C. C. Weese, of Lindsay, was again a prominent figure on the grounds—not a bit thinner.

Oakville citizens now understand the Snack Club better and 1911 will be a record-breaker.

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Established 1886

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PUBLISHED EVERY FRIDAY

NEW PACK CANNED GOODS.

Prices for new pack canned goods are out for the coming season and are published in this week's issue. These prices apply to Ontario and Quebec and deserve the close attention of retailers.

For instance standard peas open at 95c a dozen for second grade and 97½c for first. Last year they opened at 75 to 77½ cents, making a difference of 20 cents. They, however, advanced to more than a dollar before new prices were named. Strawberries are 25c higher than the opening price of a year ago.

Grocers who pay 97½ cents for peas should be careful in setting the retail price. That is more than 8 cents each, and if sold for 3 for a quarter the profit will be practically nothing without considering cost of doing business.

Every retailer should figure out his exact cost and arrange his selling price to give a fair profit on his investment and something for his labor.

WHOLESALE PRICE FOR TWENTY YEARS.

A special report on wholesale prices—Canada between 1890 and 1909, has just been issued from the Department of Labor of the Dominion government.

It was prepared by R. H. Coates, B.A., Associate Editor of the Labor Gazette, and includes charts and tables showing the declines and advances of wholesale prices of practically every article of foodstuff, clothing, household requirements, drugs, lumber, etc., between and including the years above named.

Readers of The Grocer will be interested in knowing that in almost every

case in which our paper quotes prices, these were used by the government.

The price quotations of The Canadian Grocer have such a reputation throughout Canada as being the standard that invariably governments and individuals come to us when past or present quotations are desired.

LOST MONEY IN OVERWEIGHT.

Safeguarding against leakages can be accomplished in more ways than one. There is one instance that is recalled of a grocer who engaged an apprentice—a boy of about 15 years just out of school. As might be expected he did not have a great deal to do at first, but when he had learned prices and was beginning to be useful he was allowed more latitude, but unfortunately he did not appreciate the responsibility that entailed.

The grocer had not impressed upon the boy certain fundamental principles which, young as he was, he would have recognized as important. For instance when weighing goods the beam always went down with a thump when the boy was serving customers. This is an actual case. The boy invariably gave overweight and people found it out and went to him with their orders.

A quiet lecture at the outset would have shown the boy the meaning of profit and loss. Carelessness in this respect manifested itself in other things he did, all of which meant little leakages from the proprietor's treasury.

PREPARE FOR PICKLING SEASON.

Pickling season is not yet here, but it is close enough to warrant the grocer's beginning to think about it. Nothing is going to be gained by waiting until the last moment. How would it be one of these days when business lulls to look over last year's business? Find out how much of each of the different kinds of spices you handled, and how many glass jars were sold.

The scientific grocer of to-day has his business so well in hand that he is able to do this. Then when you know exactly what you did last year you have a basis to work upon. Examine your present stocks. What condition are they in? It is simply a case of knowing your business.

Conditions will probably warrant your attempting a little more this year or possibly you intend to put forth an extra effort. In that case you will need more goods. Go at your business in this way. There is nothing problematical about it. In fact there is no doubt that the majority of grocers are following this plan or something akin to it. But to the others a word of counsel may be of some assistance. Business is business and the grocer who is going

to make the most of his business is he who realizes what is necessary on his part and who is willing to act up to those demands.

FRUIT MUST BE CLEAN.

While the fruit season is now at its height, grocers who have added this department to their business should remember that cleanliness is a consideration that must not be overlooked. It is a more or less general custom to make a display in front of the show windows, a method which is undoubtedly of great benefit to business. At the same time the dust on the roadway is being continually disturbed, and of necessity it must settle on the fruit if unprotected. Flies also show a weakness for berries, cherries, etc., and likewise customers evince a revulsion toward fruit upon which a swarm of flies have settled.

Fine netting will prevent the latter trouble, and will also keep off dust to a certain extent. Customers will not be drawn to fruit which has deteriorated from bruises, over-ripeness or other like causes. Fruit is in greater demand than ever. Strengthen your fruit trade by maintaining a tempting appearance to your display.

BEGGING FOR ORDERS.

Here is a retailer's complaint against some travelers and if the facts are as he represents them, he is quite justified in his attack.

A traveler calls on him for an order, and, failing to sell him a bill of goods by lack of his ability as a salesman or because the merchant is fully stocked in his lines, goes a-begging for an order.

His customary methods are: "I'm away behind this week and would appreciate it very much if you could help me out a little," or "I'm a new man at this job and I want to make good with the firm," and sometimes, "Say, I wish you would give me an order for some thing, no matter how small, just to show the house that I called."

These and other lines of talks are utilized with the commercial man almost on his knees for an order.

In many instances the merchant is too warm hearted and yields by buying something he doesn't actually need. This serves in course of time to antagonize him against the house, and the merchant who ignores the appeal feels the same way by being canvassed in such a manner. Both the traveler and the house are adversely affected by this method of doing business.

An actual case is known to bear out the latter assertion.

If you take for your example nothing higher than yourself how can you hope to improve? You will not shoot any higher than you aim.

Markets—Prices of New Pack Canned Goods Out

Are Published Herewith In Full With Comments—Opening Quotations Are Higher Than Those of Last Year—New Pack of Peas and Raspberries Light—An Advance in Price of Second Grade Sugar — Noticeably Strong Tone to Olive Market—General Review of Markets.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on

QUEBEC MARKETS

POINTERS.

Sugar—Second grades 10c higher. Filberts—1c lower. Canned Goods—Some of the new prices out.

Montreal, Aug. 5th.

The two second grades of granulated sugar are up ten cents. This change occurred late Saturday morning, and was due to the firm condition of the raw market.

The strike seems to have had a depressing effect on trade in general in Montreal, and as a result nearly all the jobbers say that there has been even less business than at this time last year while most of the other weeks this summer have showed an increase. This has been particularly true of the grocery business, both wholesale and retail. Fruit importers have suffered heavily through delays of their goods, and spoiled lots coming in on account of such delays. Now that it is all over business should be much better.

Camping trade has been good among local retailers, and several have taken up the packing of baskets for such expeditions suggested in The Grocer recently. They all report good success as far as they have gone.

EXTRA.

On Thursday the price of refined sugar was reduced 10 cents.

Sugar.—Both Beaver and Imperial lines of granulated, the second grades, are now quoted at \$5, an advance of 10c over last week. This change took place last Saturday, just too late for the issue of last week. A firm market is the order of the day, although jobbers report that sales are much less than could be reasonably looked for at this time of year. However, the present state of the raw market certainly would seem to warrant any reasonable advance which should take place.

Reports from Cuba seem to indicate that there will not be any appreciable increase over last year's output, and if so there is apt to be a still further advance in the States, which usually influences conditions here to a certain extent.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	5 00
" Beaver	5 00
Paris lump, boxes, 100 lbs.	5 95
" 50 lb.	6 05
" 25 lb.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" 100 lb. boxes	5 95
" 50 lb.	6 05
" 25 lb.	6 25
" 5 lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 60
" 50-lb. boxes	5 80
" 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 2 yellow	5 00
No. 1 "	4 90
No. 1 " bags	4 75
Bbls. granulated and yellow may be had at 5c above bag prices.	

Syrup and Molasses.—Possibly it is due to the high price of sugar at present,

but at any rate sales of syrup have increased appreciably this week and seem to be going to do still better. Local jobbers report fine sales for this time of year, and in fairly large individual orders. Retailers likewise say that matters are much improved.

In molasses the call is only for small lots, and they are none too frequent. In fact the situation is almost exactly the opposite of the syrup. Prices in both lines are unchanged.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " barrels	0 38	0 39
" " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 103	0 103
" 1-bbls.	0 03 1/2	0 03 1/2
" 3 1/2-lb. pails	1 80	1 80
" 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz. "	2 85	2 85
" 10-lb. " 1 doz. "	2 75	2 75
" 20-lb. " 1 doz. "	2 70	2 70

Tea.—New arrivals of Japans are coming in much more freely now, and seem to be in good demand. The prices are unsettled as yet, but it seems probable that they will range higher.

There is not a great deal doing in other lines and prices are steady.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
" Medium	0 25	0 28
" Good common	0 21	0 23
" Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
" Pekoe	0 20	0 22
" Pekoe Souchong	0 20	0 22
India—Pekoe Souchong	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
" Hyson	0 20	0 22
" Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—Firmness is still the prevailing tone of the coffee market, in spite of the fact that there is a general slackening in demand. Summer weather is not ideal for the coffee man, but as this is an annual slackening it is not a surprise. Stocks are low, particularly of Rio and Santos, but they are sufficient to meet all requirements.

Mocha	0 18 1/2	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Marsaibo	0 15	0 18

Spices.—This week has marked a slight slackening in the demand for most spices. Gingers and cinnamon still hold their own pretty well, and in view of the satisfactory trade done for some weeks past spice manufacturers have no reason to be dissatisfied.

Prices are steady.

Allspice	Per lb.	0 13	0 18	Ginger, whole	Per lb.	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20		
" ground	0 15	0 19	Mace	0 75			
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60		
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18		
Cream of tartar	0 23	0 32	" white	0 20	0 25		

Dried Fruits.—Prunes furnish the only live proposition in the dried fruit market this week. They seem to continue in their former strong demand. There is also a fair inquiry for Valencia raisins. Stocks in general are much depleted,

particularly in currants. However there is ample to cover the demand.

Currants, fine filistras, per lb., not cleaned	0 06 1/2	0 06 1/2
" " cleaned	0 06 1/2	0 06 1/2
" Patras, per lb.	0 07 1/2	0 08
" Vostizas, per lb.	0 08	0 09
Prunes—		
40-50	0 09	0 09
50-60	0 08	0 08
60-70	0 07	0 07
70-80	0 06 1/2	0 06 1/2
80-90	0 06	0 06
90-100	0 06 1/2	0 06 1/2
Raisins—		
Australian, per lb., (to arrive)	0 08 1/2	0 09
Old seeded raisins	0 90	0 90
" fancy seeded, 1-lb. pkgs.	0 07 1/2	0 08
" loose muscatels, 3-crown, per lb.	0 08 1/2	0 09
" " 4-crown, per lb.	0 07 1/2	0 10
" sultana, per lb.	0 07 1/2	0 10
Malaga table raisins, Rideau clusters, per box	2 25	2 25
Valencia, fine off stalk, per lb.	0 05	0 05
" select, per lb.	0 06	0 06
" 4-crown layers, per lb.	0 06	0 06

Nuts.—Owing to rather too heavy local stocks of filberts, prices of these lines have sagged somewhat, and sales as a result are reported better. In view of the reported shortage of the new crop in Europe it does not look as if prices could continue at their present low level.

Trade in all kinds of nuts is brisk, and seems to be on the increase rather than otherwise. In fact summer trade this year is pronounced much better than last year.

In shell—		
Brazils	0 13 1/2	0 14 1/2
Filberts, Sicily, per lb.	0 09 1/2	0 11 1/2
" Barcelona, per lb.	0 10	0 10 1/2
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Grenobles, per lb.	0 13	0 14 1/2
" Marbots, per lb.	0 12 1/2	0 13
" Cornes, per lb.	0 11 1/2	0 11 1/2
Shelled—		
Almonds, 4-crown selected, per lb.	0 32 1/2	0 35
" 3-crown "	0 31 1/2	0 33
" 2-crown "	0 30	0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Broken	0 23	0 27

Evaporated Apples.—Owing to low stocks there is little doing in evaporated apples. Everyone seems to be waiting for the new crop. A few fair sales are reported, but the grade of the goods is poor, and there seems to be practically none of the better grades on the market.

European inquiries continue to come in and a good trade could be done if the proper grade were forthcoming.

Evaporated apples, prime	0 08
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Beans and Peas.—There are few high grade peas left on the local market and these are being snapped up as soon as offered. Prices are still the same as last week.

In beans the weather seems to be too hot for any great demand. The few inquiries are for small lots to fill immediate requirements and even they are none too frequent.

Ontario prime pea beans, bushel	1 95
Peas, boiling, bag	2 50

Rice and Tapioca.—Quiet but firm, aptly describes the state of both markets. Sales are steady but not large, with little country demand.

Tapioca is particularly firm in the primary markets, and holders do not

seem to matter.

Prices a

Rice, grade B,	
" " "	
" " po	
" " grade c.	
" " "	
" " "	
" " "	
Tapioca, medi	

MONTE

ned goods indicative coming s raspberrie lower than are higher prices. T general a vance are peas, and pected sho sion is th vance.

Meats a of fish, s best of th lines are

Peas, standard	
Peas, sweet wri	
Peas, extra sift	
Peas, gallons	
Pumpkins—3 lb	
Beans, dozen	
Corn, dozen	
Tomatoes, doz	
Strawberries, d	
Raspberries, 2 1/2	
Peaches, 2 1/2, do	
Peaches, 3 1/2, do	
Pears, 2 1/2, doze	
Pears, 3 1/2, doze	
Plums, Greeng	
Plums, Lomb	
Lawtonberries,	
Clover Leaf	
1-lb. flats, per c	
1-lb. flats, per c	
Other salmon	
Ready lunch ve	
Ready lunch ve	
Is	
Roast beef, 1s.	
Roast beef, 2s.	
Stewed ox tail,	
Stewed kidney,	
Stewed kidney,	
Mincod collops	

WINN

the new been anno pected at old lines new stock even impr

Beans, 2s.	
Peas, 2s.	
Cherries	

TORON

list of nev ning conce and will, study by grocer ev prices are

seem to be at all anxious about the matter.

Prices are unchanged in all lines.

Rice, grade B, bags, 250 pounds.....	2 90
" " " 100 "	2 90
" " " 50 "	2 90
" " " pockets 25 pounds.....	3 00
" " " " 12 1/2 pounds.....	3 10
" " " " 100 pounds.....	2 80
" " " " 50 "	2 80
" " " " 25 pounds.....	2 90
" " " " 12 1/2 pounds.....	3 00
Taploca, medium pearl.....	0 05 1/2 0 06

CANNED GOODS

MONTREAL.—Some of the new canned goods prices are out. They are all indicative of a higher market for the coming season. Standard peas and raspberries are the only two which are lower than present prices, although they are higher than last year's opening prices. Two and a half cents is the general advance. The articles to advance are early June and extra sifted peas, and beans. Other prices are expected shortly, and the general impression is that they also will show an advance.

Meats are selling well, and some lines of fish, salmon and sardines being the best of these latter. Prices in these lines are unchanged.

Peas, standard, dozen.....	\$0 97 1/2
Peas, early June, dozen.....	1 12 1/2
Peas, sweet wrinkled, dozen.....	1 10 1 12 1/2
Peas, extra sifted, dozen.....	1 75
Peas, gallons.....	3 87 1/2 3 92 1/2
Pumpkins—3 lb., \$1.00; gallon, \$3.00.....	
Beans, dozen.....	0 92 1/2
Corn, dozen.....	0 90
Tomatoes, dozen (Ontario and Quebec).....	0 55
Strawberries, dozen.....	1 50
Raspberries, 2s, dozen.....	1 77 1/2
Peaches, 2s, dozen.....	1 70
Peaches, 3s, dozen.....	2 65
Pears, 2s, dozen.....	1 65
Pears, 3s, dozen.....	2 40
Plums, Greengage, dozen.....	1 60
Plums, Lombard dozen.....	1 00
Lawtonberries, 2s, dozen.....	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen.....	1 87 1/2
1-lb. flats, per dozen.....	1 30
1-lb. flats, per dozen.....	2 02 1/2
Other salmon—	
Humpbacks, dozen.....	0 95 1 00
Cohoos, dozen.....	1 35 1 40
Red Spring, dozen.....	1 60 1 65
Red Sockeye, dozen.....	1 85 2 00
Lobster Futures—	
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$1.25.....	
1-lb. flats, doz., \$1.50.....	

Compressed corned beef, 1s.....	1 80	Minced collops, 2s.....	2 50
Compressed corned beef, 2s.....	3 15	Corned beef hash, 1s.....	1 60
English brawn, 2s.....	3 00	Corned beef hash, 2s.....	2 80
Boneless pigs' feet, 2s.....	3 00	Jellied hocks, 2s.....	3 50
Ready lunch veal loaf 1s.....	1 30	Jellied hocks, 6s.....	10 00
Ready lunch veal loaf 2s.....	2 40	Paragon ox tongue, 1s.....	7 50
Roast beef, 1s.....	1 80	Paragon ox tongue, 2s.....	8 50
Roast beef, 2s.....	3 15	Paragon ox tongue, 2s.....	9 50
Stewed ox tail, 1s.....	1 60	Paragon lunch tongue 1s.....	4 00
Stewed kidney, 1s.....	1 50	Tongue lunch, 1s.....	3 50
Stewed kidney, 2s.....	2 65	Sliced smoked beef, 1s.....	1 60
Minced collops, 1s.....	1 40	Sliced smoked beef, 1s.....	2 60

WINNIPEG.—The prices for some of the new pack of canned goods have been announced and the others are expected at any time. The demand for the old lines continues good and with the new stocks on the market it should be even improved.

Beans, 2s.....	5 23	Raspberries.....	3 83
Peas, 2s.....	2 23	Strawberries.....	3 28
Cherries.....	4 13		

TORONTO. — Almost the complete list of new pack prices of one large canning concern was issued during the week and will, of course, be a subject for study by the trade. It is evident to the grocer even at a first glance that the prices are fairly high in most cases and

are indeed about what was anticipated some time ago. For instance, a year ago standard peas opened at 77 1/2 cents and went as high as \$1.10. This year they have opened at 95 cents and it remains to be seen what the price will be. From this it will be plain that three for a quarter peas will not be a money-making proposition to the retailer this year and a new arrangement—if this one is in force—of selling to the consumer will likely be the result. However, that remains for future development.

The pack of peas, it is said, will be light and raspberries are none too promising. The old stocks, that is whatever is left of them, are cleaning out rapidly, and even now are practically done. Some new peas have been received, but they were of limited quantity. One jobber remarked that he would not be surprised to see the price of peas raised after the first orders had been filled.

Canned goods have secured such a place in general demand that they are bound to be valuable property before long, particularly in those lines in which there may be a short pack. Strawberries for instance were disappointing. Opinion in that respect seems to be unanimous. The crop itself did not come up to expectations and when it came to packing it there were other conditions that did not serve to improve matters.

The prices for canned salmon have also been forwarded and it may be said of salmon that it is good property. The prices appearing herewith are for single cases and it is to be understood that a reduction of 2 1/2 cents will be made for five-case lots. The salmon run is still receiving consideration and the pack, it is stated, is not going to be more if it is up to the average. Better knowledge will be secured of this later when the end of the run is in sight.

VEGETABLES

Asparagus tips, 2s.....	2 50	Per doz. Group B Group A	2 52 1/2 2 52 1/2
" " (talls) 2s.....	0 90	0 90	0 92 1/2
Beans, Golden Wax, 2s.....	1 25	1 25	1 27 1/2
" " " " 3s.....	1 35	1 35	1 37 1/2
" " " " Refugee or Valentine (Green) 2s.....	0 91	0 91	0 92 1/2
" " " " Refugee Midgets 2s.....	1 25	1 25	1 27 1/2
" " " " " 3s.....	1 35	1 35	1 37 1/2
Beets, sliced, blood red, 2s.....	0 95	0 95	0 97 1/2
" " " " whole blood red, 2s.....	0 95	0 95	0 97 1/2
" " " " sliced, blood red, 3s.....	1 30	1 30	1 32 1/2
" " " " whole, blood red, 3s.....	1 35	1 35	1 37 1/2
" " " " whole, rosebud, 2s.....	1 25	1 25	1 27 1/2
" " " " " 3s.....	1 50	1 50	1 52 1/2
Peas, Standard, size 4, 2s.....	0 95	0 95	0 97 1/2
" " " " Early June, size 3, 2s.....	1 10	1 10	1 12 1/2
" " " " Sweet Wrinkle, size 2, 2s.....	1 15	1 15	1 17 1/2
" " " " Extra fine sifted, size 1, 2s.....	1 72 1/2	1 72 1/2	1 75
Spinach, table, 2s.....	1 25	1 25	1 27 1/2
" " " " 3s.....	1 75	1 75	1 77 1/2
" " " " gal.....	5 00	5 00	5 02 1/2

FRUITS

Cherries, black, not pitted, heavy syrup, 2s.....	1 50	1 52 1/2
" " " " black pitted, heavy syrup, 2s.....	1 90	1 92 1/2
" " " " red, not pitted, heavy syrup, 2s.....	1 50	1 52 1/2
" " " " red pitted, heavy syrup, 2s.....	1 90	1 92 1/2
" " " " white, not pitted, heavy syrup, 2s.....	1 61	1 62 1/2
" " " " white pitted, heavy syrup, 2s.....	2 00	2 02 1/2
" " " " red pitted, gal.....	8 50	8 52 1/2
Raspberries, black, heavy syrup, 2s.....	1 15	1 17 1/2
" " " " black standard, gal.....	7 00	7 02 1/2
" " " " red, heavy syrup 2s.....	1 75	1 77 1/2
" " " " red standard, gal.....	7 00	7 02 1/2
" " " " red, solid pack, gal.....	9 25	9 27 1/2
Rhubarb, preserved, 2s.....	1 50	1 52 1/2
" " " " 3s.....	2 25	2 27 1/2
" " " " standard, gal.....	3 25	3 27 1/2
Strawberries, heavy syrup, 2s.....	1 47 1/2	1 50

Clover Leaf and Horseshoe brands salmon:	
1-lb. talls, dozen.....	2 05
1-lb. flats, dozen 1 37 1/2 1 50	
1-lb. flats, dozen.....	2 15
Other salmon prices are:	
Humpbacks, doz 0 95 1 05	
Cohoos, per doz. 1 50 1 55	
Lobsters, halves, per dozen.....	2 00 2 25
Lobsters, quarters, per dozen.....	1 40

ONTARIO MARKETS

POINTERS—

Canned Goods—Open high.
Sugar—Advance in 2nd Grade.
Olives—Much firmer.

Toronto, Aug. 4, 1910.

A steady satisfactory business seems to be the general tenor of the statements heard throughout the grocery world here. Jobbers affirm that payments are good and that orders are being received in encouraging numbers. These conditions, they believe, are indicative of the general situation, for the retailer orders and pays for the most part only when he can afford to and he receives his money when the mechanic and the farmer are earning and spending it. It would appear that the jobber is the barometer of trade and business conditions. At any rate there is a feeling of satisfaction pervading the wholesale district. Conditions, of course, could be improved, but for the most part they are encouraging. The trade has been harrassed by difficulties which arose directly from the strike and the announcement of its termination was received with profound pleasure. It will be some time, however, before former conditions are fully resumed.

Attention is called particularly in this week's market in the canned goods' prices. They are really the feature of this week's report from the fact that trade is steady just now and is following well beaten paths.

Sugar—An advance of ten cents has been announced in second grade sugars. The Imperial and Beaver granulated are the only two brands affected. It is believed that this step on the part of the manufacturers has been due to the fact that they may have thought they were giving a quality of sugar for which they were not getting sufficient margin. There are no conditions in the primary market that would cause the advance. Jobbers state that these second grades were manufactured to meet the competition of beet sugar. But in the manufacture, raw material was, of course, necessary for the second grade and it might have been used for first grade and would have brought a higher price. This is given as a reason for the advance. The sugar market is steady with active buying still prevailing. Regarding the present visible supply, Willett & Grey have the following:—"Total stock of Europe and America, 1,852,886 tons against 1,911,982 tons last year at the same uneven dates. The decrease of stock is 59,096 tons, against a decrease of 52,313 last week. Total stocks and afloats together show a visible supply of 2,033,886 tons, against 2,126,982 tons last year, or a decrease of 93,096 tons."

Paris lumps, in 100-lb. boxes.....	6 15
" " " " in 50-lb. ".....	6 25
" " " " in 25-lb. ".....	6 45
Red Seal.....	7 30
St. Lawrence "Crystal Diamonds," barrels.....	5 95
" " " " 100 lb. boxes.....	6 15
" " " " 50 lb. boxes.....	6 25
" " " " 25 lb. boxes.....	6 45
" " " " cases, 20-5 boxes.....	7 70
" " " " Dominos, cases, 20-5 boxes.....	7 70
Redpath extra granulated.....	5 30

THE CANADIAN GROCER

Imperial granulated	5 10
St. Lawrence granulated, barrels	5 30
Beaver granulated, bags only	5 10
Acadia granulated (bags and barrels)	5 2
Wallaceburg	5 20
St. Lawrence golden, bbls.	4 90
Bright coffee	5 20
No. 3 yellow	5 10
No. 2 "	5 00
No. 1 "	4 85
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—Business in these articles is still at a minimum, and likely to remain so for a few weeks longer.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 50	" 12 "	5 40
5 lb. tins, 2 doz.		Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, 1 doz.		Molasses—	
in case	2 75	New Orleans,	
20 lb. tins, 1 doz.		medium	0 28 9 30
in case	2 70	New Orleans,	
Barrels, per lb.	0 03	bbls.	0 25 0 28
Half barrels, lb.	0 03	Barbadoes, extra	
Quarter "	0 03	fancy	0 45
Fulls, 38 1/2 lbs. ea.	1 80	Porto Rico	0 45 0 62
" 25 "	1 30	Muscovada	0 30

Dried Fruits — Currants have been moving freely, but otherwise the market has been rather quiet. Raisins are firm. The reports in regard to futures have not changed their color and higher prices are still looked for.

A correspondent in Denia, Spain, says: "Owing to the hot weather prevailing in this raisin district, the fruit will not ripen as it ought, therefore the great part of grape will not be turned to raisin, and as we are so near to the crop, that even if it were to rain, would not be useful, thus making the prices to be high."

Prunes—		Per	
30 to 40, in 25-lb. boxes	0 11	0 11	1/4
40 to 50 "	0 08	0 09	
50 to 60 "	0 06	0 07	1/4
60 to 70 "	0 06	0 07	
70 to 80 "	0 05	0 06	1/4
80 to 90 "	0 05	0 06	
90 to 100 "	0 05	0 06	1/4
Same fruit in 50-lb. boxes 1/2 cent less.			

Apricots—			
Standard	0 14	0 15	
Choice, 25 lb boxes	0 15		
Fancy	0 17	0 20	

Candied and Drained Peels—			
Lemon	0 09	0 11	Citron 0 14 0 17
Orange	0 11	0 12	

Figs—			
Elemes, per lb.	0 08	0 10	
Tapnets	0 03	0 04	
Bag figs	0 03	0 04	
Dried peaches	0 08	0 08	1/4
Dried apples	0 08		
Currants—			
Fine Filiatras	0 06	0 07	Vostizzas 0 08 1/2 0 09
Patras	0 07	0 08	
Uncleaned to le s			

Raisins—			
Sultana	0 05	0 07	
" fancy	0 06	0 07	1/4
" extra fancy	0 08	0 09	
Valencias, selected	0 06	0 06	1/4
Seeded, 1 lb packets, fancy	0 08	0 08	1/4
" 16 oz. packets, choice	0 07	0 07	1/4
" 12 oz.	0 06		
Dates—			
Hallowees	0 05	0 05	Fards choicest 0 10
Saisr	0 05		

Teas—There is a good steady business in teas with a firm tone in the primary market.

Coffee—Normal conditions exist in the coffee markets. The consumption keeps up to the summer average, which is not a high mark.

Rio, roasted	0 12	0 15	Mocha, roasted	0 25	0 28
Santos, roasted	0 13	0 17	Java, roasted	0 27	0 33
Maracaibo, "	0 14	0 20	Rio green	0 10	0 11

Spices—New orders for spices are beginning to be received, but not heavily yet.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 25	0 28
" whole			Allspice	0 14	0 16
black	0 16		" whole	0 14	0 16
Peppers, whole			Mace, ground	0 75	0 80
white	0 23		Mixed pickling		
ginger	0 20	0 25	spices, whole	0 15	0 16
Cinnamon	0 21	0 23	Cassia, whole	0 20	0 25
Nutmeg	0 20	0 30	Celery seed		0 24

Olives—There has been for some time a firmness in the primary olive market that has attracted attention. The following recent article appeared in a prominent New York commercial paper:

It is stated that within the week there has been a considerable quantity of Queen olives of various sizes taken from the local market by western, Canadian Brokerage Co., said yesterday: majority of these purchases are said to have been necessitated by urgent requirements.

Nuts—The feeling of firmness which has characterized this market still obtains. Walnuts and filberts are held firmly with, however, no change in prices.

Almonds, Formigetta	0 11
" Tarragona	0 11 1/2 0 12
shelled	0 32 0 35
Walnuts, Grenoble	0 11
Bordeaux	0 12
" Marbots	0 12
" shelled	0 28 0 30
Filberts	0 12 0 12 1/2
Pecans	0 16 0 18
Brazils	0 15 0 15 1/2
Peanuts, roasted	0 08 0 12 1/2

Rice and Tapioca—This market is firm with the demand steady. Trade is fairly good. There is no change as far as prices are concerned. The trade is quite seasonable.

Rice, stand. B.	Per lb.	
Standard B. from mills, 500 lbs. or over, f.o.b.	0 02 1/2 0 03	
Montreal	2 80	
Rangoon	0 03 0 03 1/2	
Patna	0 05 1/2 0 06 1/2	
Japan	0 04 1/2 0 05	
Java	0 06 0 07	
Carolina	0 10 0 11	
Sago	0 06 1/2 0 06	
Seed tapioca	0 06	
Tapioca, medium pearl	0 05 1/2 0 06	

Beans—The market is quiet with small demands. Reports regarding the new bean crop point to a heavy yield.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

WEST INDIA FISH TRADE.

Merchants in the West Indies, according to the trade commissioner, E. H. S. Flood, like Newfoundland fish. The reason is they are well packed and salted, and the standard weight is well maintained. The fish trade of the West Indies, he says, has been carried on for many years on a consignment basis, and the custom is now so well established that it would be difficult to change it. As most foodstuffs that were in former years consigned to this market are now supplied to order, it would seem that an effort might be successfully made in this direction in regard to fish.

MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Trade takes place at Chatham, N. B., this year on Aug. 17 and 18. W. B. Snowball, Chatham, is the president and E. A. Saunders, Halifax, the acting secretary-treasurer.

AN ERROR.

In the "Frou-Frou" advertisement on page 4 of this issue, the location of the Cape Breton Wholesale Grocery should be set down as Sydney and not Sydney Mines, and W. H. Gillard & Co., Sault Ste. Marie is printed in error as W. J. Gillard.

MANITOBA MARKETS

ADVANCES—

- Rolled oats.
- Orange peel.
- Syrup.

Winnipeg, August 4, 1910.

The tone of the entire market is greatly improved over that of the past few weeks. Since the return of travelers to the field, and also the return of the merchants from the big exhibitions, orders have increased in numbers and in bulk. No community will suffer financially on account of this year's limited wheat yield, and merchants will be enabled to buy quite freely with the money that is already in free circulation everywhere in the west.

The oat market is going up, and with it the price of the rolled product, owing to the outlook for a small yield this year. The future of many lines are uncertain. Just now it is believed that the strong markets that are indicated this week are only the beginning of some sharp and radical advances in prices. It would seem that the importations from U. S. are not coming heavily enough to satisfy the demand for the rapidly-increasing population of this country. The present need of supplies on the part of the merchants during an inopportune period for buying from the standpoint of the western crop condition, clashes with the advancing market quotations elsewhere on the continent. This is the peculiar situation which prevails this week, and the circumstances are rarely observed so prominently as they are at the present time.

Sugar—Owing to the preserving season being later than usual this year and the price of fruits being high, the volume of sugar consumption has been restricted. There will undoubtedly be an increased demand next week. Prices are held moderately firm and some local wholesalers look for a stronger market.

Montreal and B.C. granulated, in bbls.	5 75
" " in sacks	5 70
" yellow, in bbls	5 35
" " in sacks	5 30
icing sugar, in bbls	6 35
" " in boxes	6 55
" " in small quantities	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
" " in small quantities	6 50
Lump, hard, in bbls	6 6
" " in 1-bbls	6 75
" " in 100-lb. cases	6 65

Foreign Dried Fruits—The reported strengthening of prices on all California fruits has been delayed. Although packers continue to talk a stronger prune market, it is believed that there is a good crop, and when they come on the market slacker prices will rule. Last week's reduced prices on California raisins are maintained, while there is a tendency toward a higher currant market. All peels are strengthened, and the following prices are quoted this week. All citron peel is selling at one price just now:

Smyrna Sultana raisins, uncleaned, per lb.	0 06	0 11
" " cleaned, per lb.	0 09	0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 45	
" " select 28's	1 55	
" " layers " 28's	1 75	

California raisins

" "

Raisins, 3 crown	4
" 4 "	4
Prunes, 90-100, lb	80-90
" 70-80	70-80
" 60-70	60-70

Currants uncleaned

" dry, clean	
" wet, clean	
Filiatras	
Pears, per lb.	
Peaches, standard, per lb.	
Peaches, choice, per lb.	
Apricots, choice per lb.	
Plums, pitted, lb	

Syrup and little syrup merchants, although stocking were advanced by lowing quote 10c on all is satisfactory

The oat market is going up, and with it the price of the rolled product, owing to the outlook for a small yield this year. The future of many lines are uncertain. Just now it is believed that the strong markets that are indicated this week are only the beginning of some sharp and radical advances in prices. It would seem that the importations from U. S. are not coming heavily enough to satisfy the demand for the rapidly-increasing population of this country.

Nuts—Th although the tained ratl moving just ordering th nuts have h where. We

Shelled Walnuts, " Almond, Peanuts, Virginia

Rolled O. soar, in vi in the west ing heavily quickly. V

Rolled oats, 80 lb

Tapioca quite uncha tained that be stronger of the plan not heavy the output

Pearl tapioca, pe Sago, per lb.

Beans—V stock heav has not bec urred to n Ontario, an week. The everywhere exportation keep the m

3-lb. picker, per Hand picked, pe

Evaporat short crop pecially c strongly v evaporated this week.

THE CANADIAN GROCER

NOVA SCOTIA MARKETS.

Halifax, N.S., Aug. 4, 1910.

The wholesale grocery trade has been quieter than usual during the past week. The orders from the country districts are smaller, but this is not unusual at this season of the year. The farmers are now busy with their crops.

Butter continues firm despite the fact that the season is a most remarkable one for pasturage, and that lots of butter is being manufactured. The receipts of butter have been somewhat smaller this week, owing to the farmers being otherwise engaged.

The provision men have all the business that they can handle.

There is a marked scarcity of raspberries this season. Only small quantities have been marketed so far, and despite the high price, the demand is good.

Canners have announced that deliveries of canned peas will be only slightly more than half the amount necessary to fill the orders for the wholesale trade. The opening prices for standard peas to the trade will be \$1 to \$1.10 per dozen.

Rolled oats are still advancing, and at the present price it will be necessary for the wholesalers to charge \$5.25 per barrel.

The price of canned corned beef has advanced to \$1.85 for one's and \$3.25 for two's.

Butter—	Pineapples.....	3 00	3 50
Creamery prints	Pork, American	per bbl.....	30 00
Creamery solids	Pork, clear bbl	per lb.....	31 00
per lb.....	Hams smoked	per lb.....	0 25
Dairy, tubs, lb.	Beef, American	per lb.....	23 00
Bananas.....	Codfish, quintal	.....	5 50
Beans, box, wax	Herring, pickled	per bbl.....	5 00
Fresh eggs, doz.	Potatoes—		
Sugars—	P.E. Island, bag	.....	1 35
Extra Standard,	Nova Scotia.....	.....	1 35
granulated	Onions, Spanish	per lb.....	0 02½
Austrian, bags,	Onions, Ameri-	can, per lb.....	0 02½
granulated	Onions, Bermu-	da, per box.....	1 50
Bright yellow	Molasses, fancy	Barbados, bbl.	0 36
No. 1 yellow	Molasses, fancy	Barbados, gal.	0 32
Flour h. wheat	Rolled Oats, bbl	.....	4 75
per bbl.....	Canned goods—		
Flour, Ontario	Peas, std.....	1 00	1 10
blends, bbl.	Corn beef, 1's.	.....	1 85
Cornmeal, bag.	Mediterranean.	4 50	4 75
Rolled oats, bbl.			
Fruits—			
Lemons, Verdill			
Oranges—			
Valencian.....			
Mediterranean.			

NEW BRUNSWICK MARKETS.

St. John, N.B., August 4, 1910.

Quite a few changes were recorded in the local markets during the past week. Molasses has dropped from 31 and 33 cents a gallon to 30 and 31 cents. Pork and lard are also down somewhat, the former being quoted now at \$27.50 to \$28.00 for domestic mess and \$26.75 to \$30.00 for American clear. The figure for lard is now 16 to 16½ cents. Flour, meals and sugar are unchanged. Canadian oats are selling at 52 and 53 cents a bushel.

New potatoes are quoted at 75 to 80 cents a bushel but prices are expected to drop any day now as the shipments from up river points commence to come in. Beef is also down in price, the western grades now selling at 9 to 10½ cents and butchers at 8½ to 10 cents a pound.

Sugar—	Standard gran.	5 40	5 50
Austrian.....	5 30	5 40	
Yellows.....	4 90	5 30	
Flour, Manitoba	7 05	7 15	
" Ontario.	6 05	6 45	
Cornmeal, bags.	1 50	1 60	
bbls.	3 15	3 25	
Oatmeal, bbls.	5 25	5 35	
Buckwheat,			
west, grey, bag	2 90	3 00	
Val. raisins, lb.	0 05½	0 06½	
Cal. raisins, seed-			
ed.....	0 07½	0 08½	
Currants, lb.	0 07	0 07½	
Prunes, lb.	0 05½	0 09	
Molasses, fcy.			
Barbados, gl	0 30	0 31	
Butter, dairy,			
lb.....	0 18	0 20	
Butter, cream-			
ery, lb.....	0 23	0 24	
Eggs, new laid	0 20	0 22	
Eggs, case.....	0 19		
Potatoes, old.	1 25	1 50	
" new, bus	0 15	0 80	
Canned goods—			
Peas, doz.....	1 15	1 55	
Corn, doz.....	0 90	0 95	
Tomatoes, dz	1 00	1 05	
Raspberries,			
dozen.....	1 95	2 05	
Rice, lb.....	0 03½	0 03½	

Beans, hand			
pickled, bus	2 20	2 25	
Beans, yellow			
eye, bus	3 50	3 65	
Cheese, new, lb	0 14	0 14	
Lard, compound			
lb.....	0 14	0 14½	
Lard, pure, lb.	0 17	0 17½	
Bacon, 010	0 18	0 20	
Pork, domestic			
mess.....	27 50	28 00	
Pork, American			
clear.....	26 75	30 00	
Strawberries,			
dozen.....	1 70	1 80	
Salmon, case—			
Red spring.....	6 50	6 75	
Cohoos.....	6 00	6 25	
Peaches, 2's,			
dozen.....	1 75	1 85	
Peaches, 3's,			
dozen.....	2 85	2 95	
Baked beans,			
dozen.....	1 20	1 30	
Fish—			
Cod, dry.....	3 00	4 25	
Herring, salt,			
bbls.....	4 75	5 00	
Bloaters, box	0 85	0 90	
Harbour sal-			
mon, lb.....	0 16		
Fresh Gaspe			
reaux, cwt.....	1 00		

BRITISH COLUMBIA MARKETS.

Vancouver, August 4, 1910.

The feature of the local market, in common with that of other cities, is the sensational jump in the price of flour. It went up from \$7.10 to \$7.20 and is now at \$7.40, and even at this high figure it is not definite that it will remain. Reports from the prairies are that in southern Alberta and southern Manitoba the crop is pretty bad; in fact one man from the former place states that farmers are cutting their grain for fodder. Further north in Alberta and in Saskatchewan the prospects seem to be better, but a big difference will be noted in the general amount from early estimations.

One brand of bacon has reached a record price for Vancouver and is jobbed at 31½ cents, being a jump from 29½c. Hams are 24 to 25 cents, with a brand a cent lower. Cooked ham is up to 30c from 26½ to 27, and even at that there is little profit for the retailer, who has to buy the trimmings, etc., and sell them not.

Good eastern butter in solids brings 26 and 27 cents. Already there is a shortage reported by local creameries in the supply, consequently there will be strong demand in the fall and winter for butter. It is then that commission men and other dealers fall back on the eastern.

Sugar, standard	granulated.....	5 90	
Sugar, imported	.....	5 25	
Val. raisins, lb.	.....	0 05½	
Cal. " " "	.....	0 07½	
Prunes.....	0 05½	0 07½	
Currants.....	0 06½	0 08½	
Dried apricots.	0 11	0 13	
Flour, Standard,			
bbl.....	7 40		
Cornmeal, p. 100			
lbs.....	2 60		
Beans, per lb.	0 03½	0 04½	
Rice, per ton.....	68 00	76 00	
Tapioca, per lb.	.....	0 03½	
Apples, box.....	2 75	3 00	
Evaporated			
apples.....	0 08½		
Butter, Eastern			
dairy in tubs.	.....	0 25	
Butter, Eastern			
dairy, choice..	0 23	0 27	
Butter, local			
creamery.....	0 30		
Eggs, California.	.....	0 28	
Eggs, local.....	0 36		
Cheese, Ontario	0 14½	0 15½	
" Manitoba	0 14		
Bacon.....	0 31½		
Ham, cooked.....	0 30		
Lard, pure.....	0 18½		
Lard, compound	0 17½		
Potatoes—			
Ashcroft, ton.....	30 00		
Local, ton.....	5 00	10 00	
Cal. Burbanks.....	32 00		
Canned Goods—			
Peas, Early June	.....	35	
Tomatoes.....	1 27½		
Corn.....	1 02½		
Apples.....	3 42½		
Strawberries.....	1 75		
Raspberries.....	2 02½		
Canned salmon.	.....	6 50	

The Colonial Trading Co., Ltd., Vancouver, B.C., is succeeded by Geo. A. Neelands.

An agitation has been commenced in England to encourage the growth of the sugar beet.

California raisins, choice seeded in ½-lb. packages	per package.....	0 05½	
" " fancy seeded, in ½-lb. packages	per package.....	0 06	
" " choice seeded in 1-lb. packages	per package.....	0 06½	
" " fancy seeded in 1-lb. packages	per package.....	0 07½	
Raisins, 3 crown muscatels, per lb.	.....	0 06	
Prunes, 90-100, lb.	0 05½		
" 80-90 " "	0 05½		
" 70-80 " "	0 06½		
" 60-70 " "	0 07½		
Prunes, 50-60 " "	0 08		
Prunes, 40-50, lb.	0 09		
Silver prunes, ac.	to quality.....	0 09½	0 12½
Currants uncleaned, loose pack, per lb.	.....	0 06½	
" dry, cleaned, Filiatras, per lb.	.....	0 06½	
" wet, cleaned, per lb.	.....	0 06½	
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	.....	0 07	
Pears, per lb.	0 09	0 15	
Peaches, stand-			
ard, per lb.	0 08		
Peaches, choice.	0 09		
Apricots, stand-			
ard, per lb.	0 15		
Apricots, choice	per lb.....	0 15½	
Plums, pitted, lb	0 11	0 12½	
Nectarines, lb.	.....	0 09½	
Dates, per lb.	.....	0 06½	
Hallows, bulk	.....	0 06½	
Dates, packages	30 in case.....	0 06½	
Figs, per lb.	0 04½	0 05	
Peel, lb., lemon	.....	0 09½	
" orange	.....	0 11	
" citron.	0 14	0 18	

Syrup and Molasses—There is very little syrup going out to western merchants, although wholesalers have been stocking well. The price has been advanced by manufacturers, and the following quotations show an advance of 10c on all syrup. The molasses trade is satisfactory:

Syrups—			
24 2-lb. tins, per case.....	2 15		
12 5-lb. tins, per case.....	2 40		
6 10-lb. tins, per case.....	2 45		
3 20-lb. tins, per case.....	2 55		
Half bbls., per lb.	0 03½		
Barbadoes molasses in ½-bbls., per gal.	0 50		
Gingerbread molasses, ½ bbl., per gal.	0 40		
New Orleans molasses, ½ bbl., per gal.	0 33	0 38	

Nuts—The nut market is rather quiet, although the present quotations are maintained rather firmly. There is little moving just now, but merchants will be ordering the shelled product soon. Peanuts have had an excellent season everywhere. We quote:

Shelled Walnuts, in boxes, per lb.	0 30
" small lots, per lb.	0 31
" Almonds, in boxes, per lb.	0 33
" small lots, per lb.	0 34
Peanuts, Virginia, per lb.	0 11

Rolled Oats—This cereal continues to soar, in view of the limited oat crop in the west. Merchants, too, are ordering heavily, and this has sent prices up quickly. We quote a 10-cent advance:

Rolled oats, 80 lb. sacks, per 80 lbs.	2 00
" 40 " " "	1 65
" 20 " " "	0 53
" 80 " (8, 10s)	2 45

Tapioca and Sago—The market is quite unchanged and the opinion is maintained that next year the market will be stronger, due to the lack of culture of the plants. The trade in the west is not heavy this week, and a revival in the output is expected.

Pearl tapioca, per lb.	0 05½	0 06
Sago, per lb.	0 05	0 04

Beans—Wholesalers are preparing to stock heavily in beans and the market has not been changed. Nothing has occurred to mar the good crop prospect in Ontario, and the old prices rule here this week. The heavy consumption of beans everywhere, and the prospects of heavy exportations to the south, will tend to keep the market rather firm next season.

3-lb. picker, per bushel.....	2 20
Hand picked, per bushel.....	2 30

Evaporated Apples—The report of a short crop of United States apples, especially on the west coast, is more strongly verified this week, and the evaporated stuff is held stiff at 9½ cents this week. No lower prices are in sight.

THE CANADIAN GROCER
 DIRECTORY OF
**Manufacturers, Manufacturers' Agents,
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 "Feather-Light" Brand Baking Powder
 We also carry a full line of TEAS,
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Mail orders promptly attended to.

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 fact that mankind from
 its first appearance on the
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 nature to look for signs;
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 briefly, forcibly, truthfully,
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Do you want live representation?
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The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

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MORE BUSINESS

The quality in every package of **Red Rose Tea** you sell recommends your store for more business.

If your stock of **Red Rose** gets low in any grades while my travellers are on holidays, your order by mail, or by wire at my expense, will have prompt attention.

It Pays to Recommend

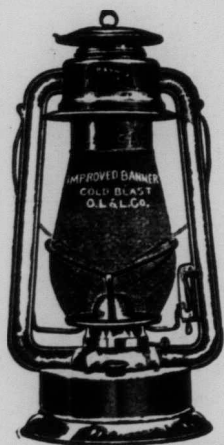
Red Rose Tea

A push on Red Rose
is a push for more business

7 Front Street East,
Toronto, Ont. } Branches
315 William Ave.,
Winnipeg, Man. }

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

"BANNER" 1910



Cold Blast Lantern

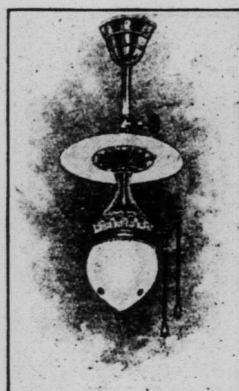
Comparisons may be odious
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Compare OUR Lanterns
with any in the market.

Superior work
will tell

Handled by all Jobbers

Ontario Lantern & Lamp Co.
LIMITED
HAMILTON, - ONTARIO



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; 1/4 cent per hour for 500 candle power. Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way. **Absolutely Safe**, permitted by all insurance companies. **More Light Means More Business.** Delivered ready for any one to install. Write now for circular and special price to merchant direct. For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRICKVILLE, ONT.

McLean's "The Name"

AND THE PACKAGE
TO THE RIGHT

The Canadian Coconut Co.
Sole Makers
MONTREAL



MUST SELL EGGS BY WEIGHT.

New York Official Points to the Law and and Says Retailers Must Conform to it.

Commissioner of the Bureau of Weights and Measures in New York city says that according to the law, eggs must be sold by weight in that city. He says that there is a difference in eggs and that the public is being imposed upon by the present system. The new ordinance governing sales at retail is as follows:

"No person shall sell or offer for sale any commodity or article of merchandise in any market or in the public streets or in any other place in the city of New York at or for a greater weight or measure than the true measure or weight thereof; and all ice, coal, coke, meats, poultry, butter, and butter in prints, provisions, and all other commodities and articles of merchandise (except vegetables sold by the head or bunch) sold in the streets or elsewhere in the city of New York shall be weighed or measured by scales, measure or balances, or in measures duly tested, sealed and marked by the Commissioner of Weights and Measures or an inspector of weights and measures of the said city; provided, that poultry may be offered for sale and sold in other manner than by

weight, but in all cases where the person intending to purchase shall so desire and request poultry shall be weighed as hereinbefore provided. No person shall violate any of the provisions of this section under a penalty of one hundred dollars for each offence.

McClocklin & Naismith, general merchants, Kindersley, Sask., have sold to McEwen Bros.

The retail grocers of San Antonio, Tex., are organizing a co-operative wholesale grocery company with a capital stock of \$100,000. The funds for this purpose have been subscribed and will be put on the market soon.

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO. COA. 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.

No Odor



Common Sense

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

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

Don't Blame the Credit Customer

Blame yourself for that continued loss. Wake up and stop it. Very easily done. Simply get in touch with Allison, that's all.

Allison Coupon Books

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 - 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 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Book are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company, Indianapolis, Ind.



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How is your stock?

SMITH & PROCTOR
HALIFAX, N.S.

Good Lobsters Always Sell ...

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always! Just specify

Golden Crown Lobsters
or
Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. Loggie Co., Limited
Sole Packers
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A Grand Chance For You!

is now offering to place your goods on the booming Western market.

We are here to tell you of the demand, prospects and opportunities which the West is offering right now, and we are ready to handle your goods for you on a reasonable commission basis. Investigate our position! We have the experience, the business ability and the financial standing to do this successfully. We maintain large track warehouses at all the chief distributing centres and have ample storage accommodation.

Write us your needs and wishes—and do so to-day!

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Storage for all classes of merchandise.

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Jams, Jellies, Grape Juice and Catsup

are renowned for the purity of their composition and the excellence of their flavour. But don't accept our unsupported statement! Ask the Department of Inland Revenue for a copy of Bulletin 194, which certifies "E.D.S." products to be 100% all the better-class family trade your way than opportunity! Feature "E.D.S." Brand. It leaves pure. There's no more powerful lever to move a reputation for selling pure foodstuffs. Seize the a well-worth-while profit to the retailer.



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E. D. SMITH

at his own Fruit Farms
WINONA
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is an emblem we are all proud of

GUNNS

Maple Leaf
Brand



Pure
Lard

is the pride of the housewife and chef, and brings orders and still more orders to the discriminating grocer who stocks it.

IT IS UNEQUALLED

Put up in all standard packages.

GUNNS PORK AND BEEF PACKERS
LIMITED TORONTO

G.T. Ry.

DURING the Strike of the employees of this company we must ask our customers to have as much patience as possible. It is impossible to ship freight on this Road, but we can keep you supplied by express, and hope that the difficulty will soon be settled.

Special for Hot Weather Trade
"Star Brand" Cooked Hams

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LIMITED
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THE MILK
Everywhere acknowledged to be
Richest and Best



Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction

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**Breakfast Bacon
Skinned Backs
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Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

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FERGUS, - - ONT.

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Pure Lard—
Boxes, 50 lb
Cases, tins,
" "
" "
Pails, wood
Pails, tin, 5
Tubs, 50 lb
Tierces, 375
Compound Lar
Boxes, 50 lb
Cases, 10-lb
" 5
" 3
Pails, wood
Pails, tin, 5
Tubs, 50 lb
Tierces, 375
Pork—
Heavy Canada
Bean pork, . . .
Canada short
Clear fat back
Heavy flank p
Plate beef, 100
" 900
" 800
Dry Salt Me
Green bacon, 1
Long clear bac
Long clear bac
Hams—
Extra large di
Large class, 14
Medium class,

Slight Increase Announced in Pork Products

Advance is Partially Due to Recent Strike — May Only be Temporary—Eastern Counties are Shipping Cream into United States and This Trade is Growing—Butter, Eggs and Cheese Markets are Normal—Honey is Likely to be Higher in Price This Year, Owing to Decreased Stocks.

The provision market will greet with pleasure the restoration of peace in railway circles, as butter, cheese, eggs and pork products were delayed probably more than any others, by the strike and dealers in these articles hampered a great deal. They state that they will feel the ill effects of the deadlock for some time. One result has been that business has been curtailed to a considerable extent by the holding of stocks at the places where they were produced. There seems to have been a general, though slight weakening in the price of lard. In some quarters it is attributed to decreased demand, and in this respect the same may be said of both butter and eggs, for there has been a slight falling off in the demand for these articles due largely to the summer season.

A large part of the cream produced in the eastern townships of Quebec, is being shipped across the border, and the prospects are that this trade will grow larger. The quality of the poultry now received is not of the highest, and prices have suffered in consequence. The demand is moreover, not heavy.

From Montreal comes a substantiation of a statement in last week's issue, to the effect that honey was a short yield, and higher prices may be expected.

MONTREAL.

Provisions—Trade is only fair in all lines of provisions at present. A slight stimulant has been given the compound lards by an advance of $\frac{1}{2}$ c. Pure lards are $\frac{1}{2}$ c lower, on account of the small call. The rest of the market shows no change, except a slight weakness in dressed hogs. It will be some time before the market regains its old status, as the weather is too warm at present.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 15
Cases, tins, each 10 lbs., per lb.	0 15
" " " " 5 " "	0 15
Pails, wood, 20 lbs. net, per lb.	0 15
Pails, tin, 20 lbs. gross, per lb.	0 15
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 375 lbs., per lb.	0 15
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 13
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 13
" " " " 5 " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 12
Pails, tin, 20 lbs. gross, per lb.	0 12
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 375 lbs., per lb.	0 12
Pork—	
Heavy Canada short cut mess, bbl. 36-45 pieces	30 00
Bean pork	24 00
Canada short cut back pork, bbl. 45-55 pieces	29 50
Clean fat backs	22 50
Heavy flank pork, bbl.	21 00
Piece beef, 100 lb bbls.	9 25
" " 200 "	18 00
" " 300 "	25 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 16
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 14
Hams—	
Extra large size, 25 lb. upwards, lb.	0 17
Large size, 15 to 25 lb., per lb.	0 16
Medium size, 10 to 15 lb., per lb.	0 15

Extra small size, 10 to 15 lbs., per lb.	0 21
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
" " " " small, 9 to 15 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 20
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	10 25
" " dressed, per cwt.	14 00

Butter—The old question of cream exportation to the States is cropping up again, as large as ever. In fact, a recent report from Knowlton, Que., shows that they have abandoned everything in that section except the cream business with the United States. They claim to find it far more remunerative than keeping it here, and making butter. Unless some tariff changes on the part of the United States take place, it looks as if this would develop into a permanent industry.

Prices are slightly firmer this week in dairy butter, ranging a cent higher. Receipts are falling off to a small extent, which is the cause assigned. For the week they are 15,456 packages, as against 16,696 packages same week last year. For the season they are 218,015 packages, as against 193,660 same season last year.

New milk creamery	0 23	0 24
Dairy, tubs, lb.	0 21	0 22
Fresh dairy rolls	0 21	0 22

Cheese—An examination of the exports this year, as compared with the same season last year, shows that they are somewhat lessened, but not to any such extent as was at first supposed. The difference is only a matter of 2,000 boxes. This is, of course, largely due to the competition rising from New Zealand cheese in England. It speaks well for the home product, if at higher prices we still hold the bulk of our trade.

Locally there is no change in the situation. Receipts for the week are 83,249 boxes, as against 93,557 same week last year. The figures for the season are 841,550 boxes, as against 870,530 same season last year, both sets of figures showing a decided falling off.

Quebec, large	0 11
Western, large	0 11
" " twins	0 12
" " small, 20 lbs.	0 12
Old cheese, large	0 13

Eggs—This week seems to have marked the end of the weak egg prices, as selects and No. 1's are both $\frac{1}{2}$ c higher. Receipts falling off to a certain degree, combined with the real shortage of high grade stock are the causes assigned for the change. What with the large receipts coming in dealers were considerably worried until this change took place.

Receipts for the week are 5,359 cases, as against 4,805 cases same week last year. For the season they are 118,450 cases, as against 119,044 cases same season last year.

New laids	0 25
Selects	0 23
No. 1	0 20

Honey—A recent letter from a honey producer to a local house, sums up the situation, perhaps as well as can be done with the information at hand. He says in part "re honey crop would say that the crop in our county (York), is about 30 per cent. of last year's supply. Last year we had in our own apiaries 100 lbs. per colony. This year a bit less than 40 lbs. The quality shows a good average all through, though not quite as heavy in body or light in color as last year. Nearly all of it is flavored with basswood. Prospects for buckwheat are fair, about the same as last year so far. Through Northumberland and some eastern counties of Ontario some good yields are reported, but such localities are the exception rather than the rule. We believe the Ontario crop will be less than half what it was last year."

Local men say that in a slightly less degree the same is true of Quebec honey, and there is likely to be a stronger market than last year. At present prices show no signs of change, though the situation is gradually becoming known.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11
Buckwheat comb	0 12	0 13

TORONTO.

Provisions—While the price of live hogs has dropped for the present the pork product market is considerably firmer, and an increase of $\frac{1}{2}$ c has been announced in some lines. The railway trouble had an effect on the market, but conditions should soon revert to their former level. Packers state that there is no shortage of hogs throughout the country, but deliveries have been light of late on account of the strike. As a result there has been a shortage of supplies, with a consequent tightening of quotations. Trade has been well up to the average.

Long clear bacon, per lb.	0 15
Smoked breakfast bacon, per lb.	0 20
Pickled shoulder	0 13
Roll bacon, per lb.	0 16
Light hams, per lb.	0 19
Medium hams, per lb.	0 19
Large hams, per lb.	0 18
Cooked hams	0 27
Fresh shoulder hams	0 13
Shoulder butts	0 17
Backs, plain, per lb.	0 19
" " pes meal	0 19
Heavy mess pork, per bbl.	28 00
Short cut, per bbl.	28 00
Lard, tierces, per lb.	0 14
" " tubs	0 15
" " pails	0 15
" " compounds, per lb.	0 11
Live hogs, at country points	9 00
Live hogs, local	9 40
Dressed hogs	12 10

Butter—The butter market is rather quiet. There is no export demand. Quality is reported good, and this year has found more creamery butter on the market, while the inferior dairy grades have become scarcer. The price is about the same and production has declined slightly.

Fresh creamery print	Per lb.	0 23	0 24
Farmers separator butter	0 19	0 20	
Dairy prints, choice	0 18	0 19	
No. 1 tubs or boxes	0 19	0 20	
No. 2 tubs or boxes	0 17	0 18	

Eggs—There has been but little change in the egg market. The quality has not improved to any appreciable extent, and packers state that there is still a good deal of waste. Delay due to railway inconvenience was responsible in some cases. While there has been no change in prices, the feeling is slightly firmer. The demand is not as heavy as it has been. Production has fallen off slightly, but it is expected to be high again in a few weeks.

Selects.....	0 21	0 22
Fresh eggs, doz.....	0 16	0 20
Second grade, doz.....	0 17	0 18
Chips, doz.....	0 16	

Cheese—Cheese is moving freely, with a fair export trade. The price paid at country boards has been about 10¢. The local demand is only normal, and the prices like the whole market have not changed since a week ago.

Old cheese—	White.....	0 14
Large.....	0 12½	New cheese—
Twins.....	0 13	0 13½
Stiltons.....	0 15	0 16
	Large.....	0 11½
	Twins.....	0 11½

Poultry—Deliveries have been more active, but the quality has deteriorated. Both these reasons explain the decreased prices.

Spring broilers, live.....	0 13	0 14
Hens, per lb. live.....	0 11	0 12
Turkeys, per lb., large, dressed.....	0 19	0 20
Spring duck, lb., live.....	0 12	0 13

Honey—Demand for honey has not yet improved. Prices are a little lower as the result of honey coming on the market. However, the reports generally received are that the production is not as heavy as last year.

Clover honey, extracted, 60 lb. cans.....	0 10	0 10½
" " " 10 lb. pails.....	0 10½	0 11
" " " 5 lb. pails.....	0 10½	0 11
" " comb, per dozen.....	1 75	
Buckwheat honey, lb.....	0 06½	



MAPLEINE

(Maple Flavor)

This is a strictly high-grade maple flavor, made of absolutely pure materials, and possesses the genuine rich flavor of the maple.

One ounce of Mapleine makes a gallon of delicious syrup. For manufacturing purposes it is positively unexcelled.

Send for Free Sample

Frederick E. Robson & Co.

26 Front St. E., Toronto

CARTER'S

EXTRA CONCENTRATED

LEMON SYRUP

"BIG WHEEL"

LEMONADE.

CRYSTALS OR POWDER.

H. W. CARTER & CO., LTD., The Old Refinery, BRISTOL, ENG.

KEEP POSTED ON SUGAR

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

SMITH & SCHIPPER, Co. 138 Front Street, NEW YORK



USE PLENTY OF

WILSON'S FLY PADS

on Wednesday afternoons and over Sundays and keep your store as free from flies as possible.

Quality and Consistency

are the two things to bear in mind regarding our biscuits. Always good and always equally good. A steady money-maker.

THE CANADIAN BISCUIT CO., :: LA PERADE, QUE.

SUC
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96-104

FIRST
AND
STILL
THE
BEST



PURE GOODS.

It is the duty of every grocer to supply to his trade the purest and best goods that can be obtained. Government scientists, after careful study of the effects of Alum when used in foods, have declared it to be injurious to the digestive organs. Alum is used in baking powder to reduce the cost of manufacture. Magic Baking Powder is guaranteed to be pure and wholesome. Profit is good when purchased in proper quantities.



MAGIC BAKING POWDER CONTAINS NO ALUM.

MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does **NOT** contain Alum.

E. W. Gillett Co. Ltd.

Winnipeg.

TORONTO, ONT.

Montreal.

It is a Delicate Matter

to tell a successful merchant that we know how to handle his accounts better than he does himself. Yet our record of more than 60,000 systems sold in six years proves that we are right when we tell **you** that we can save **you Time, Labor and Money** and that the saving effected will pay for the McCaskey Account Register System several times in the first year it is in your store.

Will you listen and learn about it? A postal card will bring you information, Free.

DOMINION REGISTER CO., Limited

Manufacturers of Duplicating and Triplicating
Sales Books in all varieties.

96-104 Spadina Avenue - TORONTO, Can.

FIRST
AND
STILL
THE
BEST



MADE IN CANADA

Clarks Potted Meats

This warm weather Potted Meats are in great demand. Are your customers aware of the time and trouble they save?

SUGGEST

Clarks Potted Meats

They will please, as their flavor and quality are perfection.

Packed in assorted cases if so ordered.

Your Jobber handles them.

Wm. Clark - Montreal

Manufacturer of High-Grade
Food Specialties

HOLDS ITS OWN

against all comers, with constantly increasing sales—larger this year than any year in the history of the business—

Shredded Wheat

the only breakfast cereal made in biscuit form, and the only cereal that forms a wholesome combination with fruits.

The Shredded Wheat business is built solidly and sanely upon educational advertising—the only kind that lasts—no premiums, no prizes, no bribes—no deals that force sales beyond the natural demand—nothing but a “square deal” for grocer and consumer. In August tell your customers to make their “meat” Shredded Wheat.

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ontario



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.
MONTREAL

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS for Manitoba, Saskatchewan, Alberta and British Columbia:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

Adva

With the crop had 1 at first was going ginal estir feeling of price decli wheat w: Tuesday o 1.01½ cent tone to tl those who ket expec The first Ontario w course is the showi quite encor Ontario ing \$3.90 f ed only \$3 yet for the price drop: same direc expected t Oats hav have now though On in good cc is worse firmness p

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

“Diamond” and “Elite”

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

J. A. Taylor Montreal R. S. Meindoe Toronto Joe. E. Huxley Winnipeg Arthur Nelson Vancouver Arthur M. Loucks Ottawa R. G. Bodington Calgary

Flour.—F week, but tone, and last quota Demand local and c Winter w some buye their requi Foreign but shows

Winter wheat p Straight rollers, Extra, bbl. Manitoba spring ston

Rolled O the rolled week. Pric slightly we ther slack.

In the mi cided stren for shorts, said to be but to a c mand.

Fine oatmeal, b Standard oatme Granulated " Golddust cornm Bolted cornmeal Rolled oats, bag bar

Flour.—L hampered to way strike. pendent upo get grain cases it is of a tempo: These insta and the gen

Advance in the Price of Rolled Oats Announced

**Western Crop Conditions Have Effect of Strengthening the Market—Fifteen Cents Was the Amount of the Increase—
Railway Trouble is Causing Inconvenience in Many Quarters
—Wheat Market Weakens Under More Hopeful Crop Reports
—Possesses Firm Tone, However.**

With the realization that the western crop had not suffered as severely as was at first believed and that the yield was going to come nearer the original estimates, there has been a better feeling of security in the market with price declining. On July 21st October wheat was quoted at 1.11½c and on Tuesday of this week it had dropped to 1.01½ cents. There is a much healthier tone to the western wheat outlook and those who have been following the market expect about 100 million bushels. The first cutting of both western and Ontario wheat has been begun, but of course is not yet general. Reports of the showing of these fields have been quite encouraging.

Ontario flour is firm. Millers are asking \$3.90 for export, but are being offered only \$3.75. There is no export trade yet for the reason that as the Canadian price drops that at Liverpool takes the same direction. Conditions, however, are expected to improve in a short time.

Oats have been up as high as 49c but have now dropped to below 40c. Although Ontario oats have come through in good condition the crop in the west is worse than wheat and a feeling of firmness prevails.

MONTREAL.

Flour.—Flours are unchanged this week, but the market shows a firm tone, and prices are fully maintained at last quotations.

Demand continues strong, both from local and country buyers.

Winter wheat supplies are short, and some buyers report difficulty in filling their requirements.

Foreign demand is still rather light, but shows symptoms of an improvement.

Winter wheat patents, bbl.....	5 75
Straight rollers, bb.....	5 80
Extra, bbl.....	5 50
Manitoba spring wheat patents, bbl.....	6 30
strong bakers, bbl.....	5 80

Rolled Oats.—There is little doing in the rolled oat and cornmeal market this week. Prices are steady, but with a slightly weaker tone, as demand is rather slack.

In the millfeed market prices show decided strength, and are now about \$24 for shorts, and \$22 for bran. This is said to be due not to a short supply, but to a considerable increase in demand.

Fine oatmeal, bags.....	2 42½
Standard oatmeal, bags.....	2 42½
Granulated ".....	2 42½
Golddust cornmeal, 98-lb. bags.....	2 10
Bolted cornmeal, 100-bags.....	1 70
Rolled oats, bags.....	3 20
barrels.....	4 65

TORONTO.

Flour.—Local mills have of late been hampered to a certain extent by the railway strike. Those who were most dependent upon the G.T.R. were unable to get grain in or flour out and in some cases it is said to have been the cause of a temporary cessation of business. These instances are, however, not many and the general opinion from the millers

is that the strike has not had a great effect. Of course now that the strike is settled no further inconvenience will be observed. Business is reported fair with prices apparently going to remain at their present figure. Although the advance was rapid it is stated by the millers to have been practically necessary in order to allow them a profit, and while the wheat market has weakened considerably of late a decline in the price of flour does not necessarily follow as it did the upward movement. Local millers do not anticipate any movement for some time yet.

Manitoba Wheat.	
1st Patent, in car lots.....	6 23
2nd Patent, in car lots.....	5 70
Strong bakers, in car lots.....	5 50
Feed flour, in car lots.....	3 10 3 30
2 cents dearer in bbls.	

Winter Wheat.	
Straight roller.....	5 20 5 25
Patents.....	5 30 5 35
Blended.....	5 10 5 15

Rolled Oats.—During the week rolled oats were advanced fifteen cents and occupy a strong position. The increase was expected from the fact that the western oat crop has suffered considerably.

Rolled oats, small lots, 90 lb. sacks.....	2 45
25 bags to car lots.....	2 35
Rolled wheat, small lots, 100 lb. bris.....	3 10
25 bris. to car lots.....	3 00
Standard and granulated oatmeal, 48 lb. sacks.....	2 65

TRADE NOTES.

Bradley and Black is the name of a new firm of grocers in New Michel, B.C. It is composed of B. Bradley and G. E. Black. The bakery business carried on by Mr. Black for the past 18 months will be maintained.

J. C. Sullivan, T. B. Maniece, John Speer, James R. Bell, Wm. Collins and M. Crowley, a number of Peterboro's grocers, have decided upon a Thursday half holiday during August.

H. F. Weber, New Michel, B.C., is enlarging his store and is going to instal a line of groceries and hardware. Mr. Weber now carries a heavy stock of dry-goods and has recently engaged a man from Toronto to take over this department.

F. S. Titus, who kept a general store in Campbellton, N. S., and was burned out in the recent fire, left last week for the west accompanied by his brother, C. W. Titus. They will go first to Winnipeg and then to Saskatoon, looking over the ground with a view to deciding whether or not they will locate there. Should the west not prove attractive to him, Mr. Titus will return to Campbellton and rebuild.

H. P. Allison, grocer, Bouck's Hill, Ont., has purchased the stock and rented the premises of T. O. Keys, Inkerman, and will move to the latter place in the course of a week's time. Mr. Allison began business in Bouck's Hill four years ago and has been successful. Seven years ago he was clerking in Inkerman with Mr. Keys with whom he remained for three years. The latter is retiring from business to attend to his farm which is about two miles distant from Inkerman.



There's a difference in the taste of a "Perfection" Cracker which distinguishes it from every other Soda Biscuit.

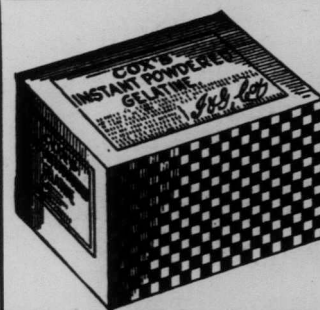
The difference begins by the better mixing of the choicest materials, and by the better baking of the biscuit in modern sanitary ovens.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness and excludes all dust and dirt.

Replenish your stocks to-day.

The MOONEY BISCUIT & CANDY CO., LTD.

Stratford and Winnipeg



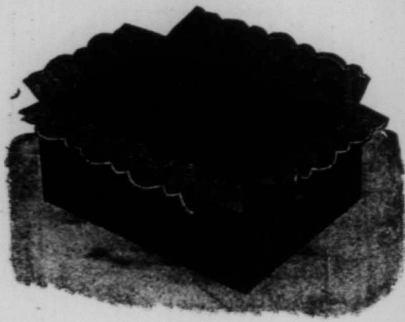
COX'S GELATINE

The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

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

CANADIAN AGENTS
C. E. Colson & Son, Montreal A. P. Tippet & Co., Montreal



A Come-Back Proposition

That's the kind you want in every department.

But in your Candy Section especially is it advisable to have a particular brand, a special line, that will bring customers to your store again.

There's a "something" about our

Chocolate "BORDO"

that seems to guarantee a "come-back," for customers never tire of its deliciousness.

You can readily see how it is to your advantage, in more ways than one, to have it in stock at all times.

By postaling us you can secure a trial supply on short notice.

The Montreal Biscuit Co.

(The Originators)

Brewster Ave.

MONTREAL.

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulterations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

Oval Butter Dishes

Write us for Prices

Graham Bros. & Co., Kinmount, Ont.

The GRAY, YOUNG & SPARLING CO., Limited

**SALT
MANUFACTURERS**

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert,
Oka, Parmesan, Idam, Stilton.

WE ARE SPECIALISTS FOR THE TRADE.

Write, Wire or Phone.

THE ST. LAWRENCE GROCERY
395 St. Lawrence Boulevard Montreal

NO CHEMICALS are used in the manufacture of

EPPS'S COCOA

Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.

'MILENIA MILK CHOCOLATE

Epps's

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

MADE WITH FULL-CREAM MILK.

Special Agents: C. E. COLSON & SON, Montreal

Nova Scotia: E. B. ADAMS, Halifax.

Manitoba: BUCHANAN & CORDON, Winnipeg

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order our expense

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bessacours Market, - Montreal

WE SELL FEATHERS TO

THE HODGSON GUM CO.

896 St. Lawrence St. MONTREAL

Makers of High Class Gums at
Popular Prices. Write for Samples
and Quotations.

We make special brands to order.

*Is it that you don't
want more profits?*

TILL you hired John, salesmen seemed a pretty poor lot. Till the "Iron Horse" came, our granddads felt quite cosy, thank you, in their rickety stage coach.

* * * *

For many years you have been buying flour from X and Y—they treat you "square"—customers seem satisfied—let the sleeping dog lie.

You don't want to change, Brother Grocer?

Can it be that you *don't* want more profits?

Your customers, maybe, don't know what a good flour really means.

All flours seem alike to them—all bread poor stuff.

Can't you see that you are reducing your *possible* profits by sticking to "just flour" because "feyther did?"

Your flour consumption is at a standstill, Brother Grocer.

Look at your sales for a few years back—compare results for stated periods. Has your turnover increased—has it increased in line with the population—as it *should*?

* * * *

Some day, *unless you do it first*, your custom will try FIVE ROSES flour and awake to wonderful bread and pastry possibilities.

They'll wonder why *you* didn't give them the best on the market, they are paying you to *buy for them*.

And the excellence of FIVE ROSES will make *two* barrels disappear where only *one* was consumed.

And somebody will have the sale, and the profit, and the goodwill. Seize the opportunity now, Brother Grocer.

A word to the FIVE ROSES salesman—a postal, maybe. That's all there is between you and more sales.

and when your *first* FIVE ROSES shipment comes in—then "your ship comes in."

If FIVE ROSES has awakened the ambition and the enthusiasm of thousands of successful merchants, why shouldn't it do the same for YOU?

Look at it this way, Brother Grocer.

If you leave it till to-morrow—why, you lose one day's *extra* profits. And every day you put it off, you are losing *more and more*.

Don't let *your* turnover suffer—act NOW.



*FIVE
ROSES
FLOUR*

LAKE OF THE WOODS MILLING CO., LTD.

Makers of FIVE ROSES Flour
Montreal


BLACK JACK
QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL JOBBERS

4-lb. tins—3 doz. in case.




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 kind 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 THIS PAPER

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

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

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Gooders, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. Ashley, Winnipeg.
Geo. A. Stone, 84 Inns of Court Buildings, Vancouver, B.C.

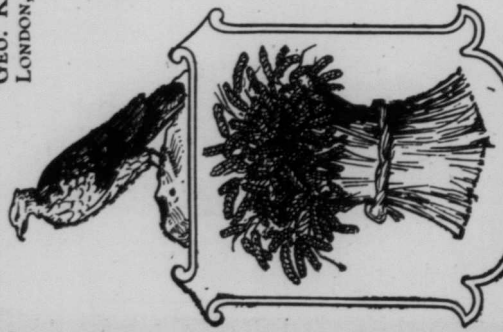
HAVE A PLAN. The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner. Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—System.

SUPPLIERS TO THE BRITISH GOVERNMENT

Dainty Novelties
Splendid Selling Lines
KEMP'S
BISCUITS
YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS
H. COLLINGS & CO.
16 Philpot Lane, E.C., London, Eng.



FOR QUALITY

Experi

Kamloops possibly a the Domin question of for horses Some of tl for years l delivering, l drays with haul as he more rapid

A grocer at work eve ed to surre auto delive because of many of th

In this Stevens & merchants o They have l continuously exception of est part of weather affe a heated ga time if the the members average exp ing the past a month or a horse and to use two h a third was

Satisf

In point c has been no the auto doe horses that these grocers ally no mean applies to a enough to ma an auto. Ap old time met expense there auto delivery mend it for it affords a r are rushed t in autos, the days having pile.

It is also c tising medi through its n- able impressi of persons s those at who has proved a from the test and with pro called upon. sents is the qu —chauffeur if

Experience of Western Grocers with Auto Delivery

Claim That Cost of Maintenance is no More Than That of One Horse and Wagon — They Formerly Kept Two Horses and Sometimes Three Were Necessary For Adequate Delivery — Claimed to be a Good Advertisement.

Kamloops, B. C., Aug. 4.—There are possibly a number of grocers throughout the Dominion who are considering the question of substituting the automobile for horses in the delivery of goods. Some of the large general stores have for years been using them not only in delivering, but even replacing their heavy drays with stout trucks which not only haul as heavy loads, but do so much more rapidly.

A grocer who has two or three horses at work every day may have been tempted to surrender to the idea of buying an auto delivery vehicle but stopped short because of the fact that there are not many of them in general use.

In this regard the experience of Stevens & Allan, grocers and provision merchants of Kamloops, is interesting. They have had an auto delivery in use continuously since last August with the exception of two weeks during the coldest part of last winter. The severe weather affected the batteries a little and a heated garage is required during that time if the auto is to be used. One of the members of the firm states that the average expenses for maintenance during the past nine months has been \$20 a month or about the cost of keeping up a horse and rig. Stevens & Allan had to use two horses and rigs and at times a third was required.

Satisfactory and Efficient.

In point of expense, therefore, there has been no loss, but rather a gain for the auto does the work of the several horses that were previously used by these grocers. That in itself is generally no mean figure. Of course, this only applies to a business that is substantial enough to make necessary and to pay for an auto. Apart from the relation to the old time method from the standpoint of expense there is something native to the auto delivery vehicle that seems to commend it for this use. In the first place it affords a rapid service. Daily papers are rushed to different parts of cities in autos, the horse and cart of other days having been relegated to the junk pile.

It is also considered a decided advertising medium by Stevens & Allan through its novelty and creates a favorable impression either upon the minds of persons seeing it in the streets or those at whose residences it calls. It has proved a consistent worker, at least from the testimony of Stevens & Allan, and with proper care responds when called upon. The one problem it presents is the question of securing a driver—chauffeur if you will. But there is no

reason why this should be difficult to solve. This firm is well pleased with its venture from the beaten path.

Have a Large Store.

Stevens & Allan have recently made an addition of twenty feet at the rear of the store for a modern cold storage room with plate glass front.

"This enables us to carry a complete line of produce, cooked meats and perishable goods," they state. We find the money put into a cold storage room will be a good investment to any grocer. No one should be without one.

"We have also added to our store the west half of the block 25x80, renting the front 30 feet for offices and using the rear portion, 50 feet, for an order department and for receiving and delivering goods. We have a staff of five clerks besides ourselves and as soon as we get our alterations finished will have as complete and up-to-date a grocery store as any in the province."

WHEN A FRUITMAN IS A GROCER.

Fruiterers in Ottawa Being Fined For Not Observing Early Closing By-Law—Origin of the Trouble.

Ottawa, Aug. 4.—Considerable discussion is now being carried on among the fruit merchants as regards the early closing by-law as applicable to Saturday night. On this night these stores are obliged to close at nine o'clock and under this ruling several have of late been in the police court and fined for infraction of the law. Argument has been presented by the affected parties, but as yet there has been no ameliorative action taken and the fruiterers are still paying the penalty of non-observance of the law.

The impression has gained ground that the grocers have been causing the trouble. The president of the local Retail Grocers Association, A. G. Johnson, emphatically contradicts this and states that the grocers have no objection to the fruit dealers remaining open after nine on Saturday night as long as they confine their sales to fruit.

The trouble seems to have arisen from the fact that some of these fruit stores have gradually acquired practically a grocery trade by carrying canned goods, fowl, and groceries, and thus keeping open shop after nine o'clock without objection. This is considered by the association to be unfair to the recognized grocer. The association claims that these combination stores who have been the first to experience trouble, and in reality the fruit dealers are being occasioned this unpleasantness by the action of some of their own clan.

The claim is made that when obliged to close at nine o'clock considerable loss is experienced from decayed fruit. A heavy stock is usually ordered for the Saturday trade and if this is not disposed of, by Monday morning a large quantity is unfit for sale. For this reason the fruiterers ask for exemption from the observance of the by-law.

A counter move is being suggested by the fruit men, whereby confectioners and drug stores will also be obliged to respect this law. These stores, they state, trade in goods which can be included in the grocer's category and that of the fruit stores.

As the city council is adjourned for the summer it is hardly possible that any action of a definite nature will be taken until resumption of this body's business. In the meantime the fruit men are leaving no stone unturned in their effort to gain their point.

British Columbia Salmon Run Not More than Expected

Vancouver, Aug. 3.—The salmon run so far has not been particularly good, although it has improved somewhat during the last few days. It is not any better than was expected, though, and the outlook is that sufficient preparation was made. It was reported that this year would be big, but the only place that will exceed expectation will be in the northern coast districts where the run has been very good, both in quality and quantity. On the Fraser, the run is merely ordinary.

How small salmon are depleted is told by a visitor to Mission Junction, where he stood on a bridge over a stream and saw predatory fish devouring the fry in millions. There was a straight line of big fish across the stream keeping back the fry that was trying to get down the Fraser into the sea. He said if a few men were on hand with nets good work could have been done. This condition of things has prevailed for some time, and it would be difficult to compute the number of fry that meets destruction in this manner.

PAINLESS PAYMENTS.

Robbie often heard his father complain of customers who are slow payers. "It is just like pulling teeth to get money out of them," the father would say, and Robbie—who had watched the work of the dentist next door—pitied the poor creditors greatly.

One day a miserly customer came in to pay a bill and the boy gazed sympathetically at the unwilling payer as he slowly and caressingly unfolded each separate bank note and laid it lingeringly on the counter. Suddenly an idea came into Robbie's head, and he turned excitedly to his father.

"Why don't you give him gas, papa?" he cried, "then it won't hurt him so much."

Canadian Raspberries

Lawton Berries Tomatoes
Cucumbers Egg Plant

New Verdill Lemons

California Fruits

Peaches Pears Plums

Watermelons

Oranges and Bananas

SEND YOUR ORDERS TO

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

What grade of
Lemons do YOU
want?

The best are
branded

"St. Nicholas"
and
"Home Guard"

Ask your jobber

J. J. McCABE

AGENT

32 Church Street, Toronto.

Heavy Supply of Halibut Forces Down the Price

Sharp Decline Recently Occurs, Owing to the Free Deliveries
—One Dealer Said Market Was Glutted and Price Had to go
—Price of Lemons Shows a Weakness With a Decline in Some
Places—Canadian Peaches and Tomatoes are Arriving in
Limited Quantities — General Market Has an Abundance of
Fruit at Fairly Good Prices.

The past week has noticed an easier feeling in the lemon market after a steady upward climb and the retention of a high price. In the west there has been an actual decline in the price of lemons and a weaker feeling in Montreal but the Toronto market is fairly firm. Weather conditions have changed and with a decreased demand prices naturally slumped. Fruit is being received freely now according as it ripens and is put on the market. Throughout the country there is a feeling of satisfaction with the extent of the production thus far although in some respects there have been slight disappointments. The fruits that find general favor, those that are in demand from their preserving qualities are moving rapidly. Canadian peaches are being shipped in moderate quantities and give promise of a good crop.

Home grown tomatoes are also arriving from the Ontario peninsula and while they are said to be plentiful in that part of the country, the general report is not as favorable. The various dealers are beginning to readjust themselves to freight conditions although up to the middle of the week there were few or no shipments over the G.T.R.

In the Toronto fish market there is a marked decline in the price of halibut which owing to heavy supplies has glutted the market and knocked from three to four cents off the existing price. Trade remains fair.

MONTREAL.

Green Fruits.—Green apples are making their appearance in fair quantity, and demand for this fruit seems to be good. A few watermelons are quoted and muskmelons are here in good quantity. They are bringing about \$7-\$7.50 per crate.

The first shipments of Delaware grapes are on the market. They are bringing \$3-\$3.50 per carrier. The grade is good. Lemons are slightly easier, some being quoted as low as \$5.50, but the better grades are still bringing \$7. Oranges are about the same as last week, but the demand is somewhat stronger. The market all through shows up well considering all things, and local men appear satisfied.

Apples—	Limes, per box..... 1 00
Green, basket..... 2 50	Lemons..... 5 50 6 00
Bananas crated,	Musk melons, cte 7 00 7 60
bunch..... 2 00 2 25	Oranges—
Blueberries, box..... 0 75	California, late
Blueberries, large 1 75 2 00	Valencia..... 5 50
Cherries, basket 1 25 1 50	Valencia, large,
Gooseberries, gal..... 0 30	per case..... 4 50 5 00
Cranberries, bbl..... 11 00	Pineapples—
Cocoanuts, bags..... 4 25	Florida, case..... 5 50
Florida, box..... 9 00	Raspberries, qt. 0 12 0 15
Grapes, Delaware	Plums..... 1 75 2 25
crate..... 3 50	Peaches..... 1 50 2 00
	Pears..... 3 00 3 50

Vegetables.—First arrivals of green corn are on the market at 15c per doz. The sale for the little which has so far arrived is good. This is only natural taking into consideration that the opening quotation is so reasonable.

On the whole the market is easier, wherever changes have occurred prices

are lower. This is true of beans, celery, carrots and several others of the heavy sellers. This is due to the large influx of supplies this week, as compared with last. Last week there was the disorganized railway conditions to contend with, but conditions seem to be much improved.

Trade in general is brisk, but dealers say that supplies are coming in almost too freely to be handled properly, and disposed of in time.

Beans, green,	Onions—
basket..... 0 50 0 75	Egyptian, lb..... 0 03 0 03 1/2
Beans, wax..... 0 50 0 75	Potatoes—
Beets, doz..... 0 25 0 35	Montreal, bag..... 0 50 0 60
Carrots, doz..... 0 10	Potatoes, new,
Cabbage, new, dz 0 80 0 80	per bbl..... 2 50
Celery, doz..... 0 25 0 50	Parley, dozen..... 0 15
Cauliflower, doz	Parley, new, dz..... 0 40
Montreal..... 1 00 3 00	Radishes, dozen
Corn, doz..... 0 15	bunches..... 0 20
Cucumbers, doz. 0 30 0 40	Rhubarb, doz..... 0 25
Garlic, 2 bunches..... 0 25	Spinach, bbl..... 1 75 2 00
Green Peppers,	Tomatoes—
basket..... 0 75	Jersey..... 2 00 2 25
Lettuce—	Turnips, new,
Montreal, doz.... 0 25 0 30	bunch..... 0 25 0 30

Fish.—Eastern or Gaspé salmon is practically done for the season. Some B.C. fish is expected this week, which will serve to fill the wants of late buyers. Fresh fish of all kinds is scarce at the moment, particularly lake fish.

The crop of mackerel is reported almost a failure this season so far, and if fall fishing is not plentiful the market will be left with a poor supply of this kind of fish.

The weather on the coast is reported stormy, and many of the fishing smacks are overdue by several days. This unfavorable state of affairs has firmed the market somewhat.

FRESH	
Pike..... 0 08	Whitefish..... 0 12
Perch..... 0 07	Mullet..... 0 07
Steak cod..... 0 06	Haddock..... 0 05
B.C. salmon..... 0 15	Halibut..... 0 09
Gaspé salmon..... 0 20	Bullheads..... 0 10
Market cod..... 0 04	Carp..... 0 07
Sturgeon..... 0 10	Dore..... 0 12
Lake trout..... 0 12	Mackerel..... 0 15
FROZEN	
Codfish..... 0 04 0 04	Pike..... 0 07
Dore, winter caught,	Salmon, B.C., red, 0 10
per lb..... 0 10	Gaspé salmon.....
Haddock..... 0 05	per lb..... 0 18
Halibut, per lb..... 0 09	Smelts, 10 lb. boxes.. 0 07 1/2
Herring, per 100..... 1 25	Whitefish, large,
Market cod..... 0 04	lb..... 0 09
Steak cod..... 0 06	Whitefish, small..... 0 07

SALTED AND PICKLED	
Green cod, No. 1,	Salmon, B.C., red, bbl 14 00
bbl..... 6 00 6 50	" pink, bbl 12 00
Labrador herring, bbl 5 00	" Labrador, bbl 17 00
" " bbl 2 85	" " bbls 8 50
Labrador sea trout,	" " tcs.,
bbls..... 11 00	300 lb..... 23 00
Labrador sea trout,	Salt eels, per lb..... 0 07 1/2
half bbls..... 6 00	Salt sardines, 20 lb. pls 1 00
No. 1 mackerel, pall.. 2 00	Scotch herring..... 6 50 7 00
" " bbls.. 8 00	" keg 1 00
No. 1 pollock, bl... 4 00	" " keg 0 75
SMOKED	
Bloaters, large, per box..... 1 00	
Haddies..... 0 08	
Herring, new smoked, per box..... 0 13	
Kipperd herring, per box..... 1 15	

SHELL FISH	
Clams, Quahogs, per bbl..... 6 50	
Clams, Little Necks, per bbl..... 10 00	
Shell oysters, bbl..... 10 00	
Lobsters, live, per lb..... 0 25	
Oysters, choice, bulk, Imp. gal..... 1 50	
" Selects, Imp. gal..... 1 6 1/2	
" " Sealshipt, standards, per Imp. gal..... 1 75	
" select, per Imp. gal..... 2 00	

PREPARED FISH	
Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c. per lb. 1 80	
Shredded cod, per box..... 1 80	
Skinless cod, 100 lb. case..... 6 50	

Green Fr lines are ge put is quite seasons hav consumer se prices, wh this will tel far as pos and cherrie Lemons hav due to the Apple, Wash. box..... Bananas..... Cocoanuts, doz. Lemons, Cal. Peaches, Craw. Pears, case... ford's, case....

Vegetables vince are prices are re mand. But ed and the l

Butter beans, lb. Carrots, doz. Cabbage, new, lb. Cucumbers, doz. Lettuce, doz. Mint, doz. Onions, green, per dozen.....

Fish.—The everywhere i since meat is no chang

Lawt

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Plum

Peac

Also

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Wire, ph

Steve

Grow

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HAMILTON,

PI



WINNIPEG.

Green Fruits.—The prices on many lines are getting stronger and the output is quite satisfactory, although other seasons have seen a larger trade. The consumer seems to be waiting for lower prices, which will not come, and this will tend to lengthen the season as far as possible. Cranberries, apricots and cherries are now off the market, Lemons have been reduced \$1 per case due to the easing off of the demand.

Apples, Wash., box.....	1 50	Oranges, Valencia, case.....	6 00
Bananas, doz.....	2 50	Raspberries, wash case.....	5 00
Cocoanuts, doz.....	0 90	Currants, case.....	3 00
Lemons, Cal.....	9 00	Watermelons, dz.....	6 00
Peaches, Crawford's, case.....	3 50	Plums, blue, Cal case.....	2 00
Pears, case.....	1 50		

Vegetables.—Supplies from the province are coming in abundantly and prices are regulated according to the demand. But little waste stock is reported and the business is flourishing.

Butter beans, lb.....	0 15	Onions, imported.....	0 04
Carrots, doz.....	0 25	Potatoes, new, bs.....	1 75
Cabbage, new, lb.....	0 03	Parsley, per doz.....	0 25
Cucumbers, doz.....	0 90	Radish, dozen.....	0 25
Lettuce, doz.....	0 25	Rhubarb, lb.....	0 03 1/2
Mint, doz.....	0 30	Tomatoes, crate.....	2 00
Onions, green, per dozen.....	0 20		

Fish.—The consumption of fish is heavy everywhere in the west and particularly since meat prices have gone up. There is no change in the quotations on the

BLUEBERRIES

We are now receiving cars of Eastern, fresh picked Blueberries. Packed in boxes, about 22 quarts. Fruit arriving in fine condition. An opportune time to get supplies for canning purposes.

WHITE & CO., Limited

Wholesale Fruit Importers Toronto and Hamilton

Lawton Berries

or
Thimbleberries

are now at their best.

Plums
Peaches } are in good supply.

Also early

Harvest Apples

Tomatoes
Cucumbers, etc.

Wire, phone or mail your orders to

Stevens & Soloman

Growers and Shippers of
CANADIAN FRUITS

HAMILTON, - - - ONT.

Phone 1900 and 2700

CALIFORNIA

Late Valencia Oranges

GOLDEN ORANGE BRAND

The Finest Orange Grown.
Fresh Cars Arriving Weekly.

Always Order

GOLDEN ORANGE BRAND

And get the very BEST from

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN



Sales 1909
May, June, July
1,956,000

LEMONS

Sales 1910
May, June, July
4,561,800

Our pack of Lemons is by far the best value.
Increased sales prove it. **Order them.**

FOLLINA BROS.,
PACKERS

W. B. STRINGER,
SALES AGENT.



THE CANADIAN GROCER

local fish market. Supplies are coming from the east and west since the catch allowed by law in Manitoba has been exhausted.

Halibut.....	0 09	Whitefish.....	0 09
Salmon Trout.....	0 11	Smoked—	
Whitefish.....	0 08	Bloaters, basket...	1 50
Haddock.....	0 06	Fillets, lb.....	0 20
Lake Frozen—		Haddie, Finnan.....	0 08
Goldeyes.....	0 03	Herring, Digby,	
Yellow Pickerel.....	0 07	bdls.....	0 95
Pike.....	0 03		

TORONTO.

Green Fruits.—Red raspberries are nearly done and are closely followed by the black variety which is coming in rather freely. The entire market shows a splendid lot of fruit which is moving rapidly before a steady demand. Lawtonberries are now on the market and are of fine quality. There is a fairly good supply of red and black currants and of blue berries showing but little change in prices. Canadian peaches are coming in but as yet they are not very plentiful. California fruit still holds a fairly strong place on the market, which, locally, is firm due to a certain extent to the conditions which resulted from the strike. Bananas are firm and lemons are also steady although the weather of late has not been conducive to heavy demand. Practically the last of the Verdelli crop has been shipped for the present season. Oranges are still firm, the highest price being quoted at the \$5 mark.

Bananas.....	1 50	2 00	Gooseberries—	
Blackberries, bas	10	0 12	Large, per bas	1 00
Blueberries, bas	1 10	1 25	Small, per bas	0 65
Cantaloupes, Cal.			Grape Fruit—	
Pony crates.....	6 00		California.....	3 75
Large crates.....	7 50	8 00	Lawton Berries.	0 10
Cherries, sour.....	0 53		Lemons—	
Small basket.....	1 00	1 25	Verdelli.....	6 00
Large basket.....	1 00	1 25	Limes, box.....	1 25
Cherries, sweet—			Oranges—	
Small basket.....	0 50	0 75	Valencia.....	4 50
Large basket.....	1 00	1 75	Peaches—	
Cocoanuts, sack	4 00	4 50	California.....	1 25
Red currants,			Canadian.....	0 15
small basket.....	0 75		Pears, box.....	3 00
Black currants,			Pineapples, case	2 25
basket.....	1 50		Plums, case.....	1 50
Greengages, box	1 00	1 75	Raspberries.....	0 11
			Watermelon, ea.	0 40

Vegetables.—New tomatoes from the Leamington district are showing on the market and are of fairly good quality. Reports are to the effect that the crop in that district is likely to be good although the statements regarding the general crop are not so favorable. Throughout the United States there is a feeling that the crop is going to be a short one. The dry weather is said to have had a deterrent effect on the crop and in not a few quarters this year's crop is estimated below that of last year. Large Valencia onions are coming on the market. Canadian celery is finding a ready sale and altogether a satisfactory market remains. The supplies might be heavier, there is room for improvement in this respect, but at least the dealers are not carrying heavy stocks over and the price is holding.

Beets, doz.....	0 25	0 30	Potatoes, Dela-	
Beans, wax, per			ware.....	0 75
11-qt. basket...	0 35	0 50	Potatoes, Virg..	2 75
Cabbage, case—			Parsley, per doz	
Canadian.....	1 50	1 75	bunches.....	0 25
Carrots, Cana-			Radishes, doz.....	0 25
dian, doz.....	0 30		Peas, green, per	
Cauliflower, dz.	2 25		11-qt. basket...	0 35
Celery, basket...	0 50		Green peppers,	
Cucumbers, bas	0 75	1 00	11-qt. basket...	0 75
Lettuce, Cana-			Spinach, hamper	
dian, head.....	0 25	0 30	Tomatoes, bush	
Onions—			crate, Am.....	3 00
Spanish, large..	3 00	3 25	Tomatoes, Can.,	
Potatoes, Onta-			basket 11 qt....	1 75
rio, bag.....	0 20	0 30	New turnips, p r	
			11-qt. basket...	0 50

Fish.—It is a long time, according to dealers since halibut was as cheap as at present. This condition is due to the over supply and as a result the price which has been at from nine to ten cents

a pound has dropped to from C to 6½ cents. The demand has not grown with the heavy supply and the price dropped in consequence. There is a steady business in white fish and salmon trout.

FRESH CAUGHT FISH				
Halibut.....	0 06	0 06½	Steak cod.....	0 08
Salmon trout.....	0 11		Perc.....	0 07
White fish.....	0 11	0 12	Haddock.....	0 07
Herring.....	0 06		Mackerel.....	0 22
			0 23	
FROZEN LAKE FISH				
Pickerel yellow.....	06		Pike.....	0 07
			Whitefish, frozen...	0 09
OCEAN FISH (FROZEN)				
Herring, per 100.....	1 5		Salmon, pink, per lb..	0 08
			red.....	0 09
SMOKED, BONELESS AND PICKLED FISH				
Acadia, tablets,			Cod, Imperial, per lb..	0 05
box.....	1 60		Fillets, per lb.....	0 11
Codfish, Bluenose, "	1 40		Haddie, Finnan.....	0 07
Cod steak, per lb.....	0 07		Quail on toast, per lb.	0 05

Canada's Share in the Consumption of Valencia Raisins

An examination of the figures showing the production and distribution of Valencia raisins should be of interest to the trade. In 1890 the total production was 867,006 cwt. but in the following year it went to only 650,590 cwt. and there has been a decline in production during the intervening years except now and then when a fairly good year was felt. In 1906 the production had dropped to 333,685 cwt. but during the past three years there has been an improvement on these figures. In 1909 the yield totalled 477,105 cwt. but from the reports received up to the present this year's crop is likely to be at least 25 per cent. lower than these figures.

Canada has gradually increased her demand during the period of years referred to. In 1890 her importation of Valencia raisins was 52,952 cwt. but in 1893 it had dropped to 22,001 cwt. In 1909 Canada imported 84,908 cwt., it being her heaviest year. The next best was in 1905 when 80,689 cwt. were imported. Apparently old stocks are light and those who are carefully studying the market reiterate its firmness and expect to see prices somewhat in advance of last year.

From the statistics at hand it is shown that Great Britain is an exceedingly heavy consumer in fact nearly three quarters of the Valencia crop last year went to various parts of the British Empire. It is stated that during the past twenty years the price has generally been inversely proportional to the production. In other words when the crop was heavy the price was light and vice versa. This, of course, is naturally to be expected.

Another Complaint of Wholesalers Selling Direct to Consumers

Sudbury, Ont., Aug. 3.—Grocers of this town are the next to organize. They have realized that in order to put the grocery business on a better basis there must be united action, and last week formed an association.

The trade in Sudbury has grown to large proportions, and for some time,

has felt the necessity of a central body to help them in their business. The meeting was attended by every grocer in town, and all confessed themselves unanimously in favor of the association. After the officers had been elected a general discussion ensued the chief point raised being the selling to the consumer by the wholesale trade. This question will be vigorously followed up as the trade feel that under present conditions they are not being fairly dealt with.

The question of late deliveries was also up and it is the intention of the newly formed organization to place the delivery of goods on a business basis. The grocers thoroughly recognize their mutual interests and feel that by intelligent co-operation they will improve the standing of the trade and possibly their financial well-being.

The officers elected were:
 President—G. H. Lennon.
 Vice-President—W. Greenwood.
 Treasurer—Geo. Elliot.
 Secretary—I. H. Davis.
 Committee—Frank McKinnon J. S. Davidson, E. Grenon, Peter Christakos and P. L. Parker.

Georgia's crop of peaches this year exceeds the record crop of 1909 by about 300 cars and is three times as large as that of last year, the shipments to date approximating 6,000 cars.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

TRY LEARD'S LOBSTERS and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside, P.E.I.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

Quaker Brand Salmon

Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on **QUAKER BRAND**.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.



LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.



Fortify Your Position as a Grocer

by adding a line of Canned Fish Goods that has "made good." There is nothing you handle that will add to your reputation for good or ill like the canned goods you stock. Your outlook is bright and your future is assured if you stock

Brunswick Brand Sea Foods

the brand that spells "quality." See that you have a full range on your shelves.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillecoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shalleross Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



TRADE NOTES OF THE WEEK.

Recent Business Changes Among Grocers Throughout the Dominion—Other Items.

Ontario.

Wm. L. Teeple, grocer, London, Ont., has sold to A. L. Ellis.

Frank E. Kestle, grocer, London, Ont., has sold to John Whiting.

Mrs. G. Gamble, grocer, Fenwick, Ont., recently sustained loss by fire.

J. M. Gibbs, general merchant, Park Hill, Ont., is succeeded by C. A. Gibbs.

James M. Fanning has opened a new grocery store in Peterboro, Ont. Mr. Fanning has been in the employ of E. F. Mason for a number of years.

Quebec.

J. A. Marleau, grocer, Montreal has assigned.

J. N. Duquette, grocer, Montreal, recently passed away.

The assets of J. A. Julien, grocer, Montreal, are to be sold.

The assets of John Barclay, grocer, Montreal, Que., have been sold.

L'Ecuyer & St. Jean, have opened a general store at Clarenceville, Que.

Maritime Provinces.

G. W. Shanklin, grocer, St. John, N. B., is succeeded by R. C. Manning.

R. F. Westhaver & Co., general merchants, Halifax, N.S., have assigned.

Western Canada.

Paul Koch, grocer, Duck Lake, B.C., has sold out.

Wm. McGavin, grocer, Vancouver, B. C., has sold to Fred Jones.

Stevens & Allen, grocers, Kamloops, B.C., sustained loss in a recent fire.

Curry & McLean, grocers, Moose Jaw, Sask., are succeeded by R. J. Curry Co.

T. E. Holmes, general merchant, Yonker, Sask., has sold to J. C. Warren.

S. Roach, grocer, Vancouver, has sold to W. A. Wagenhauser, of San Francisco.

Anderson & Hardy, general merchants, Banff, Alta., is succeeded by Olstead & Hardy.

W. E. Paul, general merchant, Columbia Gardens, B.C., has sold to G. R. Foulston.

R. Loughton, general merchant, Diamond City, Alta., is succeeded by G. F. Shaw & Co.

Harry Smith, general merchant, Stewart, B.C., has admitted M. J. Knight and F. H. McLean, as partners.

B. C.'s RECORD FRUIT CROP.

Peaches and Apples Looking Fine and Strawberries Turned Out All Right.

Vancouver, B. C., Aug. 3.—British Columbia's fruit crop this year will be the largest on record, not only collectively but individually in peaches and apples. Strawberries were a good crop this spring and growers did well, but the larger fruits will be even better. Not only will there be quantity, but the quality is of the best. There has been

plenty of sun to give color and flavor to the fruit, as well as imparting sweetness, and besides there are few if any pests to spoil peaches and apples. This latter is due to the strict vigilance maintained by the efficient corps of inspectors located at Vancouver, where all nursery stock is carefully watched and fumigated. If it is very bad it is condemned.

During the past month, over thirty consignments of fruit from California have been condemned, so that there shall be no entry of these pests which have proved so destructive in the fruit growing districts in the south.

INFORMATION FOR BUYERS.

Supplied by Sellers.

The Mooney Biscuit and Candy Co., which purchased the biscuit and confectionery plant of Foley Bros. & Larson, in Winnipeg, a few weeks ago, have acquired additional vacant property at the rear of their premises on which they purpose erecting an addition to the present plant. New machinery has been installed. The plan of the office and warehouse is at present under reconstruction. W. C. Mooney who is at present in the city is to manage the western trade.

Donnelly, Watson & Brown, Ltd., of Calgary and Vancouver, are building a new "home" in Calgary and which they expect to occupy about 15th of August. Their present premises are too small for their rapidly extending business. This firm now have a staff of 25 employees, seven of whom are travelers, five working from the headquarters in Calgary and two from the Vancouver branch. The firm handle chiefly grocery specialties and confectionery lines and are agents for Kootenay Jams and Jellies. Mr. Brown, the general secretary-manager, is well known throughout the trade. The new building is to be three stories high and so built to allow the addition of three more stories. The firm are extending their field of operations and it is their intention to keep adding to their traveling staff and to work the whole of Western Canada thoroughly.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD

D. McDougall & Co, Ltd., GLASGOW, SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT



The Original Fly Paper

For 25 years the Standard in quality

All others are imitations

Black Watch

The Big Black Plug Chewing Tobacco



"A Trade Bringer"

Sold by all the Wholesale Trade

C
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Improve Exhibits
BAND
40
MUSIC
The Battle
For all inf
The

CANADIAN NATIONAL EXHIBITION

T O R O N T O
August 27 to Sept. 12, 1910

Improved Grounds, New Buildings, International Live Stock Show, Exhibits by all the Provinces, Magnificent Art Loan Exhibit.

By Permission of His Majesty

BAND of the GRENADIER GUARDS
King George's Household Band

400
MUSICIANS

Model Military Camp

Tattoo every night

Everything new in attractions

1,000
PERFORMERS

Wonderful Fireworks Spectacle

The Naval Review at Spithead

Battle between Dreadnought and Airship

Watch for reduced rates and excursions.

For all information write Manager, J. O. ORR, City Hall, Toronto.

Perfection Cheese Cutter Made in Canada



Every Slice is a Fresh, Even Cut.

Accurate in Weight.

Pleasing to the Eye.

It pays to buy a Perfection Cutter.

It is built to last; made substantial and strong.

It prevents overcuts, scraps and waste.

It saves its cost in time, labor and money in less than twelve months.

Patented and Manufactured by

The American Computing Co. of Canada
Hamilton, - Ontario

SOLD BY THE WHOLESALE GROCERS.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

“Tucketts Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from

Imported Leaf Exclusively

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

HAMILTON, CANADA.

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 postage, etc.

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. 1/2 and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AUCTIONEERS.

AUCTIONEER—Stocks of merchandise closed out or reduced anywhere in U.S. or Canada; expert service; satisfaction guaranteed. For terms and date address R. G. HOLMAN, Harvey, Illinois. (32)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

FOR SALE OR TO RENT. A general country store in one of the best wheat sections of Southern Sask. A post-office and mail route in connection. Address, Postmaster, Ingleford, Sask. (32)

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

FOR SALE—Grocery business with a yearly turnover of over \$70,000.00 and good profits. Owner retiring. Finest business position on the main street of Calgary. Every facility offered for investigation. Full particulars from exclusive agents, THE LOWNDES LAND CO., P.O. Box 1494, Calgary, Alberta.

RENT OR SALE—A first-class store for hardware and tinmith at Crysler, Ont. One opposition. Public would need one more. Includes living apartments. Reasonable price. Apply to H. A. DUPUIS, Embrun, Ont. (36)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

MISCELLANEOUS.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egr Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat inclusions. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St [E.], Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King Street West, Toronto

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Halmer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

SALESMEN WANTED.

SALESMEN AND SALESWOMEN WANTED—Thousands of good positions now open, paying from \$1000 to \$5000 a year and expenses. No former experience needed to get one of them. We will teach you to be an expert salesman or saleswoman by mail in eight weeks and assist you to secure a good position, and you can pay for your tuition out of your earnings. Write to-day for full particulars and testimonials from hundreds of men and women we have placed in good positions, paying from \$100 to \$500 a month and expenses. Address nearest office. Dept. 789, NATIONAL SALESMEN TRAINING ASSOCIATION, Chicago, New York, Minneapolis, Atlanta, Kansas City, San Francisco.

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 855 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., 134-149 University Ave., Toronto.

Baki
Diamond w. H.
1-lb. tins, 2 doz. in
1-lb. tins, 3
1-lb. tins, 4

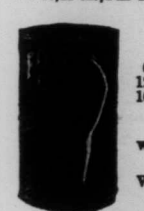
IMPERIAL
Cases
4-dozen.....
3-dozen.....
1-dozen.....
3-dozen.....
1-dozen.....
1-dozen.....



CANADIAN
Aylmer Jams
Per d
Strawberry..... 1
Raspberry..... 1
Black currant... 1
Red currant... 1
Raspberry & red
currant..... 1
Raspberry and
gooseberry... 1
Damson plum... 1
stoneless... 1
Greengage plum,
stoneless... 1
Gooseberry..... 1
Pure Pr
5s & 7s
Strawberry.....
Black currant...
Raspberry.....
Other varieties...
Freight allowed
WHITE SWAN BRAND
White Swan Bak
doz in case, \$2 d
1-lb. tins, 80c doz.



Cartoons— Per d
No. 1, 1-lb., 4 doz 2
No. 1, 1-lb., 2 doz 2
No. 2, 5-oz., 6 doz 0
No. 2, 5-oz., 3 doz 0
No. 3, 2-oz., 4 doz 0
No. 10, 12-oz., 4 doz 2
No. 10, 12-oz., 3 doz 2



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.
1-lb. tins, 3 doz. in case \$1 00
1-lb. tins, 6 doz. in case 1 25
1-lb. tins, 4 " " 0 75

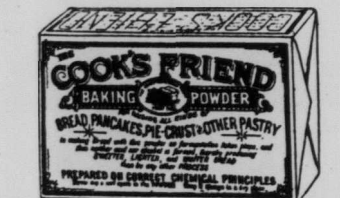
IMPERIAL BAKING POWDER
Cases. Sizes. Per doz.
4-dozen 10c. \$0 85
3-dozen 6-oz. 1 75
1-dozen 12-oz. 3 50
3-dozen 12-oz. 3 40
4-dozen 2 1/2-lb. 10 50
4-dozen 5-lb. 19 80

MAGIC BAKING POWDER
Cases. Sizes. Per doz.
6 dozen 5c. \$0 50
4 " 4-oz. 0 75
4 " 8 " 1 00
4 " 12 " 1 80
2 " 12 " 1 85
4 " 16 " 2 25
2 " 16 " 2 30
1 " 2 1/2-lb. 5 00
1 " 5-lb. 9 50
1 " 6-oz. Percent
1 " 12 " \$6 00

ROYAL BAKING POWDER
Cases. Per doz.
Royal-Dime \$ 0 85
" 8-oz. 1 25
" 1-lb. 2 55
" 5-oz. 3 85
" 1-lb. 4 90
" 5-lb. 15 80
" 8-lb. 25 85
Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED
Aylmer Jams Peach 1 80
Pear 1 70
Strawberry 1 90
Raspberry 1 90
Black currant 1 80
Red currant 1 80
Raspberry & red currant 1 80
Raspberry and gooseberry 1 80
Damson plum 1 70
Green fig 1 70
Greengage plum 1 70
Gooseberry 1 70
Pure Preserves—Bulk
5's & 7's per lb. 14's & 30's per lb.
Strawberry 0 11
Black currant 0 11
Raspberry 0 11
Other varieties 0 09
Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Baking Powder—1-lb. tins, 3-doz. in case, \$2 doz.; 1-lb. tins, \$1.25 doz.; 1/2-lb. tins, 80c doz.



FOREST CITY BAKING POWDER
Dozen
6 oz. tins 0 75
12 oz. tins 1 25
16 oz. tins 1 50

Cereals
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan Breakfast Food 2 doz. in case, per case \$3.00.
The King's Food, 2-doz. in case, per case \$4.80.
White Swan Barley Crisps, per doz. \$1.
White Swan Self-rising Buckwheat Flour, per doz. \$1.
White Swan Self-rising Pancake Flour, per doz. \$1.
White Swan Wheat Kernel, per doz. \$1.40.
White Swan Flaked Rice, per doz. \$1.00.
White Swan Flaked Peas, per doz. \$1.00.

COCONUT
CANADIAN COCOANUT CO., MONTREAL.
Packages—5c, 10c, 20c and 40c packages, packed in 15 lb. and 30 lb. cases. Per lb.
1-lb. packages 0 26
1-lb. packages 0 27
1-lb. packages 0 28
1 and 1/2 lb. packages, assorted 0 26
1 and 1/2 lb. packages, assorted 0 27
1 lb. packages, assorted, in 5 lb. boxes 0 28
1 lb. packages, assorted, in 5 lb. boxes 0 29
2 lb. packages, assorted, 5, 10, 15 lb. cas. 0 30
Bulk—
In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.
White moss, fine strip 0 12 0 21 0 17
Best Shredded 0 18 0 18 0 1
Special Shred 0 17 0 18 0 16
Edison 0 19 0 19 0 17
Macaroni 0 16 0 16 0 15
Desiccated 0 16 0 16 0 15
White Moss in 5 and 10 lb. square tins, 5c.

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Coconut—
Shredded, bulk 0 16
Shredded 0 16
In packages 5-cm, 6-cm, 8-cm, lb. 0 16

Rice
Keen's Oxford, per lb. 0 17
In 10-box lots or cases 0 18
Gillett's Mammoth, 1-gross box 2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED
Cocoas—
Perfection, 1-lb. tins, per doz. \$4 50
Perfection, 1/2-lb. per doz. 2 40
Perfection, 1/4-lb., per doz. 1 30
Perfection, 10c size 5-lb. tins per lb. 0 37
Soluble, bulk, No. 1, per lb. 0 29
Soluble, bulk, No. 2, per lb. 0 18
London Pearl, per lb. 0 22
Special quotations or Cocoas in bbls. kegs, etc.
Unsweetened Chocolate—
Plain Rock, 1/4's & 1/2's, cakes, 12-lb. box Per lb. 0 36
Perfection chocolate, 20 size, 1 dozen boxes, per dozen 1 80
Perfection Chocolate, 10c size, 3 and 4 dozen boxes, per dozen 0 90
Sweet Chocolate—
Queen's Dessert, 1/2's and 1/4's, 12-lb. box, per lb. 0 40
Queen's Dessert, 5's, 12-lb. boxes 0 35
Vanilla, 1/2-lb., 12-lb. boxes, per lb. 0 30
Parisian, 5's, 12-lb. boxes, per lb. 0 30
Royal Navy, 1/4's, 12-lb. boxes, per lb. 0 30
Diamond, 1/4's, 12-lb. boxes, per lb. 0 28
" " " " " " 0 28

Things for cake
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 3-doz. in box, per dozen 0 90
Confections—
E. Milk chocolate wafers, 5-lb. boxes 0 36
Maple buds, 5-lb. boxes 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 35
Chocolate wafers, No. 2, " " 0 30
Nonpareil wafers, No. 1, " " 0 25
Nonpareil wafers, No. 2, " " 0 25
Chocolate ginger, 5-lb. boxes 0 30
E. Milk chocolate, 5c bundles, per box 1 35
E. Milk chocolate, 5c oakes, per box 1 35
EPPS'S
Agents, C. E. Colson & Son, Montreal.
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S
R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Cees & Perse, Calgary, Alta.; Standish & Brokeage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) per doz. 0 90

Mott's breakfast cocoa, 10c. size 90 per dz.
" breakfast cocoa, 1/2's 0 38
" No. 1 chocolate, 1/2's 0 38
" Navy 1/2's 0 29
" Vanilla sticks, per gross 1 00
" Diamond chocolate, 1/2's 0 34
" Plain choice chocolate liquors 0 32
" Sweet Chocolate Coatings 0 30

WALTER BAKER & CO., LIMITED.
Premium No. 3 chocolate, 3 and 1/2 lb. cakes, 35c. lb.; Breakfast cocoa, 1 1/2, 1 and 5/8 lb. tins, 41c. lb.; German sweet chocolate, 1 and 1/2 lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, 1 and 1/2 lb. cakes, 6-lb. bxs., 32c. lb.; Auto sweet chocolate, 1/2 lb. cakes, 3 and 1/2 lb. bxs., 32c. lb.; Vanilla sweet chocolate, 4-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, 1 lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bbls., tied up, per box \$3.00. The above quotations are f.o.b. Montreal.

CONDENSED MILK
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
Eagle Brand Condensed Milk \$6 00 1 50
Gold Seal Condensed Milk 4 50 1 15
Challenge Condensed Milk 4 00 1 00
Peerless Brand Evaporated Cream five cent size (4 dozen) 2 00 0 50
Peerless Brand Evaporated Cream family size 3 50 0 90
Peerless Brand Evaporated Cream pint size (4 dozen) 4 80 1 20
Peerless Brand Evaporated Cream hotel size 3 70 1 85

TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) \$4 00
"Reindeer" brand per case (4 doz.) 5 00

COFFEES.
ROY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in amp proof bags and tins.
Club House \$0 32
Nectar 0 30
Empress 0 28
Duchess 0 26
Crushed Java and Mocha, whole 0 17
" " ground 0 14
Golden Rio 0 14
Package Coffees
Gold Medal, 1 and 1/2 lb. tins, whole or ground 0 80
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground 0 90
German Dandelion, 1 and 1/2 lb. tins, ground 0 22
English Breakfast, 1 lb. tins, ground 0 18
WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.

CONDENSED MILK
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
Eagle Brand Condensed Milk \$6 00 1 50
Gold Seal Condensed Milk 4 50 1 15
Challenge Condensed Milk 4 00 1 00
Peerless Brand Evaporated Cream five cent size (4 dozen) 2 00 0 50
Peerless Brand Evaporated Cream family size 3 50 0 90
Peerless Brand Evaporated Cream pint size (4 dozen) 4 80 1 20
Peerless Brand Evaporated Cream hotel size 3 70 1 85



COFFEES.
ROY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in amp proof bags and tins.
Club House \$0 32
Nectar 0 30
Empress 0 28
Duchess 0 26
Crushed Java and Mocha, whole 0 17
" " ground 0 14
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German Dandelion, 1 and 1/2 lb. tins, ground 0 22
English Breakfast, 1 lb. tins, ground 0 18
WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



Cafe des Epoures—1-lb. fancy glass jar, per doz. \$1.00.
Cafe d'Aromatic—1-lb. amber glass jar, per doz. \$1.00.
Presentation, with 3 tumblers, \$10 per doz.

THOMAS WOOD & CO.
"Gilt Edge" in 1 lb. tins \$0 35
"Gilt Edge" in 1/2 lb. tins 0 35
Canadian Souvenir 1 lb. fancy lithographed canisters 0 35

Cheese—Imperial
Large size jars, doz. \$ 25
Medium size jars, per doz. 4 50
Small size jars, per doz. 2 40
Individual size jars per doz. 1 00
Imperial holder—
Large size, doz. 18 00
Med. size, doz. 17 00
Small size, doz. 13 00
Large size, doz. 2 40
Small size, doz. 1 40

Canada Cream Cheese
In cartons, each 1 dozen 0 35
Large blocks, dozen 1 25
Medium blocks, dozen 1 00

CONDENSED MILK
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
Eagle Brand Condensed Milk \$6 00 1 50
Gold Seal Condensed Milk 4 50 1 15
Challenge Condensed Milk 4 00 1 00
Peerless Brand Evaporated Cream five cent size (4 dozen) 2 00 0 50
Peerless Brand Evaporated Cream family size 3 50 0 90
Peerless Brand Evaporated Cream pint size (4 dozen) 4 80 1 20
Peerless Brand Evaporated Cream hotel size 3 70 1 85

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FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

81 YOUVILLE SQUARE, MONTREAL

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

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

Reference—Bank of Ottawa, Winnipeg

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE,
ONT.

2 IN 1

THE WORLD'S BEST SHOE POLISH

Men swear by it—Not at it

Lasts Surprisingly
Polishes Rapidly
Wears Off Slowly
Is Waterproof

No grocer can afford to be without this rapid seller. It absolutely leads the field in shoe polishes.

The F. F. Dalley Co., Ltd.

HAMILTON, CANADA, . . AND . . BUFFALO, N.Y.

BROOMS OF QUALITY

WE make them! YOU should sell them!

YOUR customers will appreciate them! OURS do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg.

There's Genuine Pleasure

and liberal profit in selling

"WHITE LILY" BRAND MARSHMALLOW BISCUITS!

They are genuine satisfaction-givers because of their excellent flavor and the crisp and fresh condition in which they always reach the retailer. Put up in glass-front tin boxes and retail at 18c and 20c. Obtainable also in 20-lb. tins and in wood boxes. Other leading "White Lily" lines you can handle profitably are—CREAM SODAS, HAVELOCK LUNCH, JAMJAMS and PEOPLE'S FANCY MIXED.

Write for prices.

J. A. MARVEN, Limited

Moncton, N.B.



OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case \$4.00; Ocean Baking Powder, 48 3-oz., \$1.40; 48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75; Ocean blanc mange, 48 8-oz., \$4; Ocean borax, 48 2-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$2.00; 36 8-ounce, \$7.30;

Ocean corn starch, 48 1-lb. \$3.60. Per lb.

30-lb. wood pails..... 0 062

Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75


Jelly Powders
IMPERIAL DESSERT JELLY



IMPERIAL PURE AND DELICIOUS


TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ

Assorted flavors—gross 10.75.
Soap
The GENUINE. Packed 100 bars to case.



EASIFIRST
LARD COMPOUND
EXCELS
ALL OTHERS

Prices—Ontario and Quebec:
Less than 5 cases..... \$5 00
Five cases or more..... \$ 95



Fly Pads.
WILSON'S FLY PADS
In boxes of 50, 100, pack-
ets, 50 per box; or three
boxes for \$2.00; 5 boxes
\$2.75.



WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.




SHIRRIFF'S JELLY

List price.
"Shirriff's" (all flavors), per doz....
Discounts on applica-
tion.

Lard
H. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 12
1-bbls. 0 12
Tubs, 50 lbs. 0 12
20-lb. Pails. 2 50
30-lb. tins.. 2 50
Cases 2-lb.. 0 13
" 8-lb.. 0 13
" 10-lb.. 0 13



THE H. K. FAIRBANK COMPANY
LARD COMPOUND
BOAR'S HEAD BRAND

F.O.E. Montreal.


GUNNS "EASIFIRST" LARD COMPOUND.

Tierces... \$0 12
Tubs..... 0 12
20-lb. pails. 0 12
30-lb. tins.. 0 12
10-lb. " 0 13
5-lb. " 0 13
3-lb. " 0 13
1-lb. cartons 15

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb..... 80 40
Fancy boxes (36 or 50 sticks), per box... 1 25
"Rings" 5-lb. boxes, per lb..... 0 40
"Asses" pellets, 5-lb. cases, per can... 2 00
"Asses" pellets, 5-lb. cases, per can... 1 50
Tar Licorice and bean waters, 5-lb. cans, per can..... 2 00
Licorice leucopur, 1-lb. glass jars..... 1 75
" 20 1-lb. cans..... 1 00

"Purity" licorice, 10 sticks..... 1
" 100 sticks.....
Dulc, large cent sticks, 100 in box.....
Lye (Concentrated)




GILLETT'S PERFUMED LYE


Per case
1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 3 35

Marmalade.
T. UPTON & CO.
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7/10; pint dealers (24 oz.), 1 doz. in case, per dozen \$2.25.

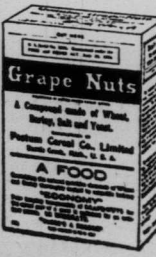
SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " 2 80
4-lb. tins. " 4 65
7-lb. " " 7 85
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " 2 10
7-lb. tins. " 2 35



Cereals.



Post Toasties



Grape Nuts

Grape Nuts—No. 2, \$2.00; No. 3, \$4.00.
Post Toasties—No. 1, \$2.00.



ST. CHARLES EVAPORATED MILK

ST. CHARLES CREAM CONDENSING CO.

PRICES:
St. Charles Cream family size, per case..... \$3.50
Baby size, per case..... 2.00
Ditto, hotel, 3.70
Silver Cow Milk 4.55
Purity Milk..... 4.25
Good Luck..... 4.00

Mustard
COOLMAN'S OR KEEN'S
D.S.F., 1-lb. tins..... per doz. \$ 40
" 1-lb. tins..... 3 50
" 1-lb. tins..... 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... 0 25
F.D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

IMPERIAL PREPARED MUSTARD
Small, cases 4 dozen..... 0 45 dozen
Medium, cases 2 dozen..... 0 90
Large, cases 1 dozen..... 1 35

Olive Oil
LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 1 1/2's..... \$ 5 75
" pta. 2 1/2's..... 6 50
" pta. 3 1/2's..... 4 25

Sauces
PATERSON'S WORCESTER SAUCE
1-pint bottles, 3 and 6 dozen cases, doz 0 90
Pint bottles, 3 dozen cases, doz. 1 75

Soda
COW BRAND



DWIGHT'S SODA

Case of 1-lb. contain-
ing 80 packages, per
box, \$3 00
Case of 1-lb. con-
taining 120 pkgs. per
box, \$4.00
Case of 1-lb and 1-lb.
containing 36 1-lb.
and 60 1-lb. pkgs. per
box \$5.00

Case of 5c. pkgs. containing 96 pkgs. per
box, \$3.00

MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$2 50
No. 2, " 120 1-lb. " 2 50
No. 3, " 60 1-lb. " 3 00
No. 4, " 60 1-lb. " 3 00
No. 5 Magic soda—cases 100—16-oz. pkgs.
1 case..... 2 00
1 case..... 2 00

—BUY—

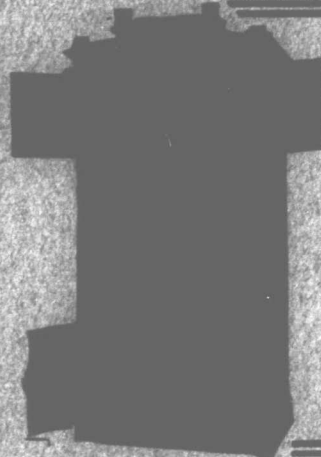
Star Brand

Cotton Clothes Lines

—AND—

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.



YOUR PROFITS
in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

ARCTIC Refrigerator

The 'Arctic' is the latest word in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
Queen and George Sts. TORONTO
Agents for Western Provinces: Ryan Bros., 147 Bonaventure Ave., Winnipeg

MADE IN CANADA

CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED

HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
St. Jerome, P.Q.

Brunner, Mond & Co's.

WASHING SODA

Drums, 336 lbs.	Barrels, 336 lbs.
" 234 "	Bags, 234 "
" 112 "	" 112 "
" 100 "	" 100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal,

SOLE AGENTS FOR CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKLEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

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90 cents per doz.

TAR WOOD CO., LTD.

treal and oston.

d's P r i m per pound sale 40c, re c.; Golden 5c and 50c; le-Lis, 30c. Packed black, green

AR Per doz \$3 90
..... 1 80
Per case \$7 20
Per doz \$2 00
z. in 3 75
Per lb 0 30
..... 0 27 1/2
..... 0 27 1/4
..... 0 25 1/2
..... 0 25

6s (or 2-18s premium 24s, 2 40
st, 36s, 2 90
s, (11 case
case lots, s, 20s (with
with premi
1, 18s, 2 25
wheat food
0; Hominy
each, 22c lb

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or bar, 45
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.. \$1 15
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LOOK UP
your stock
of
SALT
and order in
time.

Verret, Stewart & Co.
Limited
Montreal

MR. GROCER,

Are you stocking the mince meat
that can be sold **ALL SUMMER** as
well as **ALL WINTER**?

ASK YOUR JOBBER FOR

WETHEY'S
Condensed
Mince Meat

Wrapped in sanitary packages.

Absolutely dust-proof.

3 dozen to a case.

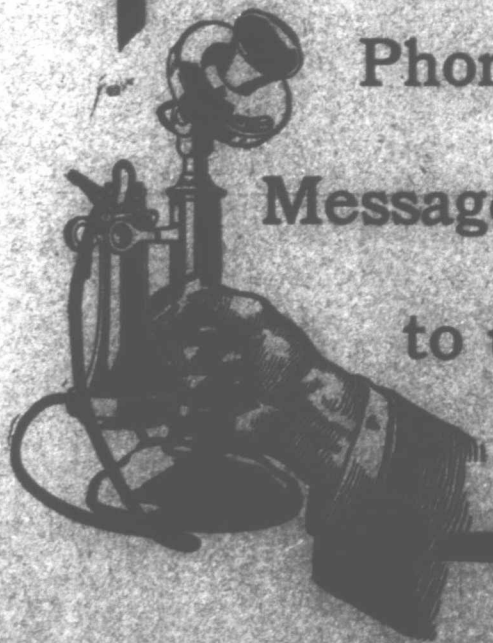
J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO

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to us



**Our Travellers Start
Out**

*After their holidays,
on Monday, August 8*

*See the "Specials"
they offer.*

Geo. E. Bristol & Co.

Wholesale Grocers

Hamilton

Ontario

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Montreal: 70

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The Low
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and
Cooking
Stoves
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Canada
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