

CIRCULATES EVERYWHERE IN CANADA 767

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

# THE CANADIAN GROCER

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

Office of Publication 25 Front Street East, Toronto.

VOL. 33.

MONTREAL, TORONTO, WINNIPEG, JULY 4, 1907.

NO. 27.

*The dealer that pleases the housekeeper gets her steady trade. One of the leading trade-winners in the grocery line is*

## Keen's Oxford Blue

*It is unequalled for satisfactory work in the laundry.*

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

Quality is never questioned when

## Boyer's "Silver Gloss" Starch

## and Boyer's "Prepared Corn"

are used by the housekeeper. For nearly 50 years they have been proved the best.

Boyer & Co., Limited

1907.

# There Is No Reason

why any grocer should be unable to obtain any single article packed or made by Crosse & Blackwell from his wholesale house. There are, no doubt, a number of the C. & B. lines which it would probably not pay a wholesaler to keep regularly in stock, but he can procure any single article on our export list for you. We would suggest that our retail friends make up an order in the Spring and Fall—or as often as they desire—for those sundries and particular lines of C. & B. goods which the wholesaler does not stock. Hand this to your wholesaler and he can have the goods brought on to you in original packages, under your mark, direct from Crosse & Blackwell's factory. It is really less trouble for the wholesaler to handle an order of this kind and you are assured of getting all the goods you order—packed according to your instructions—in original covering. Stock the lines of C. & B. goods your customers ask for. If they ask for something not on your shelves, send an order in to your wholesale house for it, with the request that the goods be imported for you. We are continually bringing on special shipments to all parts of Canada, and your order, however small, will receive prompt attention.

## CROSSE & BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

### C. E. COLSON & SON,

MONTREAL.

#### SPECIALS FOR THE MONTH

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

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





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

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

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

*Stower's*  
*Lime Juice*  
*Lime Juice Cordial.*

*"Thistle" Brand*  
*Finnan*  
*Haddies.*

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

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,  
Montreal,

84 Victoria Street,  
Toronto.

THE CANADIAN GROCER



**MANUFACTURERS' AGENTS  
AND  
BROKERS' DIRECTORY**



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

BARBADOES, W. I.

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

REGINA.

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

TORONTO.

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

HALIFAX, N.S.

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

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

VANCOUVER.

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

HAMILTON.

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

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

WINNIPEG.

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

MONTREAL

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

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

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

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

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

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

**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 23

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

(Continued on page 4.)

A sure, easy and satisfactory way to make money

Sell



½-lb.  
1-lb.  
2-lb. cans—  
Whole or ground—

Retails at 40c. lb.

It will bring you new customers

—WE GUARANTEE EVERY TIN—

THE **EBY, BLAIN CO., LIMITED** Coffee Importers  
**TORONTO**

## “WHEN IN DOUBT”

as to whom to send your Tea orders to, send them to us. You will never regret it, or be in doubt on the matter again. Among the many hundreds of confidential orders we receive every year, we have yet to find a dissatisfied customer, owing entirely to our unique experience in the Blending of Teas to suit the Public Taste.

Send us a trial order and be convinced that our claims are more than justified. Besides our well-known brands of Blue Ribbon Tea, we carry a full line of all Bulk Blends in Black, Green and Mixed, and also Straight Teas.

**The Blue Ribbon Tea Co., Limited**

12 FRONT ST. EAST

TORONTO.

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

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

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

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

**EXPERIENCED ADVERTISEMENT WRITERS**  
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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

...ESTABLISHED 1849...

**BRADSTREET'S**

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

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

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

—OFFICES IN CANADA—

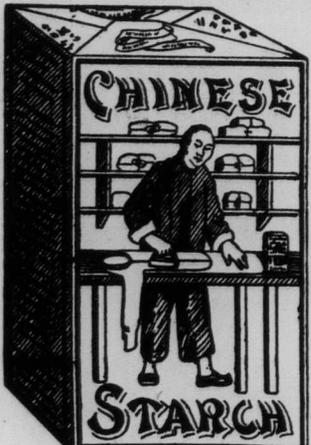
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HALIFAX, N.S.  
OTTAWA, ONT.

HAMILTON, ONT.  
QUEBEC, QUE.  
VANCOUVER, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

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



This is the season when Chinese Starch proves itself the Best of all laundry starches.

Write for particulars.  
Big profit to you.

**OCEAN MILLS, MONTREAL**

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

**BASKETS**

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

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

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

**COMMON SENSE**

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

**All Dealers and 381 Queen St. W.  
TORONTO, ONT.**

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

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

## THE CANADIAN GROCER

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

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

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

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

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

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

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

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

There are more than a few reasons for the preference, so unanimously expressed, by the women of Canada in favor of

# OLD HOMESTEAD BRAND

## Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

Canada's  
Ideal  
Canning  
Factory.



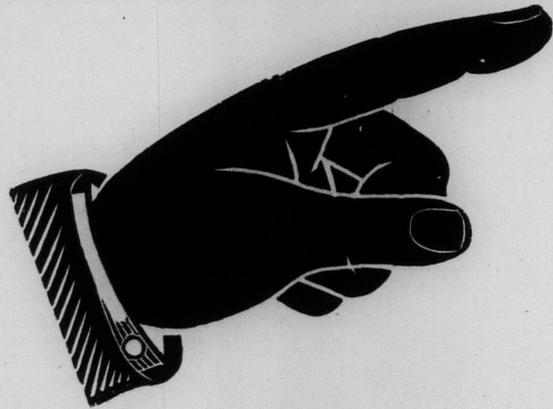
Home  
of Old  
Homestead  
Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unappreciable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—“Incomparable.” People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND**. Can you supply the demand?

---

## The Old Homestead Canning Co.

PICTON, ONTARIO



## “MEASURE THE COST”

of handling bulk Teas and Packet brands of uncertain reputation, with all their attendant losses and trade killing results.

Then consider whether it is not about time that you “cut them out,” and commenced to do your Tea business on profitable lines by selling “SALADA,” and “SALADA” only.

The Profit is good.  
The Freight Prepaid.  
The sale guaranteed.

BLACK,  
GREEN,  
MIXED.

A one-cent postal enquiry will bring you dollars worth of information.

Address: “SALADA” Toronto, Montreal, New York.

## PHENIX WASHING POWDER

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

Are You Selling PHENIX?

SOLE CANADIAN DISTRIBUTORS:

**C. A. CHOUILLOU & CO.**

14 Place Royale, - MONTREAL

## HOT WEATHER GOODS FOR ALL GROCERS



Money is made by always being up-to-date in the lines offering customers. Here are goods on immediate call:

**LYTLE'S LIME JUICE,  
RASPBERRY VINEGAR,  
FRUIT JUICES, CRUSHED  
FRUITS, FLVAORING  
EXTRACTS, FOUNTAIN  
SUPPLIES.**

See that your stocks are well assorted

MADE IN CANADA BY

**The T. A. LYTLE CO.**

Limited

TORONTO, - CANADA



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

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

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

**National Licorice Co.**  
Brooklyn, N.Y.

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

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

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

**"Gingerbread"**

**BRAND**

**Molasses**

*In 2, 3, 5 and 10-lb. cans*

*Put up solely by*

**Dominion Molasses Co.,**  
LIMITED

Hallifax, - Nova Scotia

**Agents**

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

When buying your  
**Valencia Raisins**

Ask your Wholesaler  
for these Reliable Brands

**MAHIQUES, DOMENECH & CO.**

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

"W. Abel" Standard Quality

*4 Cr. Layers  
Selected  
Fine Off Stalk*

**They will please you**

AGENTS—

**ROSE & LAFLAMME** MONTREAL  
TORONTO

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

Specify

**"Pansy" and "Daphne"**

Brand

Brand

Always of the Highest Quality

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

Agents:

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

# “Canada’s Pride” Canned Goods

We feel proud that our efforts to produce a superior quality of canned goods has been appreciated, which decided us to still further improve our facilities, which we are doing by the addition of two large buildings in which we are installing the very latest machinery for handling Peas in the most improved way, and with our expert help we shall be able to give to our customers a much improved article in peas.

Our buildings, which are open to visitors at all times, are large and well ventilated, having cement floors throughout with perfect drainage; greatest cleanliness being exercised is a guarantee against disease germs of all kinds.

Our system of grading and naming our peas assures consumers that they are getting just what they pay for, as the size of the peas contained in each can is designated on the label.

Give “Canada’s Pride” Peas a trial and be convinced that our system is a success.

When placing your orders for this season don’t forget that all lines bearing the name “Canada’s Pride” are the very best possible to produce and that we feel proud of the reputation already gained, and that we shall in every way protect our reputation and brand.

## Napanee Canning Co., Limited

W. A. CARSON, Manager

Representatives: W. Galbraith & Son, Sole Agents Montreal and District; Kyle & Hooper, Brokers, Toronto;  
Ashley & Lightcap, Winnipeg, Man.

THE CANADIAN GROCER

## SEASONABLE GOODS

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

Canned and Potted Meats—all kinds. Canned Fish and Fruits.  
Lime Juice and Olives.

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

# Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

## THE DOMINION SALT AGENCY

LONDON, ONT.

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

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**THE EMPIRE SALT COMPANY, LIMITED**  
SARNIA, ONT.

## JAPAN TEAS

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

**S. T. NISHIMURA, Sole Agent**

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

**Mr. Grocer! Are You Sure That You Are  
Safeguarding Your Profits?**



I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

**E. D. S. Brand  
JAMS and JELLIES**

you are not taking the necessary precautions. **E. D. S. Brand Jams and Jellies** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. **Ask for the proofs!**

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

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

**Perpetual Advertising** assures success. Of course, the quality of your goods must be above suspicion. The ordinary way of advertising comes high. That's why shrewd grocers push

**CEYLON TEAS**

A good **Ceylon Tea Trade** affords the best possible advertising and it costs you nothing. Stock **Ceylon Teas** and scores of women will sing the praises of your values every week.

F. NICHOLSON

CABLE ADDRESS: NICHOLSON, WINNIPEG.

D. H. BAIN

CODES, A.B.C. 4<sup>TH</sup> EDITION WESTERN UNION ARMSBYS 1901.



BANNATYNE ST. EAST TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, June 27th, 1907.

# TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

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

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

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

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

A reply from you would be greatly appreciated.

Very truly yours,

## NICHOLSON & BAIN,

CALGARY

WINNIPEG

EDMONTON

Nor  
On  
Pur  
Aer  
Mac  
Nu  
Send  
K  
AGE  
Ross  
Kyle



# DELICIOUS

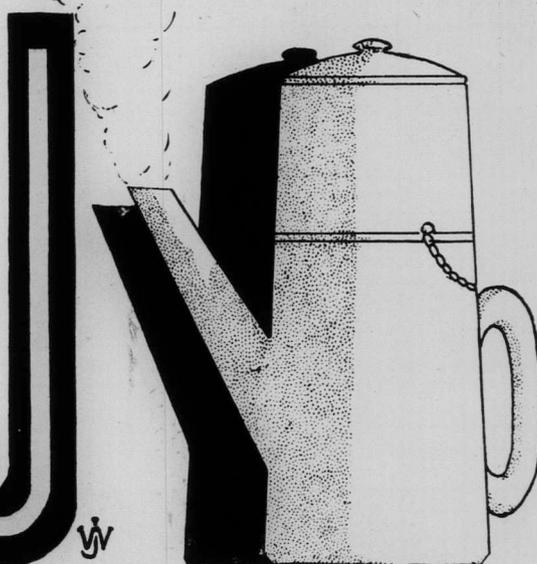
Nothing else so properly describes our

## White Swan blend

It is a Coffee prepared for particular people. Its peculiar excellence always satisfies. It is a Coffee that sells readily and **stays sold**—the kind that critical customers come back for. The handsomely decorated pound tins are an ornament to any store. High-grade throughout. Try a lot.

THE ROBERT GREIG CO., LIMITED  
TORONTO

GREIG'S **White Swan** BRAND



## KOPS REFRESHMENTS

Some NON-ALCOHOLIC Summer Specialties

### Kops Ale

Non-alcoholic and warranted pure.

### Orange Wine

Pure and non-intoxicating.

### Lemon Squash

Made from high quality fruit.

Numerous Others.

Send for List and Sample Labels.



### Kops Stout

Non-alcoholic and warranted pure.

### Champagne Cider

A splendid refresher.

### Orange Champagne

Delicious and exhilarating.

**KOP BREWERIES, LONDON, S.W. ENGLAND**

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

## DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

**Thos. Bell, Sons & Co.**  
Montreal

REPRESENTING:

A. Mahiques, Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

**VALENCIA RAISINS,  
SULTANA RAISINS,  
COOKING FIGS,  
CURRANTS,  
etc., etc.**

**THOS. BELL, SONS & CO., Montreal**

# QUAKER CANNED GOODS

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



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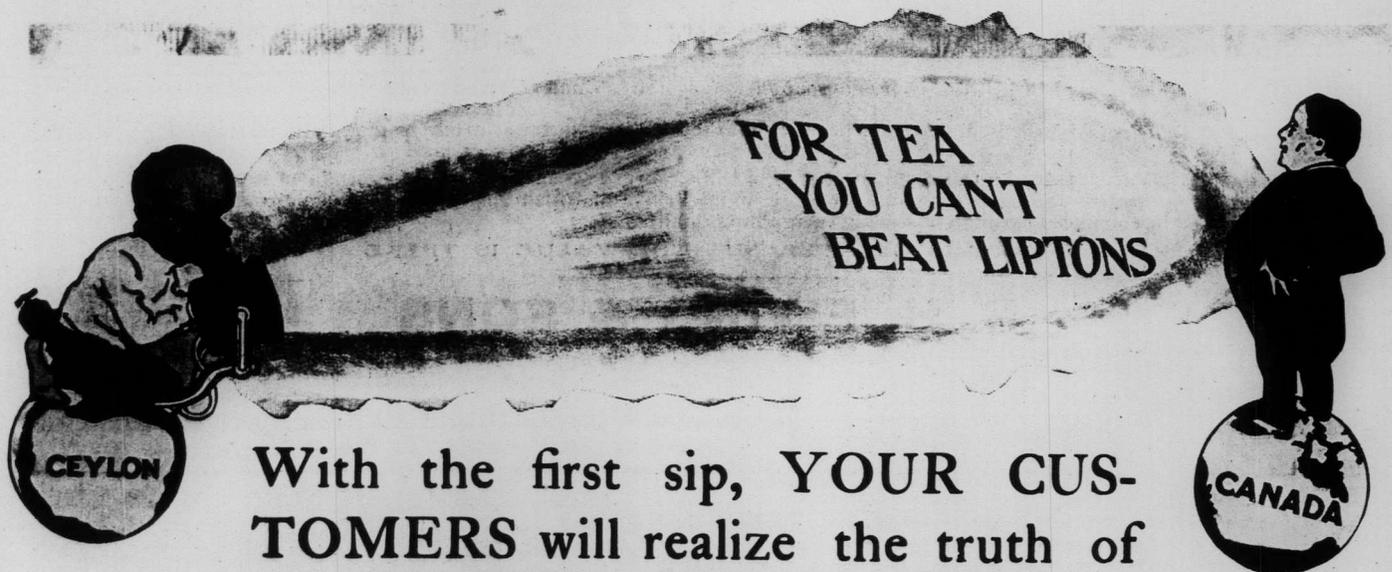
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THE CANADIAN GROCER



With the first sip, **YOUR CUSTOMERS** will realize the truth of this statement. The rare fragrance of **LIPTON'S TEA** is preserved in **AIRTIGHT TINS**, so that you can feel sure the quality remains in the goods when it reaches your customers.

In order to keep pace with our increased Canadian business we have opened a branch establishment at

***75 Front Street East, Toronto***

with a full line of all the **LIPTON PRODUCTS**, and a competent staff of men to give thorough and prompt attention to all inquiries and orders.

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

**THOMAS J. LIPTON**

**YOUR CUSTOMERS WILL AGREE—YOU SIMPLY CAN'T BEAT**

**LIPTON'S TEAS**

**OVER 1,000,000 PACKAGES SOLD WEEKLY**

## PRINCE OF WALES SPICES

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

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

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

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

**COST IS GREATER BUT—THE VALUE IS THERE**

### S. H. EWING & SONS

98-104 KING ST., MONTREAL  
Telephone Bell, Main 65  
Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

## Wholesale Grocers and Jobbers

When estimating your requirements  
get our prices on following lines:

Raw and Refined

Sugars

Molasses

Walnuts

Almonds

Filberts

Raisins

Currants

Shelled Nuts

Either for import orders or from spot consignments

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

### This Canner Cans at Home

You operate the Modern Canner right on your own farm or in your own store.

Fruit growers, vegetable growers and grocers use it. Saves all waste. Profits are large.

Put up your surplus perishables and market them to the best advantage.

Our descriptive booklet tells all about the Modern Canner. Write for it.

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



### Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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

RO  
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BOX  
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SN  
449

We Welcome Our Friends to  
**Retail Grocers' Convention at Hamilton**

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

A full line of Camping Supplies and

**Tartan**  
**BRAND**  
SIGN OF PURITY

**New Lobsters, 1/2s and 1s**

**New Lobsters, 1/2s in glass**

**Leard's Chicken, whole 5-lb. tins**

One roasted chicken in each tin

**Raisins - The biggest snap on the road**

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

**BALFOUR, SMYE & CO.**

**Wholesale Grocers, - - HAMILTON**

Long distance phone 596 free to buyers

**BEE  
JELLY  
POWDER**



The greatest Hot-Weather Seller of the day.  
Six delicious flavors to a box.  
Retail 25 cents with good profit.

BOX ASSORTED FLAVORS, OR TO YOUR ORDER.

**SEND FOR SAMPLES  
AND PRICES . . .**

PACKERS OF THE BEE PRODUCTS, ALL OF  
GUARANTEED EXCELLENCE.

**SNOWDON, FORBES & CO.**  
449 St. Paul Street - **MONTREAL**

**"ROYAL CROWN"**

**Witch-Hazel**

**TOILET SOAP**

The soap that backs up  
good advertising with  
good quality—and pays  
the grocer good profits.

Write for prices.

The ROYAL CROWN Limited,  
Winnipeg, Man.

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

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

## TO GROCERS

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

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

Our address is

**25 Main St. West,**  
Opposite Public Library

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

---

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

*Wholesale Grocers*

**HAMILTON**

Branch House—Sault Ste. Marie

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE  
**CANADA SUGAR REFINING CO.**  
LIMITED  
*Montreal*

## TO MANUFACTURERS !

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

**We are still open for a few more good lines.**

---

**The Standard Brokerage Co., Limited**

ARTHUR NELSON, Manager.

144 Water Street

**VANCOUVER, B.C.**

THE CANADIAN GROCER

# VINEGAR

THE DAVIDSON & HAY, LIMITED  
Wholesale Grocers, TORONTO

## BRANSON'S

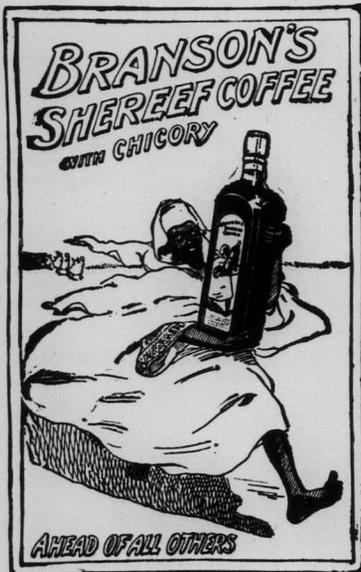
CONCENTRATED  
COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.



CONCENTRATED  
COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best".

Large Bottles.

Canadian Agents, GREEN & CO., Scott Street, TORONTO

Dealers are requested to write for special free deal.



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

### Some Reasons Why!!!



McLean's "White Moss" is Chemically Pure.

Prepared by cleanly and scientific methods.

From strictly first class and fresh nuts.

No adulteration.

By a strictly Canadian firm employing Canadian labor and circulating your money in Canada.

Cocoanut is a luxury, therefore get the best "White Moss."

Write or Phone us or our Agents.

Canadian Cocoanut Co.  
Montreal, Canada

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons but chiefly because of its purity and goodness. The shrewd grocer features

# Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP**.

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**THE GUELPH SOAP CO.**

## A Dollar Saved Is a Dollar Made.



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

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

**Durability, Ease of Operation and Reasonable Price.**

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

---

**Wm. Bartlett & Son**  
20 Adelaide St. West, Toronto

At this time of year the wise grocer anticipates his sugar requirements by placing orders early, so as to be prepared for the preserving season.

# Crystal Granulated Sugar

has no superior for this purpose, every pound doubly refined and absolutely guaranteed.

*Ask for price, as we know we can save you money.*

MANUFACTURED BY

**The Wallaceburg Sugar Co.**  
LIMITED

**WALLACEBURG, - ONT.**

Western Representatives—Mason & Hickey, Winnipeg



## Pride of Canada

Thousands of gallons of this standard brand maple syrup and maple sugar are sold annually.

People are asking for it everywhere. Live grocers meeting this great demand are reaping large profits and are adding to their reputation through the selling of a line that is guaranteed in *purity* and *excellence*.

If you do not handle PRIDE OF CANADA brand maple goods, please let us know.

**IT PAYS.**

**The Maple Tree  
Producers' Association**

**WATERLOO, - QUE.**

## Trade-Builders

Shrewd grocers have decided that only first-class quality goods are to be depended upon as trade-builders. You build up your business and add to your reputation by recommending

## Purnell's Sauces—Pickles—Vinegar

because they are the best by actual test ever marketed. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand?

**PURNELL WEBB & CO., Ltd.**  
**Bristol, Eng.**  
EST. 1750

Apply to Agents for further particulars:

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

The  
Line  
of Pro-  
visions



The  
People  
Demand

The grocer who stocks any other line is lacking in commercial sense. It would be an easy matter to prove that

**"HORSESHOE" Brand**  
of  
**HAMS AND BREAKFAST BACON**

is the prime favorite because most discerning Grocers stock it simply because they know that we have reduced the curing of meat to an exact and simple science.

**JOHN DUFF & SON**  
*Hamilton, Can.*

You can learn for yourself  
as to the superior quality of our

## Jams and Jellies

All we ask is a trial order for the  
perfection of fruit preparations.

Our

## Pure Apple Juice

now is a line that every grocer should  
bring forward during the warm  
weather. It is refreshing, pure and  
the healthiest drink prepared.

Drop us a card for particulars.

**The Belleville Fruit & Vinegar Co.**  
LIMITED  
**BELLEVILLE, ONT.**

# WARNING

In the Exchequer Court of Canada, an important judgment has just been rendered by Judge Burbidge against the Drysalters, Ltd., for an infringement of the registered label and trade-mark of Baby's Own Soap.

The manufacturers of

## Baby's Own Soap

hereby give notice to all dealers and retailers that any infringement of their labels or trade-marks will be proceeded against.

The public are being warned not to accept any imitations or substitutes which trade upon the well-known name and high quality of "Baby's Own Soap."

**THE ALBERT SOAPS LIMITED**

Manufacturers  
**MONTREAL**

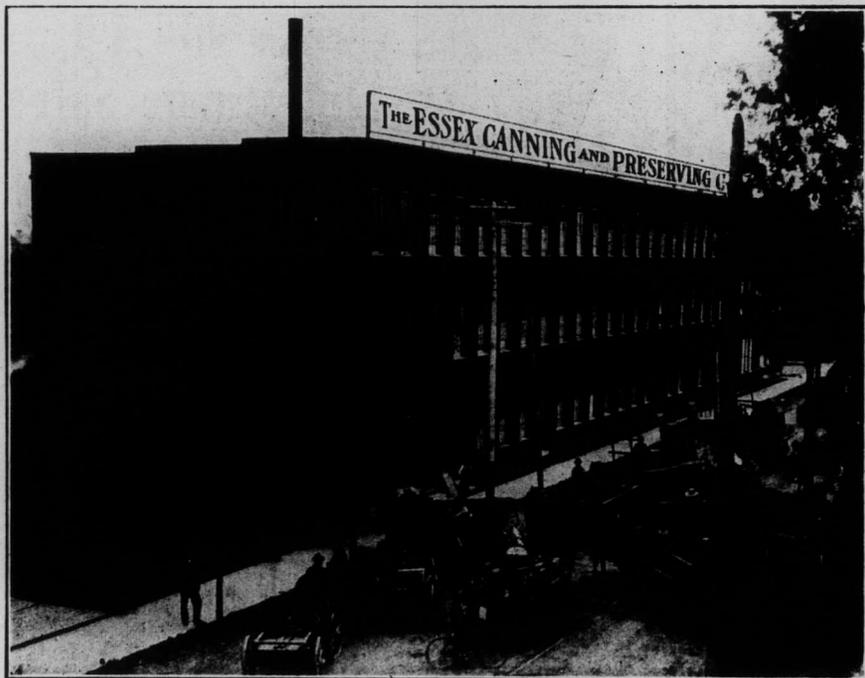
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NEW

GOL

J. I

22 St.



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

Get them on  
your  
shelves

## The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

### NEW PACK NOW READY

*Best Canadian Goods on  
the Market*

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## GOLDEN RULE SARDINES

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PACKED BY

McDonald Packing Company,  
Fairhaven, N.B.

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**J. W. Windsor & Co.,**

Sole Agents for Canada

22 St. John St., = MONTREAL

### Mr. Grocer!

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

## IVORINE

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

---

**ST. LAWRENCE STARCH CO.**

LIMITED

PORT CREDIT, ONT.

## Our New Table Syrup named "GOLDENETTE"

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

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

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

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

*Free samples given with five case orders*

### Imperial Syrup Company

88 Grey Nun Street,  
Montreal



## Build for Future Sales

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

## Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

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

**J. L. MATHIEU CO.,**

Proprietors, SHERBROOKE, P.Q.



## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



## Symington's "Edinburgh" Coffee Essence

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

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

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

### Thos. Symington & Co. EDINBURGH

Agents for Ontario—  
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—  
Messrs. F. L. Benedict & Co., Montreal.

## A SUMMER MONEY MAKER

Make July and August as busy as December.

Stock the things that people want for hot days.

There's "MONTERRAT"—the most delicious and satisfying of thirst quenchers.

It's a steady seller—and there's a tidy profit in it for you.

Your wholesaler has it.

## MONTERRAT LIME FRUIT JUICE

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

CANADIAN AGENTS

**MATHEWSON'S  
RED  
VICEROY SALMON**

Price \$1.75 dozen

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

**The Choicest Red Salmon Procurable**

We solicit a trial of this most excellent brand

**Mathewson's Sons**

WHOLESALE GROCERS

**MONTREAL**



**Pure Food is Essential  
to Good Health**

Grocers Buy

**Wagstaffe's Fine  
Old English**

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

**Wagstaffe, Limited**

PURE FRUIT PRESERVERS  
HAMILTON, ONT.

Agents:

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

**POSITIVE POPULARITY PROOFS**

which make

**Riverdale Brand**

CANNED GOODS

**A Standard of Excellence**

**LOCATION**

Ontario's best fruit and vegetable district

**SELECTION**

The choice of the best from the best

**SANITATION**

Systematic drainage and an abundance of pure spring water

**PROCESS**

Modern preserving of the pure and wholesome flavors

**ATTRACTION**

A dainty label, suggestive of purity.

PACKED BY

**The Lakeside Canning Co.**

WELLINGTON LIMITED ONTARIO



**Diamond Brand  
Maple Syrup**

**Twin Block  
Pure Maple Sugar**

**Maple Cream Hearts  
Marmalade, Jams, etc.**

**Sugars, Limited Montreal**

The serious question: how to buy quality tea in the face of advancing prices and still sell at good profit? is solved for all buyers of

## “MELAGAMA TEA”

“Melagama Tea” has steadily forged its way ahead on quality in the cup. Our clients are proving this by their increasing lists of satisfied customers.

**MINTO BROS., Head Office, TORONTO**  
 BRANCHES:— BUFFALO, N.Y. NIAGARA FALLS, N.Y.



### KEEP IT HANDY!

“CAMP” is worthy of a place on your counter—the foremost place. Every bottle you sell verifies our advertising and proves—to somebody—that “Camp” is just as delicious, wholesome and economical as we say. Not only so—but

## “CAMP” Coffee

sells quickly and easily, and affords the distributor a very handsome profit.

Your Customers are looking for “Camp.”  
 Keep up your stock and let it be seen.

*Manufactured by R. Paterson & Sons, Coffee Specialists, Glasgow*

**AGENTS:— ROSE & LAFLAMME, MONTREAL**

# 2-in-1

A shoe polish does not capture the world's markets unless it is better—a good deal better—than competitive brands. The success of

## 2 in 1



must be credited in the main to its sheer superiority over all other liquid and paste polishes. Then we advertise universally and persistently. That helps some. Stock **2 in 1**.

Tell your jobber that you read about **2 in 1** in  
 The Canadian Grocer.

**The F. F. Dalley Co.**  
 LIMITED

**Hamilton, Canada. Buffalo, U.S.A.**

## YOU CAN PLEASE

your customers every day, if you supply

# “JAMES’ DOME”

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

SORT UP YOUR STOCK.

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



# SPRING DELIVERIES

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

## Crosse & Blackwell's

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

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

### Past Due Accounts.

We can assist you to convert these into **Working Capital**.

Intelligent and up-to-date attention given to all claims entrusted to us.

Let us assist you.

### The Beardwood Agency

*Claims Collections and Commercial Reports*

313 New York Life Bldg., MONTREAL

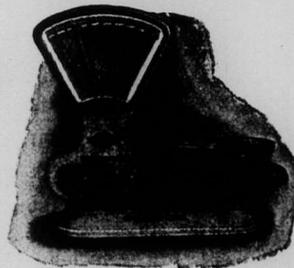
### Are You Giving Your Profits Away?

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

### Toledo Computing Scales

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

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



## Vinegar—White, Cottell's

*The Vinegar that makes Trade and keeps it.*

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

### Pure Malt,

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

OUR ADDRESS:

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

# Retail Grocers Convention at Hamilton

Third Annual Meeting of the Ontario Grocers' Section of the Retail Merchants' Association—A Small Attendance—Interesting Addresses and Discussions—H. C. Beckett, President of the Dominion Wholesale Grocers' Guild, Talks Very Instructively on Trade Evils and the Need for Organization and Co-operation.

The third annual convention of the grocers' section of the Retail Merchants' Association was held in the Conservatory of Music hall, Hamilton, on Tuesday, as a preliminary to the eighth annual convention of the association in Ontario. The attendance was extremely small, but there were some very interesting addresses, notably one by H. C. Beckett, president of the Dominion Wholesale Grocers' Guild, and under the head of resolutions some interesting topics were discussed. At no time were there more than thirty present and scarcely half that number were grocers.

John A. Green, secretary of the National Association of Retail Grocers of the United States, was not present, much to the disappointment of those who had looked forward to having the leading man in grocery organization on the other side of the line.

The convention was scheduled to commence at 10 o'clock. At eleven there were a dozen present and President J. O. Carpenter, of the grocers' section of the local Retail Merchants' Association, and Mr. Smye, president of the Retail Grocers' Association of Hamilton, briefly and heartily welcomed the delegates to the city and an adjournment was made till after luncheon.

## Ontario President.

When proceedings were resumed the chairman, M. Moyer, president of the Ontario grocers' section, called upon A. L. Geen, a Belleville druggist, and Ontario president of the general association, for an address. Mr. Geen expressed regret that he so seldom was able to meet with the various sections of the association. It was in the sections, he said, where the solid work was done. In the sections they understood each other's troubles, and if it were not for the sections the association would do very little. The association had to be just what the sections were. While in provincial and Dominion associations they could tackle the Governments, it was in the sections that they helped each other individually. Every section had its discouragements, but he reminded them that they were just laying the foundation for the retailers' association of the future.

## Grocers the Best.

Ald. Kirkpatrick, of Hamilton, recently retired from the grocery business after 20 years' success. He extended a hearty welcome to the city and promised that the mayor would be present next day. The grocers, he declared unblushingly, were the best class of citizens in Hamilton. He urged association as a necessity to success in retailing. The grocers in Hamilton had organized an association 16 or 17 years ago, but had not been able to get more than half the grocers into it. It had, however, been a very great benefit.

They had not attempted any price-fixing combination or anything of that kind. They had derived their greatest benefit from becoming acquainted with each other.

## Right Plan of Organization.

J. A. Beaudry, Dominion treasurer, Montreal, was the next speaker and conveyed the greetings of the retailers of Quebec. His remarks were confined to a eulogy of the association's system of organization. They had tried the single line organization in Quebec, but when they had got up against conditions at Ottawa they had found their influence was nil. The result of the trading stamp fight had shown what combination could do. That had demonstrated the necessity of retailers of all other lines coming in with the grocers if they



H. C. BECKETT, HAMILTON  
President Dominion Wholesalers' Guild.

were to accomplish anything. Some people might think they should be organized on different lines. Let them come to the front and say how it should be done. Until they did that the association would have to continue the way it had been doing.

## From the States.

Elisha Winter, of Boston, national organizer for the Retail Merchants' Association of the United States, then was called upon and enlivened proceedings with a flow of oratory that was most entertaining. Mr. Winter was very fluent. He too, but at greater length, endorsed the plan of an association of all retailers. He dwelt too on the attainment after 20 years' labor, of the National Pure Food Law. He awarded the glory for evolving the United States plan of organization to Canada and im-

plied that he and his countrymen had only heard of it this spring, when Messrs. Trowern, Higgins and Moyer had attended the Vermont State convention.

"The individual class organization," he asserted, "cannot appear at Washington without being accused of seeking class legislation."

"The grocers have been doing the nigger and jackass work for years. We have to come to Canada to get the right idea of organization." Now grocers were discovering they were merchants and in state after state the organizations were changing their names from grocers to merchants.

After a diversion to comment on the fact that John D. Rockefeller was evading service of a summons to court and on the tendency of Canada and the States to get together, Mr. Winter got back by asserting that the grocers should establish the food standards and make the Government adopt them. In the United States, he told them, the order of things was money, men, method. Here it was method, men, money, and "the spot dollar was not so near to God Almighty as on our side." He talked for awhile of equal rights for retailers, wholesalers and manufacturers and dilated at some length on the achievements of the merchants of Venice in making laws for the world in the dark ages. He delivered the encouraging news that the catalogue houses of the United States had seen their day. They were "talking prison" to them over there now.

However, in thinking around for something original and inspiring to say, Mr. Winter had hit upon the idea of an international organization of merchants. He was sure it had got to come.

## A Wholesaler Present.

Chairman Moyer then called upon H. C. Beckett, president of the Dominion Wholesale Grocers' Guild, and remarked upon the progress that had been made in adjusting relations between retailers, wholesalers and manufacturers. A few years ago no one would have thought of finding a wholesaler at one of the association meetings. The association was getting to be better understood by manufacturers, wholesalers and consumers. The association was working to improve trade conditions and by so doing they were making things better for everybody.

## GUILD PRESIDENT'S ADDRESS.

### Need for Organization and Co-operation to Correct Trade Abuses.

Mr. Beckett's address was carefully prepared and was the feature of the convention. He said:

"It must be gratifying to the members of your splendidly managed association to learn that substantial pro-

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## THE CANADIAN GROCER

gress is being made in the very necessary work commenced eight years ago, this, I understand, being your eighth annual convention.

"Having been invited to offer suggestions to the members of your association on lines calculated to promote the best interests of both the wholesale and retail trade, I feel indebted to you for the privilege of being present and, therefore, beg to offer suggestions emphasizing THE GREAT NEED AND BENEFIT OF A BETTER UNDERSTANDING OF TRADE CONDITIONS.

"Recognizing and realizing the great difficulties that beset the grocery trade, both wholesale and retail, we are here to suggest, in a general way, remedies for improvement, and no better argument could be advanced in favor of better trade conditions than the fact of the merchants of Ontario traveling, in some cases, hundreds of miles to attend this convention. Comparatively little can be accomplished by the individual; problems in business are continually arising that can only be studied and dealt with by united effort.

### Many Evils and Difficulties.

"The years of experience you have had in the grocery business have, no doubt, made it clear to all here that there are many evils and difficulties existing, ruinous to trade and business morality, and it is a reasonable view to hold that these evils must be remedied sooner or later.

"A business of such magnitude as that of the selling of groceries, both wholesale and retail, must necessarily be in a more or less confused condition without organized effort to establish in the minds of manufacturers and others the great need of reforms and changes in business methods absolutely necessary to meet present day conditions.

"While more or less effort has been made in the past to acquaint manufacturers with the situation as it applies to the jobber and retailer, the real improvement and benefit to the trade generally is largely due to the efforts of a few. More aggression is necessary to emphasize the evils we have to contend with.

"Manufacturers who take an interest in the profits made by the jobbers and retailers are few and far between. Some hold the absurd idea that it is unlawful to sell goods with restrictions as to re-sale; in fact, the sale of many proprietary and staple lines on margins not sufficient to cover the cost of distribution is encouraged and forced upon the trade by manufacturers who are shrewd enough to take advantage of and profit by the petty and unbusinesslike jealousies that exist among competitors.

### Cost of Doing Business.

"The wholesalers' and retailers' cost of doing business is not generally known to the manufacturer, and very little consideration is given to this vital matter. This important and vital question of the cost of doing business is frequently

lost sight of. It, therefore, should be the duty of the trade to take this matter up more vigorously, for just so long as the trade is dormant and tardy in bringing these matters to the attention of the manufacturer, just so long will the time be prolonged in which business must be done at cost and frequently less.

"The remedy is a systematic and persistent hammering into the minds of manufacturers and merchants the cost of doing business, and without organized effort in continually interviewing manufacturers it is impossible to improve the condition of trade.

### Cleavages in Trade.

"It has been argued by those unfamiliar with trade conditions that the purchaser who buys the maximum quantity should get the minimum price without regard to his standing in the community as consumer or merchant. Such a view is not held by business people because experience has demonstrated the absolute necessity of recognizing the cleavages in trade, namely, the manufacturer, the wholesaler, and the retail-



H. C. ELLIS, OTTAWA  
President Ontario Branch of the R.M.A.

er. If the manufacturer elects to sell his goods direct to the retail trade, he has that privilege, but he should not discriminate in favor of the large buyer, as is frequently done.

"The quantity price has induced cutting and demoralization very hurtful to the interests of the retail trade generally. If the manufacturer elects to sell his goods through the wholesaler he should pursue an honorable course and not secretly and quietly sell to a few favored retailers at wholesaler's prices to the injury of the great majority of the retail trade.

"The trade generally has not been alive to present day needs, and has not appreciated the fact that a great educational work is necessary.

### Lack of Business Knowledge.

"Our difficulties are due, in a great measure, to the great lack of general business knowledge on the part of the press and the people's parliamentary representatives. A continuous, combined, collective and united effort on the part of the merchants and manufacturers to educate the press and the politician to a correct general knowledge of trade conditions is of prime necessity.

"We all appreciate the great and surprising influence of the press with the masses in moulding public opinion, but very rarely is that influence used to get at the truth. The tendency has been to feed the public mind with something sensational on the subject of trade combines. False and erroneous statements through the press have so prejudiced the public mind that merchants and manufacturers have frequently been regarded with suspicion and mistrust in any collective effort they might make to protect their interests.

"Commercial laws suited to present day conditions are a necessity. Laws that will protect the mercantile interests of this country on a sound, honest, financial basis are just as necessary as laws to protect the public. Unfortunately, however, the aim of the politician has been directed to endorsing a popular cry in preference to being mindful of the mercantile interests of his country.

### Commission to Investigate.

"In advocating the appointment of a commission to investigate trade conditions, with a view to reporting to the Government, and pointing out the necessity and absolute need of a permanent tribunal to which trade agreements may be submitted for ratification and approval, there can be no question as to the need of this, for experience has taught us that apparently little is known except by those actively engaged in business, of the necessity for progressive legislation on lines that will protect the rights of the many against the dishonest and unfair competition of the few.

"If the sale, both wholesale and retail, of groceries is a lawful business, then wholesalers and retailers alike should be protected in any efforts they may make to protect their interests.

"There should be no question as to the necessity of a proper recognition of honest methods in business, and a common sense attitude on the part of the Government to those engaged in business. The aim of a government should be to correct and not encourage unfair and dishonest competition. The right of competition must be recognized, but when unhealthy trade conditions prevail, it is in the public interest to prevent such a condition of trade.

### Manufacturers' Obligation.

"It is needless to remind you of the great obligation the manufacturer is under to the retailer for the service he renders in placing the goods before the consumer, and, therefore, there can be no sense or justification for such service being rendered for less than the cost of doing it, as is the case now, and has been for some time past. If it is lawful to protect business interests, then those in business should know they have the right to use every legitimate method to prevent unhealthy trade conditions.

"The powerful influence of your association, through its very large membership, is perhaps not fully realized at Ottawa, or the very reasonable request

asked at the hands of the Government would have received earlier consideration.

**Impossible to Know.**

"Under the present statutes it is impossible for the business man to know with any certainty the agreements which it should and may be lawful for them to enter into for the protection and existence of the various businesses in which they are respectively engaged. It is an injustice to differentiate against the merchant when other classes of the community are legally sanctioned to carry out the very same principles for which the merchants stand.

**New Bureau of Commerce.**

"The wholesale grocery trade of Canada, and I trust you will endorse to the full extent of your power the movement, are in favor of and have suggested to the Government the appointment of a branch of the Department of Trade and Commerce to be known as the Bureau of Inland Trade and Commerce. This branch would, undoubtedly, be of great value, as it might be the medium of educating the Government to the needs of business men, as it is quite clear that considerable missionary work is necessary before the needs of the trade will be noticed by the Government.

"It is hard to bring about these reforms without enthusiastic work and assistance, and you should take these matters up urgently and personally through your parliamentary representatives and urge and insist upon your rights being respected.

**United States Wholesalers.**

"In Chicago, last week, I had the pleasure and privilege of being present at the first annual meeting of the National Wholesale Grocers' Association of the United States. The meeting lasted three days, and was attended by upwards of 250 representative wholesale men from all parts of the United States, as far west as California and as far south as New Mexico; in all 32 states in the union were represented. The Wholesale Grocers' Association of the United States has a membership now of over 490, and they had their first convention in Buffalo last year. They are working in harmony with the National Retail Grocers' Association of the United States. They find the need of co-operation over there exactly the same as we do in Canada. The trade there are making an earnest attempt to put the grocery business on a paying basis, realizing that in this age of keen competition no one can control all the business. They expect the benefit they will get out of co-operation will be worth all the labor.

"All should be willing to labor in the cause of the business with which they are identified, as results can only be obtained through hard work and persistent effort.

"It is a short sighted policy to expect practical results if you do not subscribe liberally to the funds of your association, and a careful investigation

will convince you that no better investment, or an investment that will bring you larger returns can be made than liberal association subscriptions.

**Damage to Goods in Transit.**

"I would also respectfully remind your association that the wholesalers and retailers have much in common, but unfortunately are not getting the benefit that would come to us all if we tried harder to help each other. You are aware that we have a Board of Railway Commissioners at Ottawa, appointed by the Government to protect the rights of the people in their dealings with the railway companies, and I would ask you if proper use is being made of that board? The answer is emphatically, 'No.' Delays in transportation, damage to goods in transit, pilferage, and the delays in settlement of claims are grievances that the trade have labored under for years. Due probably to the lack of initiative on the part of the wholesale and retail trade, very little, if any, effort has been made to lay this condition of affairs before the railway board.

"Every retail merchant has, at some time or other, received goods in a more or less damaged condition, and if he has made a claim upon the railway com-



JOHN C. GREEN  
Secretary National Association of Retail Grocers of the U.S.A.

pany he knows how difficult it is to secure a settlement. The settlement of claims is slow and tedious, and railway companies, in this respect, do pretty much as they like. Rules and regulations to protect the shipper and consignee should be put in force by the Railway Board, but this is not likely to be done, unless more active measures are taken to bring these matters before the Railway Board.

**Wholesalers in Accord.**

"As representing the wholesale grocery trade of the Dominion, it may be interesting to you to know that the resolutions passed at your convention held in Toronto April 3rd, 1906, received the unanimous endorsement of the Dominion Wholesale Grocers' Guild at their annual meeting, April 19, 1906, and that the wholesale grocers are heartily in accord with the ideas of your association, so much so, that the wholesalers are in favor of the appointment of a standing committee to confer with a similar committee of your association with a view to assisting each other in the adoption of means to

place the sale of staple lines in the grocery trade on a more healthy and stable basis.

**Welcome to Hamilton.**

"I am sure I voice the sentiments of every merchant in this city when I say it is a great pleasure to have the privilege of extending to you in this manner the glad hand of fellowship. Personally, I take a great pride in my native city and like to see every visitor carry away pleasant recollections of a visit to Hamilton.

"We cannot say much for our street car system, but we will have a better one some day. In the meantime we are exercising that Christian virtue for which Hamilton citizens are noted, namely, patience.

"I mention our transportation facilities so far as it affects our visitors because Hamilton business men are ashamed of such a condition so long delayed.

"This fraternal greeting extended to you by the wholesalers of Hamilton is evidence, I hope, that we are co-workers with you in a desire to encourage the spirit of the time, namely, a united effort to better trade conditions. The work which you are carrying on, and which we are also engaged in, is an earnest attempt to extend to a higher moral plane, the making of money in our business; not by unfair methods and dishonest practices, but by a spirit of live and let-live.

**Must Deal Firmly.**

"In business we find a few who attempt to take unfair advantages—with such we must deal firmly in protection of our interests.

"The business men's organizations have come to stay. They are founded on ideals of absolutely fair dealing, and with such ideals the associations will continue to prosper, grow, and increase in strength.

**Government Will Take Notice.**

"The time is not far distant when the Government of Canada will take notice and be seized with the fact that the merchants of Canada must be reckoned with and that laws hurtful to the interests of merchants and manufacturers are not in the public interest.

"Along these lines the value of your association will soon be manifest. Your work will require a sacrifice of time and labor, but results will more than repay you.

"Create good fellowship and good will—do not become discouraged if some forget the code of honor—have patience—a kind word—a little education will work wonders.

"Educate the travelers to be on the square. Playing a sharp trick on a rival is not honorable merchandizing—let your ideals of business become actual realities—honesty, part of the heart and a principle of the soul, is in man's nature—encourage it—protect yourselves. Conditions confronting the merchants to-day are past reasonable bounds, and the time has arrived when you must be aggressive and demand the just consideration of trade grievances.

"I thank you for listening to me and hope the views expressed may find favor with you."

**Wholesalers' Band Concert.**

Mr. Beckett informed the convention that some of the city wholesalers had  
(Continued on Page 33.)

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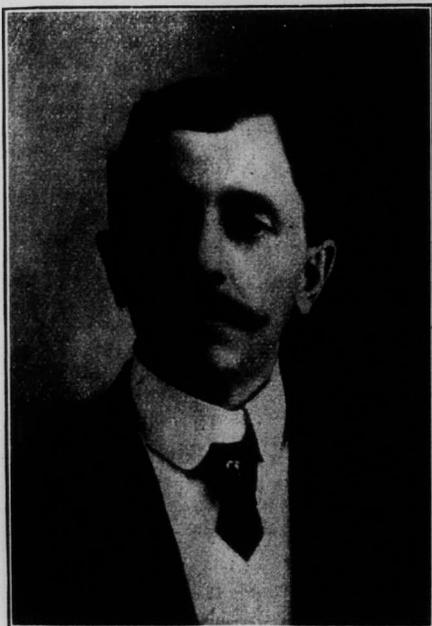
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## RETAIL GROCERS' JOINT PICNIC

**Montreal and Ottawa Grocers Combine Forces at Alexandria—Weather Disagreeable, but Fun Fast and Furious—A Big Success.**

Montreal and Ottawa retail grocers joined forces this year and held a joint picnic at Alexandria, Ont.

The picnic was a good one in many respects—in fact in most respects—but, unfortunately, it rained during the day in Alexandria, just when the sports were promised to be a daisy, and everybody



PRESIDENT A. LANIER, MONTREAL.

about half over, and the balance of the events were run off as best could be arranged in the wet and mud.

When the Montreal train drew out of the station the day, while a bit skeery, was sure that the annual picnic would break all records. Soon after getting into Ontario it began to rain and the weather man joked with the picnickers all the rest of the time, getting down to work in earnest about 3 p.m.

At any rate, the Montreal grocers turned out in good numbers, twelve coaches leaving the Grand Trunk station, bearing somewhere near nine hundred excursionists.

The Ottawa train with the grocers from the Capital, about two hundred and fifty strong, arrived before noon, beating the Montrealers. Ottawa had nasty rain all morning.

Citizens of Alexandria were out in force to welcome the sellers of food-stuffs, and the grocers were escorted to Landscape Park for dinner and to see the afternoon's sports.

Two of the first people The Grocer met on alighting from the train from Montreal were President Forde, of the Ottawa grocers, and ex-Secretary Ellis.

### Everybody Hungry.

Arriving at the grounds there was a wild scramble by several hundred per-

sons to get into the grounds by way of two gateways, one of them six feet wide and the other about two. Before going in you had to perform an acrobatic act to secure a ticket of admission. To see some of the "larger" boys balancing on the eighteen inch platform before the ticket windows, a platform elevated a couple of feet from the ground, was worth going a hundred miles to see. Anyway everybody got in before the rain commenced in the afternoon, and seeing some white canvas in the distance, investigated, finding out that same covered the tables whereat the multitude were to feed. It looked easy to get your dinner, but on arriving at the canvas it was found that the whole thing was fenced in with staunch Alexandrians guarding the gate. The why was because there was one "stand-



PRESIDENT F. W. FORDE, OTTAWA.

ing" already at the tables, and dinner had to be served in instalments owing to the immense crowd present.

After the train journey, however, everybody was pretty hungry, and no one seemed very anxious to be last in getting to the tables. The crowd stood the bars because they had to for a while, but after an hour of waiting they rushed the gate, and easily overpowering the guards, made a wild dash for the tables where the good things were. You could hardly blame a hungry lot of people for doing such a thing. Just imagine standing with an empty stomach watch a couple of hundred people eating turkey, ham, beef, pickles, thirty-two varieties of fancy cakes, and a whole lot of other things, and you with a ticket in your pocket!

Once at the tables there was food aplenty and nobody had to go hungry.

### Games and Good-fellowship.

The games next occupied the attention of the grocers and up to the time of the rain were enjoyed by contestants and spectators. The programme was a long one, and everybody was given a chance to win some of the valuable prizes given. President Lanier, Montreal, and President Forde, of Ottawa, were always on hand, and tried at all times to assist in getting the events off on time and in many other ways lent a hand.

There were quite a few others who helped also. Ex-President Daoust, of Montreal, was on hand, and brought his smile with him; Walter Gaden forgot Red Rose tea (if he could) for the day and sported a judge's badge, same color as the one which adorned the manly breast of Mr. Hodge, who thinks Chase & Sanborn's Red Seal brand coffee the best ever. James Fletcher, of Demers, Fletcher & Co., could not do enough, while Jos. Ethier, of Laporte, Martin & Co., who would rather miss a chance to land a big order for Mitchell's finest than overlook a grocers' picnic, was there too. Frank Cockburn and Fred Perry were on hand for the Comfort Soap race and to be good fellows as well—they always are. Mr. Probert, of Sunlight Soap, ate a good dinner, but from the weather it was evident he had no Sunlight with him. Alf. Childs was seen on the grounds during the day, as was also Mr. Laing, of the Lake of the Woods Milling Co. Secretaries Beaudry and Johnson worked hard and de-



JOS. ETHIER  
Laporte, Martin & Co's Manager.

serve special praise for the efforts they put forth to make the picnic go.

### The Arrangement Committees.

All the officers of the two associations spent a busy day. Officers of the Ottawa Association are: President F.

## GROCERY TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer.)

W. Forde; treasurer, C. J. Prevost; secretary, W. Johnson.

Montreal officers are: President, A. Laniel; vice-presidents, J. A. Dore and E. P. Guillemette; secretary, A. Sarazin; treasurer, H. Laniel.

A word should be said, too, about the efforts put forth by the grocers of Alexandria. They worked hard and their efforts certainly showed.

The various committees were as follows:

Organization—J. A. Dore, A. Sarazin, H. Laniel, G. Pilon, P. Daoust, J. A. Maynard, A. Laurendeau, Jos. Deneau, J. A. Beaudry, E. P. Guillemette, J. A. Labonte, E. P. Lalande, A. Laniel, president.

Sports—A. Laniel, F. W. Forde, J. A. C. Huot, W. Johnson, A. Sarazin, J. A. Dore, P. DeProto.

Alexandria organization committee—Rev. J. H. Dulin, J. A. C. Huot, joint-presidents; Nap. Proulx, J. E. Leduc, H. Lalonde, W. Leboeuf, Alp. Sabourin, Ab. Poirier, Nap. Trottier, P. DeProto, Geo. Bougie, Ans. Levac, G. Campeau, D. Quenneville.

Reception committee—Mayor J. A. McRea, V. R. McDonald, M. Cameron, J. A. McMillen, M.P.P.; E. J. Fulton, A. A. McKinnon, O. Ranger, J. T. Schell, M.P.; J. O. Simpson, Murdock McRea, F. E. Charron, Hon. Senator McMillan, G. Campeau, F. McDonald, F. Trottier, J. A. C. Huot, president.

### Menu.

#### COLD MEATS

Chicken, Turkey, Roast Beef, Veal, Lamb, Ox Tongue

#### VEGETABLES

Tomatoes Cucumbers

#### DESSERTS

Ice Cream, all flavors  
Lemon Pies Apple Pies  
Charlotte Russe

#### FRUITS

Oranges, Apples, Bananas, Pineapples  
Cakes Cheese  
Tea Coffee Chocolate or Cocoa

### WINNIPEG PURE FOOD SHOW.

Winnipeg's first Pure Food Show was opened this week under the most favorable auspices. The large Auditorium Rink is gaily decorated for the occasion and at night when the thousands of lights are lit it is a very attractive place to visit. The exhibitors have spent a lot of money in the decorations of their booths and the result is a very handsome exhibition.

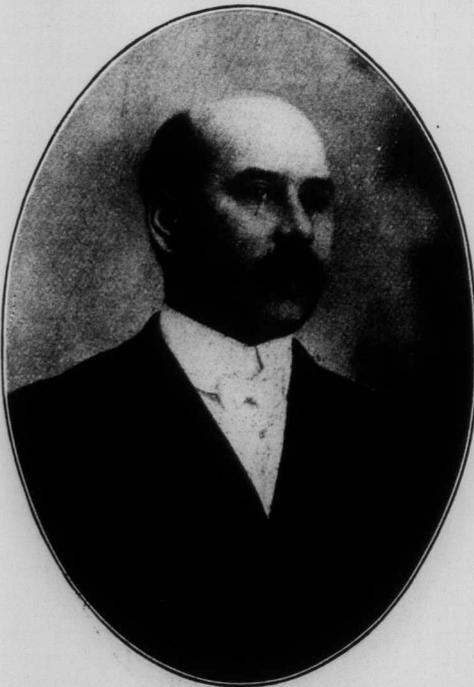
The formal opening occurred on Tuesday afternoon, the event being honored by the presence of the Lieutenant-Governor of Manitoba, the mayor of Winnipeg, the members of the board of control and city council, and several of the wholesale grocers of Winnipeg.

The exhibition will close on the 13th. It promises to be an immense success.

F. W. Thompson, vice-president and general manager Ogilvie Flour Mills Co., left Montreal for St. Andrews last week.

St. John, N.B., July 1.

There were but slight changes in the grocery markets here during the past week. Cheese declined from a quarter to half a cent a pound. Hand-picked beans have gone up five cents. American plate beef has advanced \$1, and Canadian from 50 to 75 cents. In the produce line, business was not so active as the week previous. Dealers report butter and eggs coming in more satisfactorily and prices of both slightly easier. Potatoes are also easier and are quoted at from \$2 to \$2.25 a barrel. In the fish market the supply is said to be



WALTER GADEN, OF RED ROSE TEA.

about equal to the demand and prices remain about the same.

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J. E. Cowan, the Main street grocer, received the first consignment of native wild strawberries last Thursday. They were grown on the Washedemook river and sold for twenty cents a box. Considering the backward weather this is early for native berries.

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The schooner Falmouth arrived at Yarmouth on June 27th, with a cargo of molasses for the Crosby Molasses Company, of this city. The schooner made the trip from Barbadoes to Yarmouth in something less than thirteen days, which is considered remarkably good time.

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The Sussex Mineral Springs are running full capacity in an effort to meet orders at hand. The present season is expected to be a record-breaker for the company.

Retail grocers have packed their seed stocks away, as the sale for the present season is about over. The trade this year is reported to be about up to the average, despite the backward weather.

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An association that is doing good work and is proving of great benefit to the members is the St. Martin's Merchants' Association, at St. Martin's, N. B. Nearly all the merchants in the village have joined the body, their object being to promote business in every way possible. The merchants realized some time ago the difficulties they had to contend with in getting goods shipped them owing to the fact that the only railway, a branch line, known as the Hampton & St. Martin's Ry., making connections with the I.C.R. at Hampton, was not a paying proposition, and they set to work to remedy the trouble. Considerable of the freight up to a few years ago, was sent to the village by schooners, but it was thought some concerted action would result in better railway service, cheaper rates and more business. The association was therefore formed, and it was decided that it would pay all the dealers to work together, buy goods in carload lots and agree on a schedule of prices. The idea was not to make the consumer pay more, but by buying in larger quantities get better discounts so as to be able to sell cheaper. Since the formation of the association price-cutting has been done away with and meetings are held monthly to talk over matters of interest and discuss plans for the betterment of business. The present officers of the association are: President, Michael Kelly; vice-president, Allan Love; secretary, E. A. Titus; treasurer, S. V. Skillen. The executive is composed of the four officers and W. Bentley, J. B. Hodsmythe and J. S. Titus. As a result of their efforts St. Martin's now has an improved train service and trade generally is much improved.

### TORONTO HORSE SHOW.

The first prize and a fine gold medal was awarded to E. W. Gillett Co., Ltd., at Toronto Open Air Horse Show, July 1st, in the light fancy delivery class of horse and wagon. In all classes the entries were superior to those of former years and the parade was viewed by a larger crowd than ever before, showing that interest in this annual event is increasing each year.

T. Kusanobu, of Shaw T. Nishimura, Montreal, spent a few days in Toronto last week. His calls on the trade were made in company with Geo. Stanway.

Mr. H. Gardiner, of the T. J. Castle Co., Ottawa, was in Toronto last week.

The Canadian Coconut Co., Montreal, have opened a new department in connection with their rapidly extending business. This is for the supply of bakers' and confectioners' specialties and promises to be a popular move.

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united to providing evening extended delegates ent.

George wholesale upon. "I to greet ssembled i said Mr. liberation body of and I an great int The first held in t ilton and don't thi be done effort."

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Pure eggs—In

**GROCERS' CONVENTION.**

(Continued from page 30.)

united to show their appreciation by providing a band concert the following evening in the Alexandra pavilion. He extended a cordial invitation to the delegates and city retailers to be present.

**The First Convention.**

George E. Bristol, another Hamilton wholesaler, was present and was called upon. "It gives me very much pleasure to greet the retailers of Ontario assembled in convention at Hamilton," said Mr. Bristol. "I hope your deliberations will prove of benefit to the body of trade throughout the country and I am satisfied they will. I take a great interest in retail organization. The first merchants' convention ever held in the Dominion was held in Hamilton and I was the originator of it. I don't think anything worth while can be done in this world without united effort."

**An Unselfish Purpose.**

Chairman Moyer announced himself for a speech, but he made it short and like other officers of the association addressed himself to the question of the plan of organization. "This association," he asserted, "is quite unselfish. What we are trying to do here is not selfish or for our individual benefit. It is for the benefit of all merchants and every class of the community. If this were a gathering of men working different schemes for their own benefit you would not see me here or any of you. We want to improve our conditions and thereby improve the conditions of all with whom we come in contact. I am retired from the grocery business after 35 years, but I am still in the work of this association. I simply cannot drop it. I am here to help the few who are carrying on the work. The association is increasing every day."

Mr. Moyer declared there was no other calling on earth so enjoyable as retailing. The retailer stood between the manufacturers and jobbers and the consumers. They were just beginning to realize their position and its importance. Some people were questioning the plan of a united retailers' organization and were advocating single line organizations. "If there is a better way of organization," he said, "we want it, but if there is not, those who are opposing us should turn in and help us." Mr. Moyer mentioned specifically The Canadian Grocer as the principal objector. He spoke of the good work the association was doing and the facility for influencing legislation presented by the association's organization.

**Getting Along.**

Secretary Trowern was called upon for his report. He commented upon the progress the association was making, including now 5,500 retailers in Ontario. Much better relations were being established with other branches of trade, wholesalers and manufacturers. The work of last year would be set forth in the minutes as printed. He had 20 resolutions drafted upon suggestions sent in by local organizations.

**Resolutions.**

Pure food law—No higher duty on eggs—Inspection of all canned goods.

Upon motion of F. C. Higgins, the convention resolved itself into committee of the whole to consider the resolutions separately.

"That we consider the act relating to the inspection of canned goods should include goods offered for home consumption."

Secretary Trowern explained that the act as passed applied only to export goods.

Mr. Beckett stated the wholesalers had made representations to Ottawa to have the labelling regulations changed to provide that jobbers' names on a label suffice without that of the packer. They had been just too late, but the Government admitted they were right and would correct the error.

The resolution was adopted upon motion of A. B. Griffin and W. Smye.

**Bag of Potatoes.**

"That we endorse the recommendation of a large number of our branches that the weight of a bag of potatoes be fixed by the Government at 90 lbs."

Mr. Trowern pointed out that there



GEO. E. BRISTOL, HAMILTON.

was a general understanding that a bag of potatoes meant a bushel and a half. The small-sized sugar bags were largely responsible. The resolution was passed upon motion of A. B. Griffin and J. O. Carpenter.

"That this convention consider the method adopted by some manufacturers of increasing the price of their products in such a way that the increase is taken out of the pockets of the retailer."

A. B. Griffin, Toronto, gave instances of tinned meats where a slight advance in the wholesale price took 10 per cent. off the retailers' profit. In another case of tinned milk a slight advance took 3 1/2 per cent. of the retailers' profit. Those increases in price were not sufficient to justify an advance in the retail price.

Ald. Kirkpatrick, of Hamilton, thought 20 per cent. a living profit on package goods.

"There's where the one price comes in," put in J. O. Carpenter. "It's the only way out that I can see."

"Before a resolution of that kind is passed," said F. C. Higgins, "the criminal code should certainly be amended."

The resolution was sent to the Joint Committee upon motion of J. H. Walker and John Bond.

**Pure Food Committee.**

The next resolution was submitted in this form:

"That this convention appoint a Provincial Pure Food Committee of three to act with a similar committee of our association to be appointed from the other provinces."

After a little discussion the following was adopted, upon motion of A. B. Griffin and F. C. Higgins:

"That this convention appoint a committee of three in conjunction with the other sections of the association as a Dominion Pure Food Committee, to act with a similar committee of our association that may be appointed from the other provinces."

Messrs. Moyer, Nappy and Smye were appointed the committee.

**Food Stuff Standards.**

"That this convention endorse the proposal of the Pure Food Committee of the Grocers' Section of the Toronto branch to secure, if possible, a Government standard for food products."

This resolution was sent on to the Interprovincial Pure Food Committee.

"That this convention consider the best system of keeping accounts for grocers."

This resolution was one of a number that originated with Mr. Higgins in the Toronto branch, and was intended more for discussion and suggestion than action.

Mr. Beaudry explained the system of providing customers with books of coupons containing tickets of various denominations. The merchant found out about how much credit a customer would require, furnished a book containing about that amount of coupons and took for it an acknowledgment in the form of a promissory note. The customer then paid for goods as he got them with coupons.

**A St. Thomas System.**

L. O. Pearson, St. Thomas, said the merchants of that city gave more credit than any other city in Canada. It was a railway centre and a great many of the people were paid monthly. His system was to have a counter check book for each credit customer. These books he kept in a case arranged alphabetically. Each account was kept always totalled up and carried forward, so that when a customer came to settle, his account was always ready. This system had proved very satisfactory with him and several other grocers in St. Thomas. The case for the books was essential. The resolution was sent to the executive, along with the following:

"That this convention consider what is the best system of handling cash."

**Surprise Soap.**

A resolution that evoked considerable very good-natured discussion was the following, also from Toronto:

"That this convention consider the method adopted by the Surprise Soap

Co. in placing their goods on the market as unfair."

Chairman Moyer stated that on account of the increased cost of raw products the price of Surprise Soap had been advanced, and the retail price of six bars for a quarter had been advanced to five cents straight. Sales had fallen off, and to recover ground the company had offered a bonus in the form of one box free with every ten. At the same time they distributed to the retailers window cards offering six bars for a quarter.

Mr. Pearson, of St. Thomas, was surprised to learn that Surprise had been sold anywhere anytime at six bars for a quarter. They had never sold at less than five cents straight, and their only trouble was to get enough of it. Recently it had taken a month to get it. The bonus had not been offered to grocers in St. Thomas.

Mr. Smye said the cards had not been distributed in Hamilton.

**Retailer to Blame.**

S. M. Thompson, Hamilton, said the retail grocer himself was to blame. As soon as he got a chance to make five cents he had to give ten cents away to the consumer. If the retailers didn't know enough to make a profit on Surprise it was their own fault.

Mr. Griffin said the Toronto retailers had dropped the price without figuring what their profit would be.

Ald. Kirkpatrick: It is the retailers own fault. Why should any man come into a store and say what the merchant has to do?

J. O. Carpenter declared that the selling of the soap at a favored price in Toronto and Hamilton was unfair to the grocers in outside towns. The association should protect the weaker members.

Upon motion of Messrs. Thompson and Smye, the resolution was left to the executive to make representations to the company.

Another resolution to evoke suggestion was the following:

**The Best Scales.**

"That this convention discuss their experience of the best sort of scales for the grocer to use."

It also came from Mr. Higgins, Toronto. He said he would like to hear the experience of other grocers in regard to scales. "I have some I would not give house room," said he, "and they were expensive, too. The old balance scale is the best yet, so far as I can see."

"Does this resolution refer to the weights and count given us by the wholesalers?" asked W. A. Thompson, Hamilton, and the grocers laughed.

"That this convention considers that it is not desirable to have the advertisements of those goods placed in our windows and in our stores that do not bear a reasonable profit."

This resolution was adopted.

**No Higher Egg Duty.**

"That we consider that the present duty on eggs is not sufficient and that we ask that the same be increased."

It was stated that this resolution had its original source in the fertile mind of one of the wholesale provision men in Toronto. Mr. Higgins pointed out that the provision men packed eggs and kept up the price and wanted a higher protection to save themselves. He thought the duty was high enough. Upon motion of Messrs. Higgins and Griffin the resolution was laid on the table.

"That this convention again impress upon the Dominion Government the advisability of co-operating with the municipalities with a view of the more effective enforcement of the Fruit Marks Act."

The Hamilton men said their Board of Health inspector did this for them, and Ald. Kirkpatrick objected to the Government interfering in municipal affairs.

The difficulty was pointed out by Mr. Trowern of enforcing the Fruit Marks Act as to packing and quality with any but a Dominion officer.

Upon motion of Ald. Kirkpatrick and John Bond, it was agreed that the motion be referred to the committee appointed last year to look into this matter and that all the Grocers' Sections be asked to support the appointment of

"The benefit coming from association work is worth all the labor."

"Confidence one in another will win."

"Blind self interest is fatal."

"By extending true fraternalism we give to the business world an example of the right kind of co-operation."

"The habit of money making is good, but should be checked when honor is sacrificed."

"Patience is a great asset. Always have a good stock of it on hand."

an inspector in Toronto and Montreal as an experiment.

"That we endorse the recommendation made by the Grocers' Section of the Toronto branch to have the law governing the weights of bread amended."

Hamilton delegates represented that there they had a fixed price of 4 cents a loaf and any fluctuations were in the weight, which was always stamped on the bread. They vigorously defended this system. The motion was laid over.

**Futures in Canned Goods.**

The resolution that occasioned most discussion was this one:

"That this meeting consider the methods adopted by some manufacturers of placing their goods on the market without any guarantee as to price or quality."

It was aimed at the canners and was a protest against the system of future selling by which retailers were made to carry heavy stocks six or eight months. It was asserted that the can-

ners, after getting in their orders, made the pack to suit, thereby keeping up prices, and that to do this vegetables were allowed to go to waste. It was also asserted that grocers who bought late were punished by not getting what they wanted when the packers or jobbers had the goods in their cellars.

The resolution was finally adopted in this form, upon motion of Messrs. Griffin and Higgins:

"That the system of buying canned goods without knowing the price or quantity is unsatisfactory and that we hereby urge upon the members of this association to discourage the practice as much as possible in future."

**New Officers.**

These officers were elected: Chairman, M. Moyer, Toronto; vice-chairmen, F. C. Forde, Ottawa; J. O. Carpenter, Hamilton; treasurer, T. Nappy, Brockville; secretary, M. Trowern, Toronto.

An open meeting was announced for the evening, but the attendance was still very small and was confined to the delegates. However, there was an interesting programme. Adam Ballantyne, president of the local association, made an excellent chairman. Addresses were delivered by A. L. Geen, Elisha Winter and H. C. Beckett. Mr. St. Leger, of Toronto, gave a splendid rendering of Victor Hugo's description of the battle of Waterloo, and Bag Hill stirred up a whole lot of amusement with one of his orations. This one was on ready-made, hand-me-down foods.

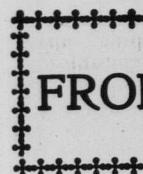
**Those Present.**

The delegates who registered were:— M. Moyer, F. C. Higgins, Toronto; W. A. McIntyre, St. Marys; T. Nappy, Brockville; W. Smye, jr., Hamilton; J. Kirkpatrick, Hamilton; John O. Carpenter, Hamilton; John Bond, Toronto; J. H. Walker, Toronto; Elisha Winter, Boston; J. A. Beaudry, Montreal; Henry Watters, Ottawa; Arthur G. Johnson, Ottawa; A. L. Geen, Belleville; A. B. Griffin, Toronto; L. O. Pearson, St. Thomas; W. N. Thompson, Hamilton; Fred. Rollin, Stirling; W. R. Mather, Stirling; Fred. Brandon, Cannington.

**FLOUR AND SUGAR IN HONG KONG.**

The importations last year of flour, of 40 sacks to the ton of 2,000 pounds, were: California, 600,000 sacks, and Oregon, Washington, etc., 2,650,000 sacks, a total of 3,250,000 sacks. The erection of a flour mill in Hong Kong of 2,000 barrels per day capacity, with most modern equipment, was one of the industrial achievements of the year. Australian flour came to Hong Kong to some extent when the boycott was on, and, having learned the way, is ready for shipment whenever the price advances to a point enabling that country to compete.

During 1906, 483,119 tons of sugar were imported into Hong Kong, of which 75,936 tons came from the Philippine Islands and 314,673 tons from Java. This sugar was in the main refined in the three refining plants at this port. The refined sugar was sold in the north, though in competition with Java and Japan, with the effect of making the year a rather disappointing one.



Another g Chatham. I is R. I. Wea ing a grocery market, inn of his new s of a fine br Co. have ha months; an will be a ha St. Clair St. groceries as five in the ( a stone's t Mr. Weaver youth, as w with a goo well, despite H. G. Bis salesman in Thamesville. grocery ord Joseph B drew's staff recently, an duties.

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FROM GROCER CORRESPONDENTS

CHATHAM.

Another grocery is in sight for North Chatham. The new edition to the ranks is R. I. Weaver, who contemplates opening a grocery in connection with his meat market, immediately on the completion of his new store. The new store is one of a fine brick block, which the Blonde Co. have had in hand for the past few months; and which, when completed, will be a handsome, up-to-date building. St. Clair St. is pretty well equipped with groceries as it is, there being already five in the one block, with a sixth only a stone's throw up street. However, Mr. Weaver possesses enterprise and youth, as well as some experience; and with a good stand, should do pretty well, despite competition.

H. G. Bishop, of Elmvale, is the new salesman in Smith & Climie's store at Thamesville. He is looking after the grocery order business.

Joseph Barassin, of Harry A. Andrew's staff, was able to be downstairs recently, and expects soon to resume his duties.

The London canning factory people are not going to build at Ridgetown this year. They say the delay is due to their inability to secure machinery. The people of the town, who came out so strongly in favor of the project, are afraid the enterprise is going to fall through.

Geo. Appleford, of Lethbridge, Alta., has arrived at Leamington with his wife and family. Mr. Appleford will enter the confectionery and restaurant business in partnership with his brother William, the new firm being known as Appleford Bros.

Wheatley people are in the throes of an interesting egg contest. Up till last week a bird from Goldsmith held the championship for the largest egg; but week before last Jos. Hodgson, of Windfall produced a ten which went it one better, the circumferences of the egg being 6½ inches and 7⅝ inches.

Robt. Keeley, the Park St. butcher, is advertising his business for sale. It is understood that Mr. Keeley is leaving for the west.

The Wallaceburg Sugar Company have succeeded in securing a large supply of raw sugar, and as a consequence, the factory recommenced operations this week. The refining experiment is reported a success.

The Bungalow, at Erieau, was opened for the season last week. It is in charge of E. J. Buzzard, the well-known Blenheim grocer. Mr. Buzzard has also purchased the store at Erieau, which he has enlarged and greatly improved. He carries a good stock of general merchandise, which will no doubt prove a great convenience to the cottagers and residents of the bar.

Lambton county council will shortly have to deal with a petition in regard to certain rural merchants who make a practice of sending a man with a wagon out through the farm districts to trade directly with the farmers. This method of doing business is hit pretty hard by a bylaw which was recently passed imposing a fee of \$100. The merchants who operate the wagon routes appeared in force to present their grievances, and were armed with petitions signed by the farmers with whom they did business. One of them states that every farmer in the county council will support their opposition to the \$100 fee. The merchants in the towns contend that the fee is a proper protection against the influx of Syrian and other pedlars.

The grocers are all looking cheerfully forward to the time when berries will make some movement. They are expected to come in pretty generally this week—in fact, the King Edward Grocery, which makes a specialty of early fruits and garden stuff, advertised the first home-grown strawberries on Monday. The berry crop helps the sale of a good many other things, particularly sugar; and is an all-round stimulus to business. Berries are very late this year, being between two and three weeks behind their usual season. The strawberry crop is reported excellent, though there will be not as many as in other years, the quality is said to be exceptionally good, the berries being very large. Raspberries are not so good this year in some places, but the general outlook is for a good business in berries.

Apropos of the discussion of grocers and local advertising, the local grocer man took occasion recently to glance through the advertising columns of the two city papers. The investigation revealed the fact that of all the Chatham grocers, only four were regular advertisers. Just what this signifies is a little difficult to say off hand. A great many grocers make weekly or semi-weekly calls on their habitual customers, and thus keep it in touch with their regular trade. Whether or not they disbelieve in printers' ink is hard to tell. Dealers in other lines do not, both papers enjoying a large advertising patronage. The grocery trade, however, are, as a rule, manifestly not advertisers.

Those who do advertise, however, keep everlastingly at it, in a thorough, scientific way. H. Malcolmson is probably one of the most skilful advertisers in the city, and his announcements, changed with the regularity of clockwork, are seasonable, attractive and convincing. Bradley & Sons change their ad daily—"To-day's New at Bradley's" being the catchword. John McConnell, the Park St. grocer, runs a regular column of bargains, for which the housewife has

a fashion of looking. The King Edward Grocery does not use display space just now, but goes in for brief, catchy "readers."

There are some intermittent advertisers, particularly in the season just before Christmas. Nevertheless, the total space used by the retailers is less than that taken by the wholesalers and manufacturers of grocery lines.

V. J. Bosworth's new rig will shortly make its appearance on our streets. It is attractively finished in black and yellow, and is another evidence of the go-ahead William street man's prosperity and progressiveness.

Wm. Anderson, accompanied by Contractor McKenzie, was in Sarnia on Dominion day, attending the Caledonian games. The two guid Scots were speedily recognized for what they were, and were called upon to officiate as judges of the Highland dancing, in which, by the way, another ex-Chathamite, McPherson, scored a good number of prizes. Mr. Anderson reports a fine time.

John McCorvie was in Leamington and Kingsville last week with a delegation of bowlers from the Maple City. His daughter, Miss Lily McCorvie, returned a few days ago from her studies at St. Margaret's College, Toronto, the winner of first-class honors in a long list of subjects.

The jewelers have set the example of a weekly half-holiday, taking the initiative in closing their stores Thursday afternoons during July and August. It looks, however, as if dealers in other lines had finally "passed up" the subject—at least for this season.

Geo. Zakoor, the fruit dealer, had the misfortune to run up against the market by-laws last week. He purchased some strawberries on the market shortly before 10 o'clock, and was fined \$1 and costs, \$2.50 in all. A short time ago another merchant met with a somewhat similar experience. The market by-law, which prohibits retailers from buying on the market before 10 o'clock, is not much favored by the merchants, and some time ago the R.M.A. lodged a protest with the city council in this regard. The council, however, failed to take any action.

E. Mains has disposed of his dairy business to N. A. McGeachy & Sons. The latter will continue the business, having now four rigs in commission.

Strawberries are in.

The strawberry season, two weeks or so overdue, is now fairly on. Everywhere the big, red berries are displayed for sale, the prices being at the time of writing as a rule 13c. per box, with 2 for 25c. Grocers report a great picking up in general business as a result of the strawberry season.

The berries this year are not so plentiful as usual; but they are large, firm and sound.

The Kent Canning Company recommenced operations on Tuesday, on strawberries brought in from the lake, and expect to run continuously for several weeks.

Tobacco Crop.

The Essex and Kent tobacco crop will, it is generally expected, be smaller this year than it has been for several seasons. The farmers are not growing tobacco, as they have been advised by the companies that the market is glutted

## THE CANADIAN GROCER

and that it would not be advisable to produce any this year.

The land that was formerly used for tobacco has been planted pretty generally with tomatoes, and as a result there will be probably a reduction in the price of that vegetable.

In some parts of the west a small quantity of the weed will be produced; but it is expected to be of a higher grade than usually grown in Canada.

### HAMILTON.

E. D. Smith, M.P., has kindly extended a cordial invitation to the delegates of the Hamilton convention their families and friends to visit his fruit farms and factories at Winona. This is a treat for all, and no doubt will be hugely enjoyed by all, as this spot is one of the sights of this, the garden of Canada. All who know E. D. Smith will tell you that anybody who has ever enjoyed his hospitality always retains very pleasant recollections of him and his better half, and are anxious for another trip.

The grocers' picnic and excursion to Niagara Falls on July 13th is booming up as the largest ever. Chairman James Main is the big punk, and what he doesn't know about running a big picnic is not worth while. The latest attraction is a big baby show, with many prizes and lots of entries. The question of judges having come up, it was decided that it would not be safe for a local man to act. Suggestions were made that Messrs. Armstrong and Seyler, of The Canadian Grocer, would be all right, or Col. John I. Davidson and Jno. Sloan. The babies are bound to have the best men the country can afford.

### KINGSTON.

As I write the rain drops are falling fast. We have been looking for rain for weeks and the predictions of poor crops were discussed on the market by all interested. One farmer said horses would be sold for a song if timothy did not get a drink soon. The prospects for hay were indeed very bad, but the present rains will smooth matters and results will be changed.

The change in the weather condition means more change to jingle in the merchants' and farmers' pockets, and after all, the great healing liniment to cure financial cramps is cash—ready cash—cash on the spot. Yes, cash is king, and long may he reign.

Grant Pyke, owner of St. Lawrence fruit farm, Wolfe Island, reports a crop of the finest strawberries yet seen in Canada. He grades his fruit 1st, 2nd and 3rd, and uses colored cards—red, white and blue. His crates hold 72 boxes. The crates are all painted red. Grant Pyke is, in my mind, the king of strawberry growers, and his system is first-class.

The soldiers at the Barriefield camp were fortunate this year in escaping rain, which as a rule, makes it very uncomfortable for them, some never having slept out of doors before. Capt. Wawa had charge of the food distributing barn and was particular to see that everything was good, and 16 ounces to the pound. I think he wanted 17. Everything was O.K., how-

ever, and James Crawford, the grocer, put the profits he made on camp supplies in his vest pocket. After the camp broke up, potatoes, eggs and all farm produce dropped in price. It is wonderful what a big hole is made in stocks when a few thousand hungry men sit down three times a day for three weeks and fill up. Robt. Pollitt, storeman for Robertson, Nicolls & Co., went back to his old trade for a short time and superintended the making of bread for the soldiers, and he satisfied everyone. The bread was light, sweet and of good shape. The fires in the large arched stone ovens had a cheerful look about them. After the fires got low the pans of bread were put in and baked.

Of all the travelers that come and go no one receives a heartier welcome and hand-shake than Armstrong, of Warren Co., Toronto. I don't know whether he has studied mind-reading or not, but he seems to know just what you are low in. You know many grocers start off with I'm full up with your line; don't need anything this time. Most travelers look sad, say good-bye, grab their grips and get. Armstrong don't. If he thinks you are bilious he tells you he will be around in the morning and leaves a sample of Darjeeling for you to try for tea.

Rees Bros. expect to handle 40 cars bananas this summer. One car lately was almost a total loss—got heated. It was a hard blow, but Ed. don't stop to cry over spilt whisky. He goes on as if nothing happened. He is one of the fairest dealing men in the fruit business.

The picture of Frank D. Cockburn in the spring and export number of The Grocer was a good one. Frank is known and well-thought-of, from Kingston to the Orient. What a look of comfort he has in that picture. Yes, he is all right, like the soap he sells.

Can any one tell me if gas is a success in heating furnaces in winter, taking into consideration the work and nuisance of ashes, sifting, and dirt in handling coal. How nice it would be to turn on the gas instead of the present system. Some one who knows tell us all about it before next winter.

Say, brother grocer, going to take a few holidays in the woods where you forget all about tea and sugar, etc., or will you wait till you are run down like an eight-day clock and the doctor tells you to strike out for a health resort and watch yourself and to make your will before you go and leave your cash register to some one in case you fail to come back? Better take the holidays, I guess. It's cheaper in the end and it's a bargain.

### LONDON.

The peanut and fruit vendors are not going to passively submit to being side-tracked, as proposed by the Retail Grocers' Association. To evade the new area prescribed by the city council, two of the push-cart men have taken out peddler's licenses, their object being to sell and deliver their wares with horse wagon on any city street, regardless of the grocers' petition, which specially referred to push-carts. One of the men said he was going to sell popcorn

from a wagon, and the other expressed his intention of selling peanuts as well. It is, therefore, likely, if this plan is found to work satisfactorily, that all or most of the peanut vendors will apply for peddlers' licenses when their push-cart privileges expire. The license fee would thus be doubled, being \$30, instead of \$15, the amount being paid by them in the past. The men who have already paid their peddler's license fee declare that in time they will carry quite a variety of fruits and other delicacies, as their licenses permit them to sell almost anything, and with a horse they will be able to thoroughly cover the city. The enterprising street vendors, who certainly seem to be a resourceful lot, say they are determined not to be hampered by the grocers, for whom they have developed a hearty dislike. The chairman of the license committee of the city council, however, has gone thoroughly over the by-laws and declares that the men who have taken out peddler's licenses have played a joke on themselves. The by-law says that peanuts, etc., shall not be sold from any basket, pushcart, wagon or other vehicle within the prescribed area, which includes all the business streets of London. The men who have the licenses for horses and wagons may now sell on streets not within the area, but nowhere else in this city. It is a pretty little game that is being played, with the odds strongly against the street vendors.

Brokers report business fair, with not much change in prices. New currants are offering, but no sales. Buyers are looking for lower prices. Advances from patrons received to-day report heavy rains, but no damage to vines, and the crop prospects are to all appearances good, every indication pointing to a large yield. Denia onions are also offering, prices being higher this season than they were last. Teas keep about the same; sugars steady and market stiff. The market for canned goods is stagnant, and the indications are that canners will have a lot left over. A local broker was offered one thousand cans a few days ago by an independent canner at 25 cents per case less than the combine price. Shelled peas are now coming into the local market, which emphasizes the impression that canners will be unable to sell all the "put up" vegetables they have in stock. Travelers report business fair during the past week.

Now we are told that signs point to a light strawberry crop, a disappointing change appearing within the last few weeks. "The bees failed to carry the pollen," says one grower. The weather early in the year was cold and this condition continued so far into the spring that the bees were prevented from appearing out of doors to do their work. Another report is that frost was the cause, the plants having been seriously damaged through the winter. Meantime the berries are coming into market and are retailing at from fifteen to eighteen cents per box.

T. A. Rowat & Co., the Dundas Street grocers, are opening up a branch store in South London, on the northeast corner of Wortley Road and Craig St. The new store will be up-to-date in every respect and in keeping with the down town establishment which is one

of the most London.

The comm sociation is arrangements cursion to th will be anno committee.

Gorman, menced movi in the east e be conducted interfere as ness, and it before they a new home. connection w is nearly col is now being as Gorman, their old pr Co., who ha move in.

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The tourists Lakes is no holiday man and other ci rocky island cool breezes pine and ced vigor and en Kawartha L and August sand souls, about ten th or more up people is a would be su stuff that is have never resort it wo form a great card. At K splendid, an and lunge waters. But a side line. be found tw spring lamb kinds of gar and delicacie At Stoney populated se there are fo

## THE CANADIAN GROCER

of the most complete and attractive in London.

The committee of the Grocers' Association is in Toronto to-day making arrangements for the forthcoming excursion to that city, the date of which will be announced on the return of the committee.

Gorman, Eckert & Co. have commenced moving into their new premises in the east end. Moving operations will be conducted by slow degrees, so as to interfere as little as possible with business, and it will take probably a month before they are regularly settled in their new home. The big canning factory in connection with the new establishment is nearly completed and the machinery is now being placed in position. As soon as Gorman, Eckert & Co. move out of their old premises, Laird, Kerrigan & Co., who have purchased the place, will move in.

### PETERBOROUGH.

The first half-holiday this summer was enjoyed by the clerks Thursday afternoon. Most of the stores in the city have decided to close on their own responsibility. There has been no petition and no understanding among the merchants. For the past two years the clerks always petitioned their employers for a half-holiday, and they got it. The merchants found that the scheme worked very satisfactorily and this year granted the half-holiday without any petition. The grocery stores, however, for the most part, remained open, although only a portion of the staff were working. The other half was on a holiday. On Thursday the clerks who were free put in the afternoon in various ways. Some went on the steamer Otonabee to Idyll Wyld, while others went down the river in small boats, and others went driving or loafed in the park. They all thoroughly enjoyed themselves and returned to work feeling much better.

The tourist season on the Kawartha Lakes is now in full swing. On the holiday many families moved from this and other cities to the cottages on the rocky islands of the lakes, where the cool breezes and the sweet aroma of pine and cedar trees fills one with nerve, vigor and energy. The population of the Kawartha Lakes district during July and August is close on to three thousand souls, although during the season about ten thousand people spend a week or more up there. To feed all these people is a great problem, and one would be surprised at the quantity of stuff that is consumed. To those who have never been at a healthy summer resort it would seem that fish would form a greater part of the daily menu card. At Kawarthadom the fishing is splendid, and large numbers of bass and lunge are daily taken from the waters. But fish, at this resort, is only a side line. On the table every day will be found two or three kinds of meat, spring lamb being a favorite, and all kinds of garden vegetables, fresh fruits and delicacies of all kinds.

At Stoney Lake, the most thickly populated section of the great chain, there are four or five good sized stores,

including one at McCracken's, Viameda, Crow's Landing and Juniper Island, besides the stores at Young's Point, Lakefield and Burleigh Falls. These stands all have two or more persons engaged, and they are kept hustling. In addition, there are two supply boats which call at every island daily, with both groceries and fresh meat, butter, eggs, poultry, milk and garden vegetables. The wholesale grocers in the city get a very large share of the trade, and every day the steamers leaving Stoney Lake have a small cargo. Practically all of the fresh fruits are shipped from here, and the wholesale men say they would not lose that end of their trade for a god deal. It means thousands of dollars to them.

During the past few years the tourist business has shifted considerably. It was not long ago that the retail grocers of Peterboro did a big business up the lakes. The cottagers passing through, and those who lived here, usually took a heavy stock of staple groceries up with them. But now the stores on the lakes carry nearly everything, and especially the seasonable goods, and they keep the prices very reasonable, so that the city stores cannot compete with them.

Since the appearance in The Grocer of the letter on "Retail Grocers not Advertising" there has been a lot of discussion among the grocers here. Several merchants were seen by your correspondent, and he found that there were no two opinions exactly the same. One man, who has not been in business very long, was very strongly opposed to the article. He argued that grocers did not need to advertise and that they could not afford to anyway. He also expressed himself very strongly in reference to the statements that the grocers were being driven from the centre of the city and that the stores in the residential districts were doing the bulk of the trade. He thought the downtown men should take exception to that, and wanted some one to write to The Grocer about it. As a matter of fact, during the past year at least four grocery stores have gone out of business on George street, while only one has been started. In the residential section five or six new stores have been opened or the premises of old ones have been greatly enlarged and none have gone out of business. Another grocer, on George street, who has been in business for many years, agreed with the letter referred to, and frankly admitted that there was much truth in it. He has for a long time been trying to get his partner to consent to an advertising campaign, and hopes to soon get his way. He believes that there is money to be made out of it, and he has a good plan already formed. If he starts the ball rolling others will soon see where the profits come in and they will follow suit. The chief point about advertising is to first get the goods, then tell the people about it in a convincing way, but, above all things, tell the plain truth.

### WOODSTOCK.

Angus Rose, a well-known local egg dealer, who annually handles hundreds of thousands of dozens, gives as his opinion that the price of eggs is almost sure to advance, in the near future. The market is not very encouraging, he says. Local prices are so high that the English market is closed to Canadian shippers, the storage houses are filled, and the gather is not yet half in. But the surest indication, he says, of a bad market is the refusal of the Montreal and Toronto houses to buy seconds. The result, he thinks, will inevitably be a tumble in the prices. "For the past few years, the British shipments have been gradually growing less," he said. "This year, so far as I have learned, not a single contract with a British firm has been received. A letter from a Scotch house curtly states that the price is too high, and that Danish eggs could be secured much cheaper. As soon as the Canadian price became anywhere near reasonable, then it is said, an offer might be considered. In consequence, Canadian eggs are being stored, but the storehouses are full now."

Mr. Rose said the buying on the local market was made more interesting by the fact of the keen and unprecedented competition of Toronto firms, which are continually buying on the local market, in large quantities, and holding the price up. A drop of a cent a dozen was recently made, however, and further drops may take place at any time. Winnipeg dealers have been threatening to ship in United States eggs, claiming that they could do this, and then undersell Canadian eggs. Little danger, though, is feared from this source, owing to the inferior quality of the eggs and the method of packing. The whole situation, however, he said, was such that concerted action should be taken by all the egg men, to relieve the congestion that now exists, and threatens to become more serious as the gathering proceeds.

\* \* \*

A week from to-morrow, Woodstock merchants will observe the first of the weekly half-holidays they have decided to observe during the months of July and August. The holiday was not held this week, because all Monday, (Dominion day) the stores were closed. All branches have agreed to observe the holiday, though some held out for a considerable time, but gradually they succumbed to the clear reasoning and unbreakable logic of the promoters of the scheme, and affixed their names to the petitions. It is probable that programs and excursions will be arranged for some of the afternoons.

\* \* \*

The shipping of cheese, which has not been properly cured, is considered by one cheese buyer, with whom your correspondent was talking the other day, to be one of the great dangers facing the dairy industry in Canada. Some boards in eastern Ontario have passed resolutions binding its members not to ship any cheese until it has been on the shelf curing at least two weeks, and he thought this plan should be adopted by the Woodstock cheese board. He also spoke of the necessity of iced cars for the transportation of the cheese. During this spring, western Ontario has

(Continued on Page 47.)

# THE CANADIAN GROCER

Established 1886

The  
**MACLEAN PUBLISHING CO.**  
Limited.

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

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

## OFFICES

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Telephone Main 1255

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Telephone Main 2701

WINNIPEG - - - 511 Union Bank Bldg  
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## ORGANIZATION.

Why is it that of the thousands of grocers in the Province of Ontario less than a score assembled at the convention in Hamilton on Tuesday of the Grocers' Section of the Retail Merchants' Association? Probably eighty per cent. of the members of the Association are grocers. Evidently the grocers of Ontario are not seized of the importance of organization. Also, we believe the lack of interest in this convention to a considerable degree justifies the contention of The Canadian Grocer that the grocers should have a separate organization of their own.

The Retail Merchants' Association has done some splendid work along legislative lines, and in the wings of that success lurks its weakness. The association leans too strongly to legislation. Securing, watching, and opposing legislation is a very important feature of organized trade effort, but not the most important. There is greater gain than legislation to be obtained by trade organization. It is the betterment of trade conditions from the inside, the broadening influences of personal association, the elimination of petty local jealousies, the raising of the standard of trade ethics, the betterment of the conditions of labor by shorter hours, better methods, and the development of

## EDITORIAL

the spirit of brotherliness and co-operation to displace competitive meanness and suspicion. These are the greater objects of organization.

It seems to us only reasonable that the grocer should be more interested in his own trade, in the men of his own craft; that an association of grocers would appeal more strongly to the grocers as a body than does an association of all classes of retailers. The first object to be attained is organization. We are not wedded to any plan or system, but if we can secure organization we can get results without a doubt.

## THE PRICE OF SALMON.

Speculation is rife among the Fraser river fishermen as to the price which will be paid by the British Columbia canners this season for sockeye salmon. Optimists by nature, the feeling among the majority is that the canners can well afford to duplicate last season's prices, which ran all the way from 24 to 40 cents a fish. The canners, however, while not committing themselves to a definite statement, have assured the fishermen that their expectations are ridiculous, and in support of this statement Mr. Anderson, manager of the St. Mungo cannery, points to the fact that a case of salmon in England is worth \$1 to \$1.50 less this year than in October of last season, when the market was to some extent flooded.

The question will come up for discussion at the next meeting of the canners, but it is unlikely that their decision will immediately be made public, since it is to their interest that as large a catch as possible should be made, and a number of men in various walks of life have signified their intentions of turning fishermen this year simply in order to be able to participate in the high prices which are again expected to obtain. The advertising by the canners of a reduced price from last season would have the effect of diminishing the number of fishermen, and, as a consequence, the catch of fish.

## HELPED CANADIAN CHEESE.

Cheese has been a rather interesting commodity for the Old Country retailer this season. The company stores began cutting prices. The retail price dropped from 15c. to 12c., and about the middle of May, when the wholesale price was 68s. a cwt., the article was retailing at the equivalent of 60s. This was old cheese, of course, and it is now selling wholesale at 68s. to 70s.

P. B. MacNamara wrote to the Department of Trade and Commerce on May 15 about it, and his letter appears

in the Weekly Report of June 17, when much of the interest has oozed out of it. He says:—

"Canadian cheese has had a splendid advertisement given to it by the low price at which it is being retailed all over England. It had been conjectured that the stocks of old cheese were more than the trade could assimilate before the arrival of new, and the principal retailers broke up their combination which everybody knows is established between them to maintain the price of cheese, butter, etc., several of the larger members working for their own hand. \* \* \* The only two factors that should influence the price are, supply and demand, speculation induces an artificial element which bodes no good to the honest trader. Cheese from Canada must be shipped in a riper condition this season, as the prevailing fault has been its greenness all through the past season."

## END OF SUGAR CONVENTION.

The British Government has announced its intention to withdraw from the Brussels Sugar Convention, which was an undertaking on the part of the contracting powers to penalize imported sugar that was bounty fed in the country of production. The convention was signed February 1st, 1903, and took effect September 1st that year. It was to continue in force five years, and one year longer unless one of the contracting powers gave notice of withdrawal twelve months before the five years expired. The only large beet-producing country not in the arrangement is Russia. Great Britain, as the principal consuming market is essential to the compact. The reason for the withdrawal has not been given, but it is supposed the large British jam makers and confectioners are behind it. In the West Indies it is asserted that the convention is the cause of the revival of the sugar industry there, as the beet bounties were the reason for its decline. The West Indies are now the principal source of eastern Canada's supplies of raws, and the trade here will watch with interest the effect of the suspension of the convention in 1908.

## CLOSE SEASON FOR OYSTERS.

Prince Edward Island, the home of the oyster industry, would be in danger of forfeiting that title were there any other competitor on the horizon.

Owing to the Government having extended the close season one month at each end, it is estimated that the quantity of oysters shipped from the island

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## THE CANADIAN GROCER

this season will be merely nominal. Under the new regulations oysters may not be taken before April 1st, and the prevalence of ice this year previous to that date was such as to prevent oyster fishing. After October 1st, the new opening date, the weather is usually too stormy to permit of extensive operations being carried on.

The extension of the close season should have the desired effect of putting the oyster beds on a stronger footing. The five months during which fishing is now permitted might almost as well have been included for this season at any rate among the other seven for all the difference it will make in the depletion of the growth. Notwithstanding the apparent severity of this measure upon the fishermen, the Government is to be congratulated upon having at last adopted the only means of preventing what would, at the present rate of consumption, eventually have resulted in the extinction of the fishing industry, second in importance in the Island Province. Lobsters have a long lead, the value in the latest statistics issued being for the year over \$500,000, while oysters come second at \$88,000.

### ENCLOSURES IN LETTERS.

When writing letters or sending out circular letters, retailers should not forget that a two-cent stamp will carry one ounce through the mails. A neatly-arranged little booklet or folder, snappily written and, whenever possible, snappily illustrated, should invariably be enclosed in all business correspondence. The better looking the booklet, the more readers it has.

It must not be forgotten that money spent in this way is an investment sure of results, if it is properly conducted. You don't buy your general stock in a hap-hazard way—you consider well before placing an order for goods—and the same amount of business discretion should be used in buying advertising.

Booklet advertising is only useful among a certain tasteful class of people, who like to be approached in an artistic manner. The bargain sale dodger rarely appeals to this class. What they like to read in the shape of advertising literature is something which pleases their artistic sensibility. Goods dealt in by the hardwareman lend themselves readily to practical circulars to housewives. This should be continually taken advantage of and should form a part of his business plans for every month.

See your local printer and get his advice and aid in getting up some circulars in connection with your newspaper advertising.

### CANADIAN MANUFACTURES.

The growth of manufacturing industry in Canada in the last five years is as remarkable as the growth in trade. The total is now \$712,665,000, an increase of \$231,611,000 over the total of 1901, or nearly fifty per cent. In the ten years from 1891 to 1901 the increase was thirty per cent. The increase in the former period was eleven millions a year; the increase in the latter period was nearly forty-eight millions a year.

Another noteworthy fact is that the increase is general all over Canada. British Columbia and Manitoba have more than doubled their product in the five years. Ontario leads with about half the total product, and Quebec comes next with nearly a third. Montreal is still the leading manufacturing city, with nearly a hundred millions. Toronto is a good second with \$84,689,000, and is advancing relatively faster than its big rival. Many other Ontario cities and towns make a good showing. Hamilton is the third manufacturing town in the Dominion; London is fifth, and Peterboro sixth, and in many other places the product runs into millions. The general distribution of manufacturing over Ontario is shown by the fact that even with Toronto and Hamilton omitted the province would remain in the first place. But almost every part of the Dominion seems to be adapted for manufacturing, and especially may we expect a great development of industry in British Columbia.

The increase in manufacturing industry has been accompanied by a very great increase in imports under a moderate tariff. The country has been enjoying remarkable prosperity, and the people have been buying freely both imported and domestic products. While this condition exists, radical changes in the tariff are not to be expected.

### ENCOURAGE TOURIST TRAVEL.

Estimating that one hundred thousand tourists visited Canada last year—and this is a conservative estimate, as more than half that number visited the Muskoka district alone—it is evident that our country offers great possibilities for development in this direction.

It can safely be assumed that each visitor spent at least \$50, while some spent ten times that amount. Consider what this means, not only to the railway and boat transportation companies, but to the hardwaremen who supplied the rifles, fishing tackle, sporting goods, cutlery, builders' hardware, etc.; to the

grocers who supplied the hotels and boarding houses with foodstuffs; to the dry goods and clothing merchants, who supplied the wearing apparel; to the booksellers, who supplied the magazines and other reading matter, and to other classes in the community, every one of which benefited by the exchange of money and increase in trade.

The example of the Tourist Associations of Vancouver, Victoria, St. John and other places, and the western Boards of Trade, which have encouraged tourist travel, can to advantage be followed in every section of Canada.

Merchants throughout the country should take energetic steps to support the railways in developing this tourist business. Few towns have not some summer attractions which they could make known to the public. Wherever a share of this transient business has not been had in the past, the retail merchants of the towns should get together and devise means of attracting it. The benefit to be derived from it is both direct and indirect. In the first place tourists are liberal in their purchases and they pay ready cash. They come, too, at a time when ordinary business is rather dull, so that trade from an outside source is all the more desirable. Indirectly merchants reap a great harvest from the fact that this large amount of money is left in the country. Somebody is getting it and every merchant will benefit eventually.

Much credit is due to the Grand Trunk, the Intercolonial and the Canadian Pacific railways for their success in interesting Americans in the beauty spots of Canada. They have brought much money into the country and have aided materially in its development. Organization among merchants in seconding these endeavors should be undertaken at once so that the coming summer will exceed all previous ones in the number of visitors.

### BUILDING UP A CITY.

A great deal has been printed of late about enterprising cities whose merchants have raised funds for advertising to promote the growth of population and industries, but comparatively little has been said as to results. This is because the co-operative municipal advertising plan is a comparatively recent development, and in many cases has not had time for a fair trial. An interesting report, however, comes from Dallas, Texas. In seventeen months advertising has located in that city fifteen new industrial enterprises; the bank deposits have increased from eighteen to twenty-two millions, and postoffice receipts twenty-three per cent. The Dallas experiment is a marked success, and the publicity bureau is to be made a permanent institution. There is no constructive undertaking too difficult for intelligently directed advertising.

THE CANADIAN GROCER

# A Big Offer

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To put profit in yo  
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a return trade — w

**1/2** **FREE**  
WITH  
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Order through your grocer today  
Our old policy still in force — Fresh  
as fresh goods mean good goods  
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# Malta

"The  
Perfect  
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MALTA-VITA PURE FOOD CO

**R** YOU sell wheat flakes—then sell one that will give your customers abiding satisfaction—such satisfaction that they'll buy—that flake is the famous MALTA-VITA.

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**Vita**



**OOD CO., - Toronto, Ont.**

CO-OPERATION

Text of an address delivered Wednesday morning before the Retail Merchants' Convention at Hamilton by John C. Green, Secretary National Association of Retail Grocers of the United States.

Mr. Chairman and Gentlemen of the Convention;

I assure you it affords me the greatest pleasure to be permitted to appear here to-day and talk to you on the necessity of organization.

As I look into your faces and know with what expectancy you have anticipated this meeting, the question comes to me as to how best can I present to you the good things that will come out of organization and to make you see them as I know them myself from my years of practical experience. That there is a great change taking place in the business world to-day we all realize. That new methods are being thought out, new conditions springing into existence, large corporations being organized for self protection, and great trusts being formed to control every situation in the world.

The retail interests have been slow to awaken to conditions as they exist. We are confronted by new conditions and problems which must be met and solved. Many of them of such magnitude as the individual cannot cope with, and can be brought to a successful issue through associated effort only.

**Loyalty the Basis.**

Here lies the strength and benefit of the association, but the measure of our strength and the benefit and the success of it depends entirely on the loyalty of our members.

Co-operation, gentlemen, is the keynote to-day in business of every kind. Men in all branches form themselves into bodies for the purpose of mutual protection, and where this is done, the purpose is laudable and successful.

We should not relax in our efforts to confine distribution of goods of all kinds to the retail trade, and not have it diverted into other channels to be made leaders of.

I would recommend that more determined efforts be made, that we may be more largely represented in legislative affairs by men of commercial training, and I would urge, that more persistent efforts be made towards the organization of local associations in the cities and towns.

The perfection of the idea that we are in business for a living and not to kill off our competitors, fills us with a spirit of friendship and good will towards our competitors, join hands and help one another, instead of destroying.

**Should Work Together.**

Those of us who have studied, and are familiar with the situation as it exists, believe that the future welfare of the retailers everywhere demand that they be thoroughly organized. That the retailers should work in conjunction with the jobbers and manufacturers. That there should be a feeling of friendliness and co-operation between these two larger interests.

Without our organization we are powerless. No matter what the influence of the individual may be, that influence is shorn of its strength when not co-operating with each other, but through our organization and our united forces we expect to be able to accomplish almost anything undertaken for the benefit of the retailer.

Every man wants to, and does, exert influence, but the concerted action of a well organized body of men, will, if wisely directed, make for the best order of influence, and attain the maximum of power.

**Dominant Idea for a Decade.**

Organization, in the sphere of business, has been the dominant idea for the last decade. By and through it wonderful accomplishments have been made. Many of the so-called trusts have reached the zenith of their strength and prosperity within this period, and while it is a debatable question as to whether or not some of them are against the public welfare, yet they nevertheless offer an indisputable evidence of the effect of concentrated effort and purpose.

In electing men to represent us in legislative affairs we should be satisfied that they are friendly to our interests. It is much easier to get a promise of support to any measure that is of interest to you when a candidate is seeking your support than at any other time.

We have been negligent. We have allowed men to pass laws detrimental to our interests, while we have been careless and apathetic.

**All Felt Competition.**

We have, no doubt, all of us felt the effects of unjust and unnecessary competition, and yet competition, to a certain extent, is the life of trade. Without it we are apt to grow selfish and arbitrary. It is a spur to urge us on to energetic application to business, and without it, I fear some of us would languish and die. Let me say right here that nine times out of ten you are your worst competitor.

Human nature is not perfect, neither are all merchants absolutely truthful, but it is a known fact that the merchant whose business methods are far from the ideal becomes a better and more reliable merchant when he has joined the association. So that through the association we expect to better our conditions along these lines.

It is possible for us by working upon broader principles and along generous and helpful lines to break down prejudice and build up friendship, without abating one whit our efforts to secure business and made profit.

**At Consumers' Dictation.**

For years the retailer has had practically nothing to say in regard to how he should conduct his affairs. The consumer dictating entirely his methods, never considering the cost.

Things are gradually being changed, so that now the merchant, through his organization, has begun to realize that he and not the consumer should manage his affairs. New methods are being installed, certain hours for delivery, certain days for collecting, and numerous other improvements have been brought about, all through the co-operation and exchanging of ideas of the merchants of the different associations.

It is but a short time since it was almost considered a crime to ask a man to pay his account, and more so to inquire into his credit.

We have almost outlived this condition, but unfortunately there is enough left to make it uncomfortable.

**Extending Credits.**

The benefits of extending credits are limited. The retail merchant, wishing to help along his honest customer, is often led into extending an unlimited amount of credit.

The very fact that he is doing this makes him more lenient with the man who is not so worthy.

The conclusion reached is that the retailer would be a great deal more assistance to the honest man if he would limit his credit.

The free granting of credit makes the consumer careless in his payments. It many times turns out to be a curse, rather than a benefit, to the person who has been thus favored by the merchant.

In the rush to increase sales how easily we forget the practical lessons that are daily brought to our notice.

Every retailer who has had an extended experience has been told by hard-up debtors that it would have been better for them both—in reputation and pocket-book—if the merchant had not been so lenient and had insisted upon prompt payment of the obligation when due.

Thus the intended assistance turns out to be a blight and the merchant receives the blame for the condition. How true!

**Organization Power for Good.**

We must realize that one merchant can do little towards reforming existing evils, but a united organization can accomplish much.

Our association if used rightly and as it is intended, is a power for good that cannot be over-estimated. We do not seek to cripple an unfortunate, but we do seek to protect our members from the ever present "dead beat." We do not wish to throttle legitimate competition, but we do wage merciless war against unmercantile methods engaged in for the purpose of attracting trade.

We do not ask the jobber to cease extending credit, but we do ask him to see that the credit extended is not used to cut prices and demoralize trade.

**Wholesalers and Retailers.**

I have always advocated the closest co-operation between wholesalers and retailers. By so doing, we strengthen our position, and working in co-operation, can accomplish much for the benefit of both.

It may mean a willingness on the part of both to give up a little of what he is pleased to call his rights. It may mean that each must recognize the existence of the other and a willingness on the

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part of both in buying and selling to remain in his own sphere of action.

We ourselves must do our part in this co-operation to the extent that they may feel that this co-operation is justifiable and of benefit to both.

Let us strangle the old quotation that "Competition is the life of trade," and let us place in its stead that musically sounding word, "Co-operation."

Every retail dealer in the city should co-operate with his neighbor. Every wholesale dealer should see it to his advantage to co-operate with the retail interest.

How much can be done jointly by the wholesaler and retailer to combat the evils that confront us, we little realize, but I am sure that a co-operation of these interests will form a protection and benefit to all concerned.

**Public Opinion.**

How often we are influenced by what other people think!

"What will other people think?" This, the most cowardly phrase in use in society, is a question which everyone is asking himself.

So great a factor has Public Opinion become, that it has set itself up as an idol, the modern juggernaut, at the feet of which kneel pride and ambition, in cringing attitudes. It is not the strong man who is affected by public opinion. It is the weak man, the man whose every act is prompted by what other people will think. He has no mind of his own. His whole life is moulded by what somebody else will think. When he speaks one knows that some influence is behind his words. He is like clay in the hands of the sculptor.

It has been said, that the ogre, Public Opinion, slays more originality and individuality than all the barbarous superstitious codes together.

We look at life through a borrowed mirror, in which we see, not our own image, but that of Public Opinion, an image of shameful hypocrisy, which permeates our whole being, the very atmosphere in which we live, walk and move. Why should we be entrapped and ensnared by this false glitter of his image when, from another mirror, clear as crystal, shines another image, which, perhaps, not so splendid, is the only true image, our own opinion of ourselves.

**Mind One's Own Business.**

If we should pay more strict attention to our own business affairs, think less of what other merchants may be doing, use our own individuality instead of copying after someone else, many of us would be more successful men than would indicate at the present time.

Individuality, in fact, is the root of success.

The cultivation of individuality will bring out the very best that is in us, and many prosperous men would never have attained the position they have done had they not cultivated individuality. It is not conducive to the best results to follow in other's footsteps and copy other persons' methods.

The greatest monument that any man can rear for himself, or leave to mark

the place that he has filled in the world, is that in his time, in the age and generation in which he lived, he made the most of his opportunities. That, considering his environment, as he was given to see the right, he did the best he could. So let it be with us.

We seek the co-operation of the manufacturer and jobber. We seek their moral influence, believing that by co-operation of all interests we shall be able to bring about conditions in the trade that will be a benefit to all concerned.

But, while we seek this co-operation from a moral standpoint, let us from a financial standpoint be independent of all other influences.

I do not advise an independence of antagonism, but an independence of co-operation, where each—manufacturer, jobber and retailer—in his own sphere, can work out the different problems and solve them to the advantage of all.

The independence we seek is that kind of independence which creates and fosters idealism, out of which springs friendship, manliness, charity, and of which the whole business fraternity is cemented into one great brotherhood.

**The Watchword.**

Co-operation should be our watchword, and as one of our exchanges would say:

"Organization is the vehicle of co-operation. It may be either the slow, lumbering waggon, drawn by a jaded yoke of oxen, or it may be the forty horse power automobile, moving with the swift flight of the strong pinions of the eagle. It is up to you to choose which it shall be. If you go into it with zeal and determination to make your work succeed, you will be traveling in the automobile."

The spirit of co-operation is a difficult thing to define. It is that indefinable something that encourages men to achieve higher ideals and higher planes of conducting their business. It leads them on to the earning of more dollars through the medium of their business. It makes friends of enemies. It lightens the trials and tribulations of business life.

The co-operation of its members through the association is bringing men and interests in harmonious unison as they have never been brought before. It is raising the activities of mankind to a loftier and more successful plane than has ever been known, and is destined to accomplish wonderful results.

**Fraternal Units.**

Through our association men are brought together in fraternal units, thus spreading that "Peace on earth, good will to men" which, by ruinous competition that goaded on man against his fellow man, in incessant economical strides, made the observance of that noble precept well nigh impossible.

Then let us realize that we are dependent one on the other, and put forth every effort to bring into each mind the spirit of co-operation, each giving to

each that sympathy that will cement us into one great brotherhood.

Let us concentrate our energies, fight for that which we think is right, and victory will crown our efforts.

**Great Humanizing Movement.**

It is a satisfaction to know that through our organization we are doing our part in the great humanizing movement of the world, that movement which proclaims the universal brotherhood of man, and because of which the world grows better and the individual man feels sympathy for his fellow man and wishes to exercise it.

God has not endowed us all with the same quick-acting, far-seeing brain, and if it is your fortune to be better blessed than some other one, let it be your pleasure as well as your duty to bring him into fellowship, realizing that you can better protect your own business by taking care of his.

I glory in the power, the influence and the strength of our organization, but with that power, influence and strength comes a great responsibility.

If three or four earnest workers in an organization can accomplish so much, how much more can we accomplish as a united organization. In organization we are strong, and in our strength we can demand and receive respectful attention.

May its strength be used to promote its welfare.

May its influence be felt everywhere, and its object be attained by creating a brotherly friendship.

Then we shall have no premium giving.

Petty jealousies will be a thing unknown.

The trading stamp will be relegated to Hades.

And so it shall be with all that is detrimental and opposite to good, clean, business methods.

May the Great Ruler of the universe give us wisdom in our deliberations.

Let our minds be filled with the spirit of organization.

Let us believe that everyone working in his own independent way is doing so with an honest purpose.

Let us arise above the petty annoyances that place themselves in our pathway.

Let us sacrifice everything for the success of our organization.

Let us be filled with the spirit of charity.

Let us be true to ourselves.

Let us, above all things, be true to our organization.

Let me throw across this platform a banner with these words, so that they may guide you in all your deliberations: "Organization, Association, Friendship, Oneness of Purpose." The retailers' organization for the retailer, dominated by him and sustained by him. Then shall we be triumphant in all we undertake.

# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS:

Canned Lobsters—Very firm.  
Prunes—Stocks very low.  
Tapioca—Advanced.  
Salmon—Very firm.

Montreal, July 2, 1907.

The state of business is very satisfactory, taking into consideration the season. There is a good demand for fruits of all kinds, also quite a feeling for canned goods. The demand for canned salmon is active, in anticipation of higher figures on the new pack. On peas the demand is improving. Molasses is still selling steadily at firm prices. Hams, bacon and sugar are rather quiet. A reduction of one-quarter cent on pure lard was made. Camphor has been reduced from \$2 to \$1.80. American fat-back pork has been reduced in price to \$21.25 and \$24. Tapioca advanced one-half cent, bringing same now to 9 and 10c.

**SUGAR** — The demand at present is fair. The raw sugar market, while rather strong last week, shows slight reactions at present. Nominal prices prevail.

Granulated, bbls	\$4 50
" " 1-bbls	4 65
" " bags	4 45
Paris lump, boxes, 100 lbs	5 35
" " 50 lbs	5 45
" " 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" " 50-lb. boxes	4 90
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 05

**SYRUPS AND MOLASSES** — Business is practically closed from the island. The demand for molasses has been very good. The arrivals so far have been all distributed, and goods to arrive in July, in some cases, are all sold up. Prices remain unchanged. Syrups are quiet.

Barbadoes, in puncheons	0 29	0 31
" " fancy	0 30	0 32
" " extra fancy	0 35	0 35
" " in barrels	0 31	0 33
New Orleans in half-barrels	0 22	0 35
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 03	0 03
" " 1-bbls	0 13	0 13
" " 1/2-bbls	0 08	0 08
" " 3/4 lb pails	1 60	1 60
" " 25 lb pails	1 15	1 15
Cases, 2 lb tins, 2 doz per case	2 25	2 25
" " 5-lb. " 1 doz "	2 55	2 55
" " 10-lb. " 1/2 doz "	2 50	2 50
" " 20-lb. " 1/4 doz "	2 45	2 45

**TEA** — Advices just received from Japan quotes better grades 2 to 2 1/2c. and lower grades 2 1/2 to 3c. advance in price over figures ruling a year ago. Crops are much shorter than last year, with a large home consumption. In Ceylons and Indians, there is nothing worthy of mention.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 15	0 17

Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 13	0 20
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

**COFFEE** — Not very much change in the market. Brazil coffees easier. The demand is medium with prices firm.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio, No. 7	0 08	0 09
Santos	0 09	0 11
Martabido	0 11	0 13
Roasted and ground 20 per cent. additional		

**DRIED FRUITS** — Latest mail reports, in Valencia raisins, from Mahiques, Domenech & Co., Denia, Spain, announce the continuance of favorable weather in the raisin district, and, as the crop has now successfully gone through the critical fruiting period, it is estimated the outlook for the coming season will equal, if not surpass, that of 1905, when the total quantity reached was 27,500 tons, as against an average of 23,500 tons.

No doubt is entertained as to prices opening at very reasonable figures, but the market is not likely to rule as low as in 1905, one factor alone being the low rates of exchange now ruling as between Spanish and sterling currency.

The prune market continues strong. Since the opening there has been an advance of fully 2c. per lb. Sales have been made of Santa Clara prunes, 5 1/2 bag basis, f.o.b. coast. There is a very good demand for goods in stock, but goods to arrive are not nearly so brisk, although market favors buyers. Prices with the exception of prunes, remain nominal.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers	0 05	0 10
Dates—		
Halloweas, per lb	0 04	0 04
Sairs, per lb	0 03	0 03
Packages	0 05	0 16
California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches, per lb	0 18	0 18
Pears, per lb	0 16	0 16

Malaga Raisins—		
London ayers	2 25	3 00
"Connoisseur Clusters"	3 00	3 00
" " 1/2-box	1 10	1 10
Royal Buckingham Clusters, 1/2-boxes	1 37	1 37
" " boxes	4 50	4 50
"Excelsior Window Clusters"	5 50	5 50
" " 1/2-box	1 50	1 50

Californian Raisins—		
Fancy seeded, 1-lb. pkgs	0 13	0 13
Choice seeded, 1-lb. pkgs	0 11	0 11
Loose Muscatels 4 crown	0 09	0 09
" " 3 crown	0 10	0 10
Prunes—		
30-40s	0 09	0 09
40-50s	0 08	0 08
50-60s	0 08	0 08
60-70s	0 07	0 07
70-80s	0 07	0 07
80-90s	0 06	0 06
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 08	0 08
" " 50-60s	0 07	0 07
Oregon prunes (French style), 60-70s	0 07	0 07
" " 90-100s	0 07	0 07
" " 100-120s	0 05	0 05

Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases	0 08	0 08
" " cleaned	0 08	0 08
" " in 1-lb. cartons	0 08	0 08
Finest Vostizaa "	0 03	0 09

Amalias	0 08	0 08
" " 1 lb. packages	0 08	0 08
Sultana Raisins—		
Sultana raisins, per lb.	0 13	0 15
" " 1-lb cartons	0 15	0 15

Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 06	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" " pulled figs, in boxes, per lb.	0 15	0 20
" " stuffed figs, " " box	0 25	0 30

**SPICES**—The foreign markets this week are much easier, although quite an advance in some lines is expected shortly. Business continues limited, with a slight feeling for pickled spice.

Peppers, black	0 16	0 30
" " white	0 25	0 30
Ginger, whole	0 16	0 20
" " Coochin	0 17	0 30
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

**BEANS**—The demand continues fair with prices firm.

Choice prime beans	1 50	1 55
Soup pea, whole, bag 2 bushel	2 25	2 30

**RICE AND TAPIOCA**—The demand for rice is fair at present. Prices remain unchanged.

Tapioca just now is somewhat difficult of sale to the wholesalers, owing to the continued high prices. As a result wholesalers are buying on hand-to-mouth principle, looking for a decline later.

B rice, in 10 bag lots	3 10	
B rice, less than 10 bags	3 20	
C rice, in 10 bag lots	3 00	
C O rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 09	0 10

**MAPLE PRODUCTS** — There is little or no demand for these goods, as fresh and ripe fruit is now in favor. Prices continue nominal.

Pure maple syrup, bulk, per lb.	0 06	
Compound maple syrup, per lb.	0 05	
Pure Townships sugar, per lb	0 07	0 08

## CANNED GOODS

**TORONTO.**—Consumption in all lines is heavy, and the general impression is that the carry-over this year will be very small, if any. Peas and corn are still on the market in fair quantities, and a little pumpkin is also left. Evaporated apples and gallon apples are slightly easier. Singapore pines are in strong demand on the spot, with very low stocks and prices advancing. Sales for fall delivery have been made on a favorable basis, but yesterday's cables from Singapore declined further business under an advance of 6c per doz. French sardines have hardly any existence on the market, owing to last year's short pack. Good quality Portuguese are also scarce. The lower grades are in a strong position. The shortage in the pack of English sardines over actual orders in hand amounts to 50,000 cases, and there are no available stocks. Sales have been made for December and January, subject to price at an advance of 1 1/2 cents over last year.

Group No  
"Can  
shoe"  
Group No  
"Lyn  
"This  
Group No  
"Glo  
Apples, st  
" " I  
" " I  
Blueberry  
2's, st  
2's, pr  
Gals.,  
Cherries—  
2's, rec  
2's, " I  
Gals.,  
2's, bl  
2's, " I  
2's, wh  
2's, " I  
Currants—  
2's, rec  
Gals.,  
Gals.,  
2's, pre  
2's, bla  
2's, pre  
Gals.,  
Gals.,  
Gooseberry  
2's, H.  
2's, pr  
Gals., I  
Gals., I  
Lawtonber  
2's, H. I  
2's, pr  
Gals., I  
Peaches—  
1 1/2, ye  
2's, ye  
2 1/2, ye  
3's, ye  
3's, ye  
2's, wh  
2's, w  
3's, wh  
3's, pie  
Gal., p  
Gal., p  
Pears—  
2's, Fle  
2 1/2, Fl  
3's, Fle  
2's, Ba  
2 1/2, Ba  
3's, Ba  
3's, pie  
Gal., p  
Gal., p  
Pineapple  
2's, slic  
2's, gra  
2 1/2, w  
Florida  
Singap  
Plums, Da  
2's, ligh  
3's, ligh  
2's, hea  
2 1/2, he  
3's, hea  
Gal., st  
Plums, Lor  
2's, ligh  
3's, ligh  
2's, hea  
2 1/2, he  
3's, hea  
Gal., st  
Plums, gre  
2's, ligh  
2's, hea  
2 1/2, he  
3's, hea  
Gal., st  
Plums, egg  
2's, hea  
2 1/2, he  
3's, hea  
Raspberrie  
2's, L. I  
2's, H. I  
2's, pre  
Gals., I  
Gals., I  
Raspberrie  
2's, bla  
2's, pre  
Gals., I  
Gals., I  
Strawberri  
2's, hea  
2's  
Gals.,  
Gals.,  
Asparagus  
2's, ti  
2's, Car

# THE CANADIAN GROCER

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

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

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

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3's	1 07½	1 05	
preserved, 3's	1 32½	1 30	
standard, gal.		2 95	
Blueberries—			
2's, standard	0 95	0 92½	
2's, preserved	1 45	1 42½	
Gals., standard		4 50	
Cherries—			
2's, red, pitted	2 27½	2 25	
2's, " not pitted	1 77½	1 75	
Gals., red pitted		8 90	
" " not pitted		7 40	
2's, black, pitted	2 27½	2 25	
2's, " not pitted	1 77½	1 75	
2's, white, pitted	2 42½	2 40	
2's, " not pitted	1 92½	1 90	
Currants—			
2's, red, H.S.	1 82½	1 80	
Gals., red, solid pack		7 40	
Gals., red, standard		5 15	
2's, preserved	2 02½	2 00	
2's, black, H.S.	1 92½	1 90	
2's, preserved	2 15	2 12½	
Gals., black, standard		6 65	
Gals., " solid pack		8 15	
Gooseberries—			
2's, H. S.	2 17½	2 15	
2's, preserved	2 40	2 37½	
Gals., standard		6 50	
Gals., solid pack		8 50	
Lawtonberries—			
2's, H.S.	1 80	1 77½	
2's, preserved	1 97½	1 95	
Gals., standard		5 50	
Peaches—			
1½'s, yellow (flats)	1 72½	1 70	
2's, yellow		2 25	
2½'s, yellow	2 65	2 62½	
3's, yellow	3 25	3 25	
3's, yellow (whole)	2 42½	2 40	
2's, white	1 77½	1 75	
2½'s, white	2 55	2 52½	
3's, white	2 75	2 72½	
3's, pie	1 32½	1 30	
Gal., pie, peeled	4 67½	4 65	
Gal., pie, not peeled	3 72½	3 70	
Pears—			
2's, Flemish Beauty	1 67½	1 65	
2½'s, Flemish Beauty	2 02½	2 00	
3's, Flemish Beauty	2 17½	2 15	
2's, Bartlett	1 82½	1 80	
2½'s, Bartlett	2 22½	2 20	
3's, Bartlett	2 37½	2 35	
3's, pie, not peeled	1 32½	1 30	
Gal., pie, peeled	4 02½	4 00	
Gal., pie, not peeled	3 42½	3 40	
Pineapple—			
2's, sliced	2 02½	2 00	
2's, grated	2 12½	2 10	
2½'s, whole	2 82½	2 80	
Florida 2's, sliced or grated	4 37½	4 35	
Singapore, 1½'s, sliced		1 50	
" 2½'s, whole		2 30	
Plums, Damson—			
2's, light syrup	1 20	1 17½	
3's, light syrup	1 72½	1 70	
2's, heavy syrup	1 35	1 32½	
2½'s, heavy syrup	1 87½	1 85	
3's, heavy syrup	1 97½	1 95	
Gal., standard	3 37½	3 35	
Plums, Lombard—			
2's, light syrup	1 25	1 22½	
3's, light syrup	1 75	1 72½	
2's, heavy syrup	1 40	1 37½	
2½'s, heavy syrup	1 72½	1 70	
3's, heavy syrup	1 97½	1 95	
Gal., standard	3 57½	3 55	
Plums, greengage—			
2's, light syrup	1 30	1 27½	
2's, heavy syrup	1 45	1 42½	
2½'s, heavy syrup	1 72½	1 70	
3's, heavy syrup	2 00	1 97½	
Gal., standard	3 87½	3 85	
Plums, egg—			
2's, heavy syrup	1 72½	1 70	
2½'s, heavy syrup	2 00	1 97½	
3's, heavy syrup	2 32½	2 30	
Raspberries, Red—			
2's, L. S. (Shafferberries)	1 55	1 52½	
2's, H. S.	1 71½	1 75	
2's, preserved	1 97½	1 95	
Gals., standard		5 65	
" solid pack		8 65	
Raspberries, Black—			
2's, black, H. S.	1 77½	1 75	
2's, preserved	1 92½	1 90	
Gals., standard		5 40	
" solid pack		8 40	
Strawberries—			
2's, heavy syrup		2 50	
2's, " preserved		2 17½	
Gals., " standard		6 42½	
Gals., " solid pack		9 17½	
Asparagus—			
2's, tips, California		3 90	
2's, Canadian		2 77½	

Beets—		
2's, sliced, sugar and blood red	1 02½	
2's, whole	0 92½	
3's, sliced	1 25	
3's, whole	1 15	
Beans—		
Fancy brands		
2's, golden wax	0 90	0 85
3's, " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)		0 90
Gals.		
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob		4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
2's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 62½	3 60
Pumpkins, 3's	0 95	0 92½
Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
2's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

## SAUCE, ETC.

Tomato sauce, 1's	0 50
" 2's	0 80
" 3's	1 00
Chili sauce same as tomato sauce	
Catsup, tins, 2's	0 75
" gal.	4 50
" jugs	7 70
Lobster, tails	4 00
1-lb. flats	4 30
" 1-lb. flats	2 25
Mackerel	1 10
" Scotch	1 45
Salmon, Fraser River Sockeyes—	
1-lb. Tails, per doz.	1 80
1-lb. Flat	1 95
" 1-lb.	1 20
Rivers inlet	1 65
Northern River Sockeyes	1 65
Cohoos, per doz.	1 75
Humpbacks	1 00
Sardines, French ½'s	0 12
" Portuguese ½'s	0 08
" P. & C., ½'s	0 25
" P. & C., 1's	0 35
" Domestic, ½'s	0 03
" Mustard, ½ size, cases 50 tins, per 100	4 00
Haddies, per doz	1 10
Kipper herring, domestic	1 20
" imported	1 35
Herrings in tomato sauce, domestic	1 40
" imported	1 30

## MEATS, ETC.

Beef, corned 1s, per doz	1 400
" 2s	2 5
" 6s	7 50
" 14s	17 50

### Per dozen tins.

Chicken, 1's, boneless	3 00
Turkey, 1's	3 00
Duck, 1's	2 85
Tongue, 1's, lunch	3 00
Soup, 2's, giblet	1 95
" 2's, tomato	1 00
" 3's	1 45
Pig's feet, 1's, boneless	1 40
" 1½'s	2 50

## ONTARIO MARKETS.

### POINTERS—

Sugar—Stiffening.  
 Currants—Very strong.  
 Canned Goods—Heavy demand.  
 Potatoes—Dropped again.  
 Strawberries—Canadians in good supply.

Toronto, July 4, 1907.

The grocery trade maintains the quiet level of last week. The improved deliveries of berries at a more reasonable price has had some effect on the sugar situation, but retailers are still hanging back, and are apparently determined not to come in until their own stocks are practically cleaned up.

An advance of 1½ cents per lb. has taken place within the last three weeks on medium grades of Japan teas. Orders placed in Japan with prices similar to the basis of last year, cannot be filled. Consequently, most Canadian importers, who are not in the habit of giving carte blanche to their correspondents abroad, will have to take poorer teas and pay more money.

The currant situation is becoming more interesting every week. A Montreal firm recently received a communication from their Patras correspondent stating that currant prices have advanced to a point level with the highest fixed rates of the Retention Co., owing to the total exhaustion of stocks on the open market. As a direct consequence of this all shippers are obliged to buy prompt goods from the above-mentioned company. They also state that large transactions have been closed lately for the continental and American markets. This year's crop of currants is expected to exceed that of last year by about 5 per cent.

TEA.—Ceylon green tea is on a basis of 2c per lb. higher than last year, but for both leaf and liquor still shows better value than Japans in the judgment of people who are not prejudiced in favor of the Ceylon product. In black teas, fine-flavored Ceylons are very scarce. The production of the gardens for the last few months has been of much inferior quality to that produced in the earlier months of the year. Prices for standard lots are therefore on a high basis. There seems little prospect of lower prices from present high basis for common grades. June, the month of the greatest production in Ceylon, has passed without any very great depreciation in price, and as the quantity produced from month to month will be smaller for some time with the improved quality, there can be no relief of any importance in the price of common tea until it is seen what the production of India during the months of August to October will effect. One of the chief factors in the present condition of tea is the increased consumption.

COFFEE.—Coffee, so far as the Brazil product is concerned, is on a low basis, and with the usual market fluctuations, is likely to remain so, the most optimistic admitting that no important advance can take place unless something unforeseen should affect the prospects of the new crop.

SUGAR.—The market shows some improvement over last week. There is increased business passing, but though prices are stiffening in other markets, they have not advanced here yet.

The Journal of Commerce, commenting upon the situation on Tuesday, said: "The sugar market was steady, and the tendency was toward a higher range of values, partly by reason of the attitude of holders, who appeared willing to keep their stocks, believing in a steady improvement. A sale of 7,500 bags Cuba centrifugals was made at 2 15-32c. c. and

THE MARKETS

The Canadian Grocer

f. last half July shipment, basis 95 degrees, and another of 6,500 bags molasses sugar, Cubas, at 1 13-16c., basis 87 degrees, in the same position. The offers of Saturday were repeated, and they were at 2 1/2 and 2 9-16c. and f., basis 95 degrees, for Cuba centrifugals, last half of July shipment, but buyers hesitated. The lots were of small proportions, however. The London beet market was quiet. It closed at 9s. 7d. July, equal to about 4c. duty paid basis 96 degrees for Cuba centrifugals. Withdrawals in the refined market were good, and brokers received several discretionary orders, as an early advance to 5c. is expected, probably after the holiday. Refiners quote 4.90c. less 1 per cent. cash for granulated."

Paris lumps, in 50-lb. boxes	5 25
" " in 100-lb. "	4 95 5 15
St. Lawrence granulated, barrels	4 60
Redpath's granulated	4 60
Acadia granulated	4 60
Berlin granulated	4 50
Phoenix	4 60
Bright coffee	4 45
No. 2 yellow	4 45
No. 2 "	4 30
No. 1 "	4 20
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES—Business is satisfactory for the time of year. Prices remain unchanged.

Syrups—	
Dark	0 33 0 36
Medium	
Bright	0 38
Corn syrup, bbl., per lb.	0 0
" " bbls	0 03
" " kegs	0 03
" " 3 gal. pails, each	1 60
" " 2 gal.	1 15
" " 2-lb. tins (in 2 doz. case) per case	2 25
" " 5-lb. (in 1 "	2 55
" " 10-lb. (in 1 "	2 50
" " 20-lb. (in 1 "	3 45

Molasses—	
New Orleans, medium	0 30 0 35
" " bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts.	0 87
1-gal. cans	0 95

DRIED FRUITS—The market for prompt shipment of currants from Greece is very strong, and comparatively little fruit is available for export. Under present conditions, sales have been made to a greater or less extent in all the consuming countries for new crop for September and October shipments at quite half a cent per pound below the price for prompt shipment. Cables from Patras to-day advise market for new crop also strong, with a higher tendency, and only offers of limited quantities, good for 24 hours, are being made.

The crop of Valencia raisins, though somewhat late and subject to bad weather during the spring, promises well and an average crop is expected. Last year's crop was much below the average. Sultanas, of which there was a short crop last year, will be in much more plentiful supply during the coming season.

Prunes, Santa Clara—	
Per lb	Per lb.
100-120s	0 05
90-100s, 50-lb boxes	0 06 1/2 0 05 1/2
80-90s	0 06 0 06 1/2
70-80s	0 07 0 07 1/2

Note—25 lb. boxes 1/2c. higher than 50 lb.	
Candied and Drained Peels—	
Lemon	0 11 0 11 1/2 Citron
Orange	0 11 0 12
Peaches	0 18 0 20
Figs—	
Elemes, per lb.	0 08 0 15
Tappeta	0 03 1/2 0 03 1/2
Bag Figs	0 04 1/2 0 05

Currants—	
Fine Filistras	0 07 1/2 0 08
Patras	0 08 1/2 0 09
Uncleaned, 1/2 less.	

Raisins—	
Sultanas	0 12 1/2 0 15
" " Fancy	
" " Extra fancy	
Valencia, selected	0 09 0 09 1/2
Seeded, 1-lb packets, fancy	0 11 0 11 1/2
" " 16 oz. packets, choice	0 10 1/2 0 11
" " 12 oz.	0 09 0 09
Dates—	
Hallowes	0 05
Sais	0 04
Domestic evaporated apples	0 09 0 09 1/2

NUTS—Prospects for all nuts from Europe, are not good, and future sales have been made, generally speaking, at about 15 to 20 per cent. above the figures ruling at this time last year.

Almonds, Tarragona, per lb.	0 15
" " Formigetta	0 13 1/2 0 15
" " shelled Valencia	0 32 0 35
Walnuts, Grenoble	0 12 1/2 0 13 1/2
" " Bordeaux	0 10 1/2 0 11
" " shelled	0 27 0 28
Pilberts, per lb.	0 11
Pecans, per lb.	0 17
Brazils, per lb.	0 13 1/2 0 14
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08 1/2
A 1's, banners and suns	0 09 1/2
Japanese Jumbo's	0 09 1/2
Virginia	0 11

SPICES—Prices continue very firm, with a tendency in some commodities to firmer prices.

Peppers, blk	0 16 0 20
" " white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 75
Nutmeg	0 45 0 25
Cloves, whole	0 25 0 30
Cloves of tartar	0 25 0 35
Allspice	0 22 0 28
" " whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" " ground	0 20 0 22

RICE AND TAPIOCA—Tapioca prices are still away up, with no immediate prospect of getting back to the old figures.

Rice, stand. B.	0 03 1/2 0 03 1/2
Rangoon	0 03 1/2 0 03 1/2
Patna	0 05 0 05 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Seed tapioca	0 04 1/2 0 07 1/2
Carolina rice	0 10
Tapioca, medium pearl	0 07 1/2
" " double goat	0 07 1/2

BEANS—Prices are unchanged.

Beans, hand picked, per bush	1 50 1 60
" " prime No. 1	1 45 1 50
" " Lima, per lb	0 06 1/2 0 07

HIDES AND WOOL—This is the duller season of the year, but, regarded from that point of view, trade may be considered satisfactory. Wools, coming in more plentifully.

Hides, inspected, cows and steers, No. 1	0 09 1/2
" " No. 2	0 08 1/2
Country hides, fat, per lb., cured	0 07 1/2 0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 70 1 80
Lamb skins, No. 1	0 25 0 35
Horse hides	5 25 5 50
Rendered tallow, per lb.	0 05 1/2 0 06
Pulled wools, super, per lb.	0 24 0 25
" " extra	0 27
Horse hair, per lb.	0 28 0 30
Wool, unwashed	0 13 0 14
" " washed	0 23 0 24
" " rejections	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 4, 1907.)

Business is reported satisfactory by the Winnipeg wholesale houses, there having been a marked revival of confidence and a great increase in activity during the last two months. Country shipments show a marked improvement.

CANNED GOODS — Stocks of several lines of canned fruits are reported very low. We quote:

FRUITS.

Apples—	
3's standard, per doz.	1 29 1 27
gallons, per doz.	3 47 3 45
Cherries—	
2's, red pitted, per doz. case	2 41 2 39
Currants—	
2's, red, heavy syrup, per doz	1 96 1 94
2's black	2 06 2 04
Gooseberries—	
2's, heavy syrup	2 31 2 29
Lawtonberries—	
2's heavy syrup	1 94 1 91
Peaches—	
2's yellow flats	2 30 2 27 1/2
3's	3 12 3 09 1/2
Pears—	
2's, F.B.	1 81 1 79
3's	2 39 2 37
2's Bartlett's	1 96 1 94
3's	2 59 2 57
2's Globe, light syrup	1 51 1 49
Plums—	
2's Damson, l.s.	1 34 1 31 1/2
2's Lombard, l.s.	1 39 1 37 1/2
2's Greengage, l.s.	1 44 1 41 1/2
2's Egg, heavy syrup	1 86 1 84
Raspberries—	
2's red, light syrup	1 69 1 66 1/2
2's black, heavy syrup	1 91 1 89
Pineapples, whole, 2 lb., per case	3 75
" " sliced, 2 "	4 5 1
" " grated, 2 "	3 85

VEGETABLES.

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

MEATS.

Pork and beans 1's, per doz.	1 25
" " 2's	1 90
Clark's 1 lb. plain, per case	2 60
" " 2 "	1 80
" " 3 "	2 25
" " 1 " tomato sauce, per case	2 25
" " 2 "	1 80
" " 3 "	2 25
" " Chili	2 25
" " "	1 90
" " "	2 25
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" " turkey	3 25
" " chicken, per doz	3 30
" " turkey	3 30
" " duck	3 30
Corned beef	2 75
" " 2's per case	2 55
" " 1's	2 50
Man. Can. Co. 2's per doz.	1 55
Roast beef (Man. Can. Co.) 2's, per case	2 50
" " 1's	1 85
(Clark's) 1's, per doz	2 75
Extra brown	2 55
Potted meats, 2's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
" " 1 lb.	2 50
Ham loaf 1/2 lb.	1 25
" " 1 lb.	2 50
Chicken loaf 1/2 lb.	1 85
" " 1 lb.	3 50
Luncheon 1's	3 65
Sliced smoked beef	1 80
" " 1-lb. tins, per doz.	3 10
" " 1-lb. glass	3 35
Chipped	1 45
" " 1-lb. tins	3 50
" " 1-lb. glass	3 05
Sliced bacon	3 10
" " 1-lb. glass	3 25
Corned beef 1-lb. tins, per doz	1 85
" " 2-lb.	2 75

SUGAR — Values have been steady since the decline noted last week. We quote:

Montreal granulated, in bbls.	5 10
" " in sacks	5 05
" " yellow, in bbls	4 70
" " in sacks	4 55
Wallacburg, in bbls.	5 00
" " in sacks	4 95
Berlin, granulated in bbls	4 90
" " in sacks	4 85
Ice sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	6 30

Powdered sug  
Lump, hard, i  
SYRUP  
Syrup "Crown  
Beaver Brand  
Barbadoes mo  
New Orleans  
Porto Rico m  
Blackstrap, in  
COFFE  
Whole green l  
roasted  
Ground roaste  
Standard Java  
Old Governme  
Imperial Java  
Pure mocha  
" " Maracab  
Choice Rio  
Pure  
Seal Brand (C  
Local Blends:  
Mocha and Ja  
MINCE  
Mince meat,  
" " 2  
" " 12  
PICKL  
as follows  
Sour—  
1 gal pail  
3 " "  
5 " "  
Crock  
Bottles, 18  
" " 20  
Chow—  
1 gal. pail  
3 " "  
5 " "  
Crock  
Bottles, 18  
" " 20  
Sweet—  
1 gal. pail  
3 " "  
5 " "  
Crock  
Bottles, 18  
" " 20  
Onion—  
1 gal. pail  
3 " "  
5 " "  
Crock  
Bottles, 18  
" " 20  
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Extra brown  
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Valencia raisins,  
" " "  
Trenor's Valench  
California raisins  
" " "  
" " "  
" " "  
Prunes 90-100 pe  
" " 87-90  
" " 70-80  
" " 60-70  
" " 50-60  
" " 40-50  
Currants, unclean  
" " dry clear  
" " wet clear

# THE CANADIAN GROCER

Powdered sugar, in bbls.....	5 50
" " in boxes.....	5 70
" " in small quantities.....	5 75
Lump, hard, in bbls.....	6 05
" " in 1-bbls.....	6 05
" " in 100-lb cases.....	6 05

## SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.....	2 35
" " 5-lb tins, per 1 ".....	2 75
" " 10-lb tins, per 1 ".....	2 55
" " 20-lb tins, per 1 ".....	2 60
" " barrel, per lb.....	0 03
" " Sugar syrup, per lb.....	0 03
Beaver Brand, 2 lb tins, per 2 doz case.....	3 10
" " 5 " " " " ".....	3 30
" " 10 " " " " ".....	3 30
" " 20 " " " " ".....	3 20
Barbadoes molasses in 1-bbls, per gal.....	0 40
New Orleans molasses in 1-bbls, per lb.....	0 03
Porto Rico molasses in 1-bbls., per lb.....	0 04
Blackstrap, in bbls., per gal.....	0 31
" " 5 gal. bets., each.....	0 33
" " " " " " ".....	2 25

## COFFEE—

Whole green Rio, per lb.....	0 10
" roasted " per lb.....	0 12
Ground roasted Rio.....	0 13
Standard Java in 25-lb. tins, per lb.....	0 33
Old Government Java in 25 lb. tins, per lb.....	0 32
" Mocha.....	0 32
Imperial Java, in 25 lb. tins, per lb.....	0 29
Pure mocha.....	0 25
" Maracaibo.....	0 19
Choice Rio.....	0 17
Pure ".....	0 16
Seal Brand (O & S) in 2-lb tins, per lb.....	0 32
" " 1-lb.....	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.....	0 23
" " 1-lb.....	0 24

## MINCE MEAT—

Mince meat, 7 lb. pails, per lb.....	0 09
" " 28 " " " " ".....	0 08
" " 12 oz pkgs., per doz.....	1 05

**PICKLES**—Local brands are quoted as follows:

Sour—	
1 gal. pail.....	70
3 " ".....	1 80
5 " ".....	2 75
Crock.....	65
Bottles, 18 oz., per doz.....	2 00
" " 20 " ".....	2 25
Chow—	
1 gal. pail.....	75
3 " ".....	1 95
5 " ".....	3 00
Crocks.....	70
Bottles, 18 oz., per doz.....	2 00
" " 20 " ".....	2 25
Sweet—	
1 gal. pails.....	80
3 " ".....	2 15
5 " ".....	3 25
Crocks.....	75
Bottles, 18 oz., per doz.....	2 25
" " 20 " ".....	2 50
Onion—	
1 gal. pails.....	90
3 " ".....	2 40
5 " ".....	3 75
Crocks.....	85
Bottles, 18 oz., per doz.....	2 50
" " 20 " ".....	2 75

**FOREIGN DRIED FRUITS**—As noted last week, prunes have been sharply advanced and apricots are quoted now at an advance beyond the prohibitive price quoted during the winter. It is said that the apricot crop this season is almost a complete failure. We quote:

Australian raisins—	
Brown Lexias, per lb.....	0 08
Extra brown.....	0 08
Sultana raisins, bulk, per lb.....	0 13
" cleaned.....	0 14
" 1 lb pkgs.....	0 16
Table raisins, Connoisseur clusters, per case.....	2 60
" extra dessert.....	3 40
" Royal Buckingham.....	4 00
" Imperial Russian.....	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).....	3 35
" Connoisseur clusters, boxes (5 1/2 lbs).....	0 80
Valencia raisins, f. o. s.....	1 75
" selected.....	1 85
" layers.....	2 10
Trenor's Valencia raisins, f. o. s, per case.....	2 70
" selects.....	2 85
" layers.....	2 95
California raisins, muscatela, 2 crown, per lb.....	1 09
" " 3 " ".....	0 10
" " 4 " ".....	1 02
" " choice seeded in 1-lb. packages per package.....	0 10
" " fancy seeded in 1-lb. packages per package.....	0 10
" " choice seeded in 1-lb. packages per package.....	0 12
" " fancy seeded, 1-lb. packages, per package.....	3 10
Prunes 90-100 per lb.....	0 06
" 80-90 ".....	0 06
" 70-80 ".....	0 07
" 60-70 ".....	0 07
" 50-60 ".....	0 08
" 40-50 ".....	0 09
Currents, uncleaned, loose pack, per lb.....	0 07
" dry cleaned, Filiatras, per lb.....	0 07
" wet cleaned, per lb.....	0 07

" Filiatras in 1-lb pkg. dry cleaned, per lb.....	0 08
" " " " " " ".....	0 08
Hallowee dates, new per lb.....	0 06
" " in packages, per lb.....	0 07
Figs, cooking, in tapnets, per lb.....	0 05
" " in sacks.....	0 06
" table, 1 crown.....	0 10
" " 3 " ".....	0 11
" " 5 " ".....	0 13
" " glove boxes, per box.....	0 08
" " square boxes (12 oz) per box.....	0 08
" " 1 lb baskets, per basket.....	0 15
Apricots, choice, in 25-lb. boxes, per lb.....	0 22
Apricots, standard in 25-lb. boxes, per lb.....	0 22
Peaches, choice, per lb.....	0 15
Peaches.....	0 15
Pears, choice (halves), per lb.....	0 13
" standard.....	0 13
Plums, choice (dark pitted) per lb.....	0 14
Nectarines, choice.....	0 16

**EVAPORATED AND DRIED APPLES**—Canadian evaporated apples are quoted still at 10 1/2 to 11c. per lb., and dried at 9 1/2c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

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

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

## RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots.....	0 04
" " 50-lb. lots.....	0 04
Rangoon rice, per lb.....	0 04
Patna.....	0 04
Tapioca, per cwt.....	7 50
Sago, per lb.....	7 75
" " " " " " ".....	0 04

## NUTS—

Almonds, per lb.....	0 16
" (shelled), per lb.....	0 33
" " in small lots, per lb.....	0 11
Filberts.....	0 11
Jumbo peanuts, roasted.....	0 17
" " green.....	0 14
Diamond peanuts, roasted.....	0 14
" " green.....	0 11
Walnuts, new, Grenobles, per lb.....	0 1
" " Marbots.....	0 1
" " shelled, ".....	0 30
Pecans, per lb.....	0 15
Shelled walnuts, January delivery.....	0 26
Brazils, per lb.....	0 15

## OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack.....	1 95
" " 40 " " ".....	1 00
" " 20 " " ".....	0 51
" " 8 " " ".....	0 23
Granulated oatmeal, per sack.....	2 50
Standard, per sack.....	2 35
Cornmeal.....	1 60

## GROCER CORRESPONDENCE.

(Continued from page 37.)

been fortunately situated as compared with the eastern part of the province. The rainfalls have been abundant and the pastures good, and the refreshing showers and of late the warm atmosphere, have been most favorable for growth. The result is, the make of cheese for this season is now at its flood, and every factory in the Oxford dairy district is running to its full capacity. The prices are weakening a little, and a drop is anticipated. Last week, the ruling price was eleven and a quarter cents.

### That Condenser.

A decision has apparently not yet been reached as to the location of the new milk condenser for this district. Woodstock is urging favorable consideration of its claims for recognition, and hopes are entertained for the success of the negotiations. Some of the directors of the company were in the city last week, and met the municipal authorities, talked over terms and plans and inspected probable sites. They also similarly visited Tillsonburg, Listowel, St. Marys and other places which are after the industry.

## Bread Delivery.

In an editorial, the Sentinel-Review protests against the prevailing method of delivering bread. It says:

"In some parts of the country there is a demand that all bread offered for sale or delivery shall be enclosed in sealed paper bags immediately after leaving the oven, as a guarantee against contamination in handling. Such a demand was bound to come, and is bound to grow. With the popularization of knowledge with reference to disease germs people's stomachs are becoming much more sensitive than they used to be, and greater precautions are demanded in the handling of food. It is quite natural that bread should come in for some attention. Vegetables may be washed, meats may be rendered harmless by cooking; but bread is usually served as it is received. When one considers the history of a loaf of bread from the time it leaves the oven till the time it reaches the table, is it any wonder that the stomach sometimes feels a little squeamish?"

## FOR SALE TO CLOSE ESTATE.

THE old and well established grocery and fruit business of the late S. J. Johnson, of Amherstburg, Ont.; brick block and one of the best business stands in Western Ontario. Apply to W. J. Smith or F. M. Falls, executors of the estate, Amherstburg, Ont. [28]

## FOR SALE.

FOR SALE at a bargain—coffee roaster, fan and cooler. Apply Geo. Marshall & Co., London, Ont.

# TEA;

## Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

## CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

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## A Boy's Bank Account

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

### A Bank Account

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

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

### IN ADDITION

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

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## EDMONTON WAREHOUSE SPACE TO LET

### Best Storage in the West

### One or Two Flats

Suitable for wholesale house or light industry, on spur track in wholesale section.

**Shipments received for Storage or Distribution.**

## NICHOLSON & BAIN

DRAWER 42

EDMONTON, - ALBERTA

## ARRIVING THIS WEEK Ex. S.S. REPUBLIC

Our first shipment---200 cases

## EARLY JUNE FRENCH PEAS

consisting of all grades, viz.:

Sur Extra Fine

Extra Fine

Fine

Mi Fine

Moyen

## W. G. PATRICK & CO.

MONTREAL

TORONTO

WINNIPEG

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## THE CANADIAN GROCER

### THE WORST.

Rumor tells this story of a banquet held some years ago by the representatives of various periodicals. Many clever speeches were made and cheerful the occasion until a certain publisher began to enumerate certain troubles peculiar to the business. The troubles of getting good stories and good press-work were but two in a long list; and the speaker made the "hit of the evening" by closing his speech with the remark that all other troubles were as nothing compared to the trouble of getting advertising copy in before the forms close.—Star Monthly Solicitor.

### FINE CONFECTIONERY STORE.

It is conceded by all successful merchants that grocery and confectionery stores in particular, should be neat and attractive outside, as well as in. The trouble has always been, to secure the desired effect at a reasonably small expense. That problem has been solved by Robert Henning, the proprietor of "The Hub," Preston, a cut of whose confectionery store is shown on this page. Being situated at the electric railway junction, where cars come in every half hour from Galt, Berlin and Hespeler, "The Hub" attracts a good deal of favorable comment from passengers. It is finished, both inside and out, with sheet metal, and, while inexpensive, this construction imparts a distinctive character that would be impossible in any

other manner, except at a much greater cost.

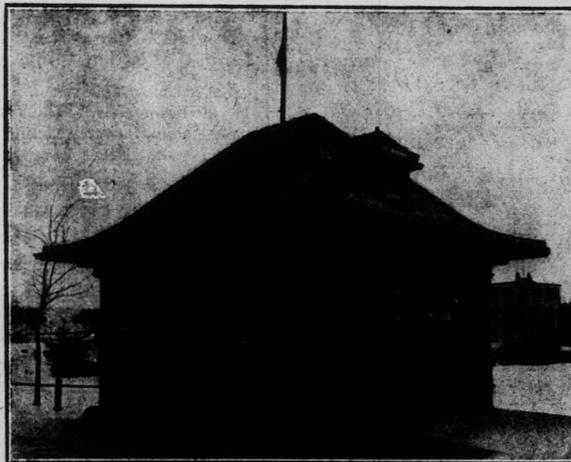
The exterior of this building is covered with stone siding and rock-faced brick siding, with metal cornices and trimmings. It is roofed with metal Spanish tiles, which, on a pagoda-shaped roof, add greatly to the general ap-

pearance. As the exterior is all of galvanized steel it does not require to be painted.

The interior is finished with metal ceilings and walls and is equally as handsome as the exterior. The building

### NOTES.

The Farmers' Trading Co., general store, of Gretna, have dissolved.



The Hub, Preston.

R. J. Campbell, of Campbell Bros. & Wilson, Winnipeg, has returned to his desk, after a trip around the world lasting several months.

The Quebec Spice Mills report for the past year an excellent increase in their

## Are You Able to Meet the Demand for Canned Fruits and Vegetables?

Don't answer this too quickly, Mr. Grocer.

The demand for canned fruits and vegetables is bound to go on increasing. All reputable concerns see to it that their goods are pure and canned under sanitary conditions; but—if you want the best trade you must stock

## FARMER BRAND CANNED FRUITS AND VEGETABLES

Big talk! Here's our reasons for it. Owing to climatic conditions, the nature of our soil, and the strict supervision from field to can, we are able to secure the best of the best fruits and vegetables. The cleanliness of our methods is on a par with the excellence of our product, and our goods retain all the goodness and energy - building qualities of ripe, juicy fruits and fresh vegetables.

Mr. Grocer! the women of Canada *know* these facts. They want Farmer Brand. Can you meet the demand?

**FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.**

business. The firm have been manufacturing and putting up very attractively spiced of every description, and they seem to be gaining ground every day in capturing new trade. Their warehouse at 74 Sous la Cap, Quebec, is a constant scene of activity.

E. M. Levins, confectioner, of Teulon, has sold out.

R. J. Brown, of Hamilton, confectioner and grocer, has sold out.

The assets of F. Villemure, general store, St. Paulin, have been sold.

Shaw & Co. are starting a fruit and confectionery store at Keewatin.

F. B. Hare & Co., of Winnipeg, have been succeeded by W. H. Laphorn.

R. J. McKelvie, confectioner, etc., Petrolia, has sold out to Geo. M. Kirby.

Geo. W. Dow, Montreal, manager John Robertson & Son, has left on a business trip to Winnipeg.

Andrew Yule, grocer and crockery merchant, of Listowel, has suffered some small loss by fire.

### Bed Bug and Roach Killer

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

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

For sale by leading wholesalers

**A. NATHAN,** 149 ONTARIO STREET WEST  
MONTREAL

### Expert Bookkeeping

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

**Davenport, Pickup & Co.**

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

### Square your accounts



## Ridgway's Celebrated Teas

Sold in  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	} In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

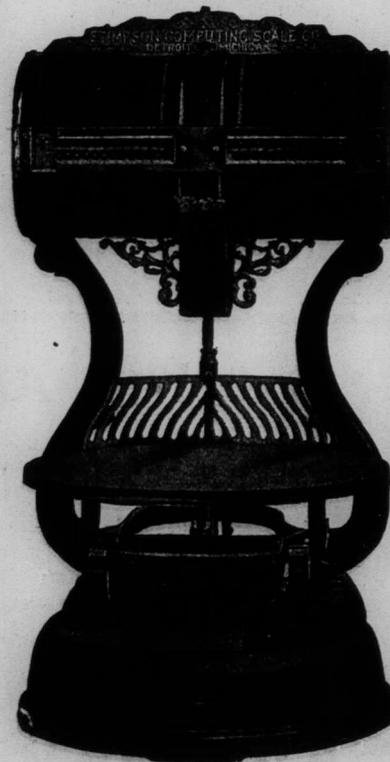
AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To **John Robertson & Son, Ltd.**

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

### Our New Improved No. 30 Scale



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

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

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

**STIMPSON COMPUTING SCALE CO.**

34 ARTHUR STREET  
WINNIPEG, MAN.

# HERE'S A PROPOSITION

That Will Interest You

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

## ***Sold Standard*** Baking Powder

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

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

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

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

### **The Codville-Georgeson Co., Ltd.,**

WINNIPEG, - MAN.

## **Battle Creek Toasted Corn Flakes**

The Flavor that grows in Favor

**CARMAN-ESCOTT CO.**

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

# SALT

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

## **BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL  
JOBBERs

3/4-lb. tins—3 doz. in case.

*It pays to have proper connections in*

## **The West**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

*Satisfaction Guaranteed*

**R. B. WISEMAN & CO.**

Storage, Warehousing and Distributing Agents

123 Bannatyne  
Avenue East

WINNIPEG, MAN.

**The Superior Quality**  
of our  
**Mild Cured Hams**  
**Boneless Breakfast Bacon**  
**Skinned Smoked Backs**

meets the most exacting requirements of your customers.

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

**Breakfast Bacon**

**Buy The Best**



MADE BY  
**FEARMAN**  
HAMILTON

**Your Reputation's Valuable**

The most potent asset in your business, Mr. Grocer, is your reputation—that and that alone is the real source of your bank account. Most grocers know that our famous lines of provisions not only read direct profits—but they also enhance the merchant's reputation. There are reasons—besides the All quality of our lines—why you should place your orders with us.

**We Don't Compete With You**

because we've no retail stores. Think over it. We sell to the trade only.

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

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

**RYAN BRAND**

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

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

Can you afford to stock inferior brands?

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

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fresh fruit, to a great extent, is taking its place. Prices remain as below:

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10 1/4
Buckwheat	0 07	0 08

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

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

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

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

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

**DECREASING TEA CONSUMPTION.**

To the Editor of The Canadian Grocer: A circular recently issued in the States by a prominent grocer makes references to the price of the new crop teas and concludes by advising the retail grocer to load up with old tea to protect himself against advanced prices. For the benefit of those who have received such a circular, it is nothing more or less than a ruse, meant to excite buyers into over-stocking on tea. At the outbreak of the Russo-Japan-

supply and demand. If a grocer cultivates the taste of the consumer, and buys tea on an honest grading and cup value, he increases the demand. If a grocer buys old teas or permits himself to become panic stricken through prevarications or misrepresentations on the part of salesmen or jobbers, he is curtailing the demand and keeping in stock the supply. It does not take a wise man to appreciate the importance of this argument, but it is not until you adopt the principle of values, sold

**HOW CANADA GROWS.**

The way Canada's purchasing capacity is growing is shown by a dip into Of dried fruits and nuts:

From	1905.	1906.	1907.
Great Britain	\$ 33,035	\$ 55,957	\$ 50,759
United States	830,830	911,050	1,385,719
France	136,598	171,683	259,890
Greece	198,663	241,762	299,571
Spain	379,326	498,567	517,740
Other countries	202,012	232,951	372,548

Of green fruits:

From	1905	1906.	1907.
Great Britain	\$ 107,528	\$ 120,415	\$ 169,645
United States	2,241,607	2,746,401	3,406,050
Italy	274,062	149,131	189,296
Other countries	106,076	134,185	282,723

Of canned and preserved fruits:

From	1905	1906.	1907.
Great Britain	\$92,020	\$124,687	\$193,894
United States	41,003	56,178	71,941
Other countries	38,242	42,488	61,236

The totals for fruit show up thus:

From	1905	1906.	1907.
Great Britain	\$ 233,583	\$ 301,059	\$ 414,298
United States	3,113,440	3,713,630	4,863,710
Other countries	1,334,979	1,470,767	1,983,004
<b>Totals</b>	<b>\$4,682,002</b>	<b>\$5,485,456</b>	<b>\$7,261,012</b>

ese war, similar circulars were issued with advice to buy freely, which resulted in many merchants over-buying and in some instances supplying their needs for many years. It is a lack of good judgment on the part of an importer, of a jobber, or a retailer, to anticipate too much his wants on tea. Aged tea rapidly deteriorates, and while the merchant thinks he is saving a cent or two, he is over-loading on old teas to save this extra profit, thereby driving a nail into his coffin. Boiled down, merchandising resolves itself into a question of

at legitimate, fixed profits, that you will reap the harvest.

The tea consumption in Canada and the United States is rapidly decreasing. Why? Because frequently we hear the comment, "I cannot get good tea at my grocer's. We like a good cup of tea at our table, but it seems a hopeless task to find the right flavor and quality, consequently, we have taken to other beverages." This is a daily story and a quick answer to the many time question of the retail grocer, "What has become of my tea trade?" Let Mr. Merchant buy teas for what they are, not how cheap or what he can save, and then sell them at their true values, not for what he can get, and let Mr. Merchant study the tastes of his customers, sell them teas of a suitable flavor, whether an Oolong, an India-Ceylon, a Japan, a gunpowder, or a Young Hyson, and he will gradually make many tea friends and eventually enjoy satisfactory and prosperous tea sales.—George Lewis, George Lewis & Co., Chicago and Yokohama.



WILSON'S  
**FLY PADS**

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

ARCHDALE WILSON, - HAMILTON



**SATISFIED CUSTOMERS**

No grocer can give his customers satisfaction unless he has the best canned meats on the market.

Years have shown that **Clark's Canned Meats** lead all others and guarantee Satisfied Customers.

**CLARK'S**

**CORNED BEEF, LUNCH TONGUE,  
SLICED SMOKED BEEF,  
OX TONGUE, HAM LOAF, ROAST BEEF,**

are a few lines that are wanted now that summer is here. Write for Prices.

**WM. CLARK, MONTREAL.**

**O'Mara's Bacon**

Quotations cheerfully given by the following

**Selling Agents:**

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

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

**JOSEPH O'MARA**

Manufacturer and Exporter of BACON, HAMS, LARD, Etc **Palmerston, Ont.**

**The Manitoba Canning Co.**

LTD.  
Grande Pointe, Ma . .

*Our 1907 Pack of*

**Lunch Tongues**

*is now on the market*

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

**NICHOLSON & BAIN**

Winnipeg, Calgary and Edmonton

**A LONG STORY IN FEW WORDS**

Reliable



Preferable



Saleable



Profitable

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

## CEREALS AND CONFECTIONERY

**Favorable Outlook for Ontario Spring Wheat—Manitoba Crop Reports Conflicting — Brisk Export Enquiry for Flour — Grocers Should Handle Confectionery.**

As far as can be determined, crop prospects for Ontario winter wheat are satisfactory. The spring wheat, though still late, is coming along nicely with the help of the recent heavy rains. Reports as to the Manitoba crops are conflicting, but it is certain that the prospects are not so bright as they have been represented. No matter how favorable the weather, it is now certain that the Ontario fall crop cannot exceed two-thirds or three-quarters of a full yield, and some opinions place the probable amount considerably below this. The New York markets closed 1½ higher for wheat on Tuesday, notwithstanding the break on Saturday. This looks as though Europe took little interest in the bear campaign for lower prices, but wants cash wheat and wants it quicker than she can get it, on account of the light offerings.

The flour trade is only fair, though millers declare that five times as much business is being done this year as last. Newfoundland continues to take a considerable quantity of Canadian winter wheat flour. Export enquiry is good but the millers cannot get together. The big fellows are getting all the business, some of the smaller millers being completely cleaned out.

### Confectionery.

One argument advanced by a small retail grocer the other day against handling confectionery is sufficiently amusing to repeat. He said: "If I started to handle that stuff I would never get any time for my regular business." Never was there a more erroneous idea. Confectionery well displayed sells itself. The trouble to the grocer consists chiefly in keeping the show case filled with attractive goods; and the higher the class of confectionery he handles, and the more prominently it is displayed, the more often will he

find the silent salesman empty and his cash register full. Think it over.

### MONTREAL.

**FLOUR**—The demand continues very good locally with prices unchanged over preceding week. Export demand, while satisfactory, is rather quiet in most cases.

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

**ROLLED OATS** — The demand for rolled oats, during summer months, is not expected to be large, still a fair business is reported. According to an agreement between various mills, it is generally expected that there will be a further advance shortly.

Fine oatmeal, bags.....	2 60 2 75
Standard oatmeal, bags.....	2 60 2 75
Granulated.....	2 60 2 75
Gold dust cornmeal, 98 lb bags.....	1 70 2 00
White cornmeal.....	1 65 1 75
Rolled oats, 50-lb. bags.....	2 40 2 50
"    30-lb. bags.....	2 30 2 37½
"    bbls.....	5 05 5 35

**FEED** — Mills continue oversold in feed. Only a small proportion of de-

The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.  
Importers of Foreign Products.

125 St. Peter St., QUEBEC.

### QUANCE BROS

MILLERS OF CHOICE

**WINTER WHEAT and MANITOBA FLOUR  
BUCKWHEAT and RYE FLOUR**

WRITE FOR QUOTATIONS.

DELHI, ONT.

### BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

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

## Are You Content?

with the flour you are handling?

If not, get a shipment of

### Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

## LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

## SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor."

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

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

If you are not stocked write us at once.

### BATTLE CREEK

## TOASTED CORN FLAKE CO.

LONDON, ONTARIO

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

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

F. H. Hodgson, Montreal Agent.

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



## EXPRESS RATES IN THE WEST

Express Companies Schedules of Rates for Non-competing Points Differ Widely  
—Business Men Indignant—Investigati on by Railway Commission.

As compared with the rates charged in Eastern Canada and in the western states, the express rates charged in our western provinces are unreasonably high. Western business men have a real grievance in these excessive rates but up to the present time they have attracted little attention as people have been more interested in the more important question of freight rates. However, at the recent convention of the Associated Boards of Trade of Western Canada, held in Prince Albert, this subject came up and the discussion that followed made it very plain that western business men are becoming keenly alive to the disabilities under which they suffer. H. W. Laird, of Regina, made a very strong speech on this subject and through his kindness this paper is permitted to quote herewith some very interesting figures which he has compiled. These figures are taken from the official schedules of rates issued by the express companies and they afford some very interesting comparisons.

### Companies' Rates Differ.

One complaint that is made is that the express companies in the west charge different rates for non-competing points, the Canadian Northern Express Company's rates being considerably higher than those of the Dominion Express Company. As illustrating this point, the following schedule of rates is interesting and instructive:

Place	Miles from	
	Winnipeg	Dominion C.N.
Altona .....	62	.75
Burnside .....	63	.75
Walldon .....	61	1.00
Woodridge .....	65	1.00
Vassar .....	84	1.25
Holland .....	85	1.00
Morden .....	81	1.00
Swift .....	120	1.50
Douglas .....	121	1.25
Cartwright .....	148	1.50
Souris .....	150	1.50
Laurier .....	149	1.75
Barwick .....	181	2.00
Dauphin .....	178	2.00
Virten .....	180	1.75

In contrast with this, note the uniformity of rates charged in the east by the Dominion Express Co. and the Canadian Express Company to non-competing points.

Place	Miles from	
	Toronto	Canadian Express
Sarnia .....	177	1.00
Sharbot Lake .....	172	1.00
Orillia .....	91	.75
Norwood .....	94	.75
Brockville .....	208	1.00
Smiths Falls .....	209	1.00

### Eastern and Western Charges.

But the principal grievance is that rates are invariably much higher in Western Canada than they are either in Eastern Canada or the United States. There would be little complaint if the scale of rates were only slightly in advance of eastern charges for there is a

general disposition to be fair in these matters and it is freely recognized that conditions in the west are different from the east and probably warrant a slightly higher rate; but the following figures show a state of affairs that calls for explanations:

### EASTERN CANADA

#### Dominion Express.

Place	Miles from	
	Toronto	Rate
Brampton .....	29	.40
Guelph .....	48	.50
Norwood .....	94	.75
Ivanhoe .....	121	.90
Perth .....	197	1.00
Beaconsville .....	323	1.00

### WESTERN CANADA

#### Dominion Express

Place	Miles from	
	Winnipeg	Rate
Lasalle .....	18	.50
De Wit .....	49	.75
Darlingford .....	94	1.00
Treesbank .....	120	1.25
Birtle .....	193	1.75
Qu'Appelle .....	324	2.75

### C. N. Express.

Place	Miles from	
	Winnipeg	Rate
White Plains .....	21	.60
Marchand .....	47	.90
Berton .....	94	1.25
Baldur .....	116	1.50
Gilbert Plains .....	198	2.00
Mafeking .....	321	2.75

A comparison with the rates charged in the western states is equally interesting. Conditions in Minnesota are much the same as in Western Canada and yet the rates charged are considerably lower.

### Rates in Western Canada and Western States.

Winnipeg to Birtle, 137 miles, Dom. Ex.	1.75.
Minneapolis to Cloutoub, Minn., 138 miles, G. N.,	1.25.
Minneapolis to Brainerd, Minn., 138 miles, N. P.,	1.25.
Winnipeg to Broadview, 264 miles, Dom. Ex.,	2.56.
Winnipeg to Bruno, 264 miles, C. N.,	3.25.
Minneapolis to Mapleton, N.D., 263 miles, N. P.,	2.00.
Minneapolis to Durbin, N.D., 263 miles, G. N.,	2.25.

### Railway Commission to Investigate.

These figures indicate a real grievance which requires investigation. An Ottawa despatch the other day stated that the Railway Commission are about to commence an investigation into the question of express rates. The business men of the west welcome the announcement and hope that there will be no unnecessary delays in getting down to business. Owing to the long distances and delays in getting goods by freight, the express companies in the west handle a large amount of business that in the east they do not get. The express bills of the western business man are very heavy in the course of a year and the figures

quoted certainly show that an investigation is necessary.

### UP-TO-DATE CANNING.

The Napanee Canning Co., Napanee, Ont., has this year added two new buildings to their already large premises and have installed six new machines for handling peas, greatly increasing their possibilities of producing better quality. They have also installed a 75 h.p. Corliss engine.

This company have spared no expense in securing expert help, and special advantages are enjoyed by employes, the buildings being large and airy, with cement floors throughout, ensuring best sanitary conditions. The firm is represented in Montreal by Wm. Galbraith & Son, in Toronto by Kyle & Hooper, and in Winnipeg by Ashley & Lightcap.

### CURRENTS.

Thos. Bell, Sons & Co. have received the following from their Patras correspondent:

"Currant prices have advanced to a point level with the highest fixed rates of the Retention Co., owing to the total exhaustion of stocks on the open market, so that, in the absence of other fruit, we and other shippers are obliged to buy prompt goods from the above-mentioned company. Large transactions have been closed lately for the continental and American markets.

"New crop—All advices coming in from the currant district report that the prospective quantity this year will exceed that of 1906 by about 5 per cent., but there are no complaints heard about the Pelonosporo."

### J. K. ARMSBY CO.'S NEW CIPHER CODE.

The J. K. Armsby Co. have announced their new 1907 cipher code for delivery about August 1st. This code is now used universally by the grocery and kindred trades, canners and dried fruit packers, and is recognized as the standard code for California cured products and canned fruits, vegetables and salmon.

In publishing their new edition the J. K. Armsby Co. have deviated from the old style and have adopted an adjustable cover which permits the insertion of new and the elimination of old pages. This will obviate the necessity of new editions in the future, and, instead, revisions will be made each year and forwarded to subscribers for insertion.

A. P. Murray, sales manager Edwardsburg Starch Co., Montreal, was in Toronto last week attending the annual convention of the American Chemical Society.

Paul Hamel, manager N. K. Fairbanks, Montreal, was a caller upon the jobbing trade of Toronto last Friday. Mr. Ashworth, Toronto representative, accompanied him on his peripatations of the Street.

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Pronounced Ka-lee)

To "those who know" what perfect Chocolate is the success and popularity of

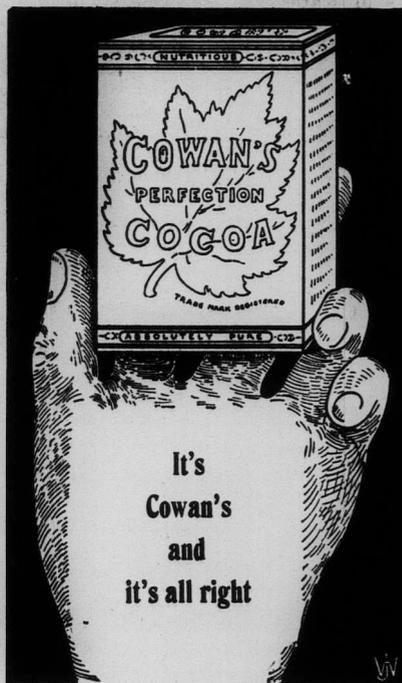
## CAILLER'S SWISS MILK CHOCOLATE

is no mystery—There can be nothing better—Why sell other brands?

General Agent for Canada

**William H. Dunn, - MONTREAL**  
394-396 St. Paul Street

## The Maple Leaf



It's  
Cowan's  
and  
it's all right

stamped on a package of Cocoa or Chocolate is the buyer's Surety of Purity and Quality.

## Cowan's Cocoa and Chocolate

are the best by any test on the Canadian market. When you stock Cowan's you stock a trade builder of assured reputation.

**The COWAN CO., Limited**  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Every Canadian grocer of any lengthy experience in business knows that

## Mott's

"Diamond" and "Elite"  
brands of

## Chocolate

have no superior and few equal. Why buy anything but Mott's?

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

SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jos. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver

## It will Pay

you to stock and push  
the sale of the famous

## Frame-Food

PREPARATIONS

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

Extraordinarily advantageous  
Terms for Pioneer Traders.

Write for Particulars  
at once

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

## THE CANADIAN GROCER

### ALBERT SOAPS vs. DRYSALTERS.

#### Court Finds in Favor of Albert Soaps —The Judgment.

The Albert Soap Company recently brought an action against Drysalters for infringement of their trade mark. This being a matter which is of general interest to all manufacturers, we print below the finding of Judge Burbidge in this case in full:

Between Albert Soaps, Limited, plaintiffs, and Drysalters, Limited, defendants.

"The action is brought by the plaintiffs, who are manufacturers of soap, to restrain the defendants, who are in the same business, from infringing certain registered trade marks that the plaintiffs own and use in connection with their business.

"The plaintiffs manufactured a soap known as "Baby's Own Soap," the defendants a soap known as "Mother's Favorite Soap." Both use in this connection labels that have been registered as trade marks and which are in general appearance very similar, although there are a number of differences. The defendants deny that the label they use is an infringement of the plaintiffs' trade mark. That issue, so far as it relates to the specific trade mark registered on the 21st day of January, 1890, and which consists of a label, shown in exhibit No. 4, I find in favor of the plaintiffs and against the defendants.

"The defendants also allege that the plaintiffs are not entitled to any relief because for several years they forebore

taking action against the defendants' predecessors in the business they are carrying on, although the latter were doing the same thing that the defendants are now doing and were infringers of the plaintiffs' trade mark as the defendants are now infringing. The plaintiffs' answer to that is in substance that the interference with the rights and business by the defendants' predecessors was not considerable enough to make it worth while to take action against them; but when it was learned that their business was about to pass into other hands, the plaintiffs gave the intended purchaser, Mr. Watson Jack, who bought and sold to the defendants, notice of the infringement and asked him when he was reorganizing the company if he would consider the changing of the offending label, so that the unscrupulous dealers would not substitute the defendants' soap for the plaintiffs. Mr. Jack does not deny having had this notice, but replies that when he received it he was committed to the purchase of the business.

#### Judgment for Plaintiffs.

"The plaintiffs ask for a declaration that the acts of the defendants in placing their soap on the market with the labels at present used and in the manner at present adopted, constitute an infringement of their trade marks, and for an injunction to restrain the defendants from continuing the use of such labels in the manner mentioned.

"They do not ask for an account or for damages, and that narrows the question to be determined. With respect to

the relief asked for, there has not, it seems to me, been such delay or laches on the plaintiffs' part as would justify the court in refusing such relief, and it will be granted.

"There will be, in respect to the specific trade mark hereinbefore mentioned, judgment for the plaintiffs, with costs, and the injunction asked for will be granted."

### ANOTHER VETERAN GONE.

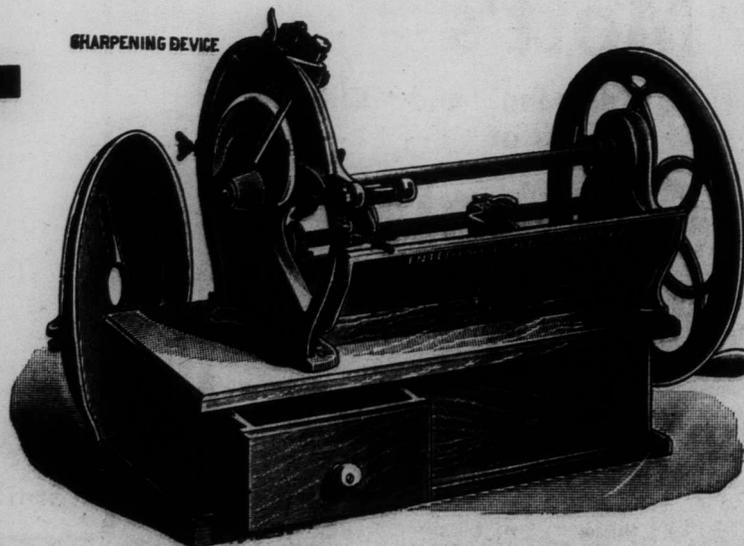
Chas. Wesley Price, late traveler for the Alberta Nursery & Seed Co., of Calgary, died very suddenly on the morning of June 2nd, at his rooms in Calgary, the immediate cause of his death being heart failure. Mr. Price was a traveler for thirty-five years and had covered in that time nearly every state in the United States and every province in Canada. In the older provinces he was better known as the representative of D. M. Ferry & Co., of Detroit and Windsor, whom he represented for fifteen years. After leaving them he was for a few years with the Steele, Briggs Seed Co., of Toronto. After leaving their employ he went west and settled in Calgary. There he was joined by W. H. Rampton in the real estate business and spent part of his time traveling for the Alberta Nursery & Seed Co.

He was a faithful, industrious and successful traveler, and possessed in a large degree the faculty of winning and keeping friends, and many all over Canada and the United States will mourn his departure.

Is your equipment GOOD?  
Then make it BETTER.  
Don't rest till you have the BEST—

## "ENTERPRISE"

SHARPENING DEVICE



The experience of all users proves that the "Enterprise" Rotary Smoked Beef Shaver greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to  $\frac{1}{8}$  of an inch.

#### AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-priming and Measuring Pump, and other specialties demanded by enterprising grocers.

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

No. 125, (with 2 Blades) . . \$22.50

No. 129, (with 1 Blade) . . \$22.50

When

of high  
these  
Baker  
depend  
Judge

PUR

which  
proved  
from  
Wheat  
trade

Western



Pho

THE CANADIAN GROCER



### When You Want a Supreme Test

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

Judged by these tests

### PURITY FLOUR

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

### Western Canada Flour Mills Co., LIMITED



Mills at  
WINNIPEG, GODERICH and BRANDON

Toronto Office  
Long Distance Phone Main 6060

Phone in your Orders at our expense.

### Particular People Like Our Flour

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

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

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

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

Agent Quebec and Maritime Provinces  
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL  
Agent Province of Ontario  
ALEX. BUTLER, Board of Trade Building, TORONTO  
Agent Alberta and British Columbia  
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.



that the raspberry crop is likely to be small, the frost having killed off a great many of the new shoots. Peaches will be a fair crop.

There are a few cars of large sized navels still offering, showing that these oranges are not yet completely out of the market. Pineapples are practically finished. Watermelons are now coming in from Georgia in fine condition.

Oranges—

Nave s, fancy, 64's, 80's, 96's, 112's, 250's, 288's ...	3 00	4 60
Late Valencia Californias, all sizes .....	4 50	5 00
Bloods, 80's, 100's, 150's, 1/2-boxes .....	2 75	3 00
Ovals, 80's 100's, 150's, 1/2-boxes .....	2 25	2 50
Sorrentos, 200's, 300's .....	3 50	3 75
Lemons, No. 1's 300, 360 .....	4 25	4 50
Verdilli, 300's .....	4 50	5 00
" 2's 300, 360 .....	3 75	4 00
" Messina and Sorrentos, 3.0's .....	4 50	5 00
Pineapples, 30's, per case .....	4 00	4 50
33's .....	3 50	4 00
42's .....	3 00	
Bananas, Jamaica firsts, per bunch .....	1 50	2 25
Bananas, jumbo bunches .....	2 00	2 50
Strawberries, Canadian per qt. ....	0 10	0 15
Cherries, Canadian .....	1 00	1 50
Limes, per crate .....	1 00	
Watermelons, Florida, each .....	0 50	0 55

VEGETABLES—A number of price changes are noticeable this week, while Canadian green peas are quoted for the first time. New potatoes are not expected before the 20th of July, although some growers are already using them in their own houses. Delawares dropped again on Thursday and some dealers expect to see them reach 75c. before the week is out.

Potatoes, Delawares, per bag .....	0 95	1 15
" Ontario .....	0 90	1 10
Sweet potatoes, per hamper .....	2 75	
New potatoes, per bbl .....	3 75	4 00
Onions, green per doz. ....	0 15	
" Egyptian, 110-lb. bag .....	4 00	
Onions, Bermuda, per crate .....	4 00	
Cabbage, new Canadian, per case .....	2 75	3 00
Beets, new, per doz. bunches .....	0 35	0 50
Carrots, Canadian, per doz. bunches .....	0 75	0 85
Lettuce, Canadian leaf, per doz. bunches .....	0 25	0 35
Spinach, fancy, per bush .....	0 40	0 50
Radishes, Roseland, per doz. ....	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston .....	1 10	
" per hamper .....	3 00	3 50
Beans, green, per bushel .....	2 50	
Green peas (Canadian), per basket .....	0 75	0 85
Tomatoes, Texas, 4-basket crates .....	1 35	1 60
Fansley, per doz. ....	0 25	
Asparagus, per doz. ....	0 75	1 00
Rhubarb, per doz. ....	0 40	0 50

FISH—The fish trade is quiet, a little stimulus having been given it by the holiday. Trout and whitefish are now very scarce, the former being almost impossible to obtain at a reasonable price. There is probably five times more halibut used in Toronto now than in any previous year, and the supply is scarcely equal to the unusually heavy demand.

Perch, large, per lb. ....	0 06	0 07
Blue pickerel, per lb. ....	0 06	0 07
White fish, Georgian Bay, per lb. ....	0 10	
Whitefish, winter caught, per lb. ....	0 03	0 10
Haddock, fresh caught, per lb. ....	0 03	0 07
Herring, per 100 count .....	1 50	
" medium, per lb. ....	0 06	0 07
" jumbo, per lb. ....	0 06	0 10
Sea salmon, per lb. ....	0 17	0 18
Trout, fresh, per lb. ....	0 05	0 08
Ciscoes, per basket .....	1 00	1 25
Finnan haddie, per lb.—fre h cured. ....	0 18	
Labrador herring, per bbl. ....	4 75	
Cod, fresh caught, per lb. ....	0 07	0 08
Halibut, fresh caught .....	0 08	0 09
Shredded cod, per lb. ....	0 08	
Shredded cod, per doz. ....	0 90	
Flournders, per lb. ....	0 15	
Halifax fish cakes, case .....	2 40	
Live lobsters, per lb. ....	0 17	0 18
Mackerel, per lb. ....	0 15	0 17
Bluefish, small white, per lb. ....	0 06	0 07

OPENING OF SALMON SEASON.

The sockeye salmon season on the Fraser River opened on July 1. The fish do not commence to run well until about the third week of the month. For the first time in the history of the industry, gasoline boats will be used to collect the catch. About one-third of the boats so employed will be operated by this power. The local dealers will this

# THEY'RE HERE

Fine New

## Verdilli Lemons

Every Lemon sound and perfect and of the celebrated "Home Guard Brand"

No more trouble with wasty Lemons. Buy these and be happy.

## WHITE & CO., Limited

TORONTO AND HAMILTON

### ROOM ABOVE

"There's always room on top," it is said, and in Lemons on top and alone stand

TRACUZZI'S "ST. NICHOLAS" and "HOME GUARD"  
W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

### FRUITS AND VEGETABLES

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

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

### YOU ALWAYS GET THE BEST GOODS

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

## FRESH

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

Also full lines of Oranges, Lemons and Bananas

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

## HUGH WALKER & SON

Established 1861

Guelph, Ont.

## THE GREAT PACIFIER

between the retail merchant and his grouchy customers is the adoption of the



### Allison Coupon Books

It's mighty hard for a man to pick a quarrel with you about his account when he always pays as he goes---and that is exactly what he does when you use the Allison System---he pays you in coupons just as he would in cash.

For sale by the jobbing trade everywhere

Manufactured by

**ALLISON COUPON CO.,**

Indianapolis, Indiana.

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

Write for our quotations

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

Packers and Exporters of Canned Lobsters  
—Wholesale only

# SALT

Constantly receiving New Stocks.  
All lines.

**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

year have to get their fish through the canneries, as the collecting boats formerly owned by them were turned over to the canners at the opening of the season.

Up to the present, 262 sockeye licenses have been granted. This is 12 more than last year.

### CAPE BRETON CO. AMALGAMATES.

The Atlantic Fish Company, whose headquarters are at Lunenburg, Nova Scotia, have bought the property and business of the Cape Breton Fish Co. The Atlantic people are already operating branches of their establishment at Canso, Barrington, Lockeport, La Have, Ingonish, and Bay of Islands, although the business was organized only two years ago.

The Atlantic Co. acquired some time ago the boneless fish business conducted for many years in La Have and Halifax by Black Bros. In nine months last year the company's business at Canso amounted to \$120,000.

### HOLIDAY LAND.

Anyone who has spent a summer in Nova Scotia, or has enjoyed even a week's holiday among its rivers and forests, will recognize with a delightful sense of reminiscence a goodly number of the scenes which illustrate "Vacation Days in Nova Scotia," a little booklet, written by Thomas Anderson and published by the Dominion Atlantic Railway. The booklet is profusely illustrated with photographs of many scenes among the murmuring pines and hemlocks of Evangeline's land. Mr. Anderson has done his work well, since from a literary, as well as an illustrative standpoint, the contents are out of the ordinary.

The jaded tourist who is looking for "fresh fields and pastures new" is recommended to obtain a copy of "Vaca-

tion Days in Nova Scotia" from the Dominion Atlantic Railway, Kentville, N.S., and to study it alike for the instruction of his mind, the betterment of his health and the fuller enjoyment of his holidays.

### JAPAN TEA TRADE.

The function of exporting Japanese products is being gradually removed from the hands of foreigners in Japan, especially in respect to the tea trade. It appears that the opening of Shimizu as a special port of export was effected for the purpose of facilitating the direct exportation from that port of tea produced in Shizuoka, which furnishes 70 per cent. of the total output in Japan. This plan has proved successful, and 3,930,000 pounds of tea refired in Shizuoka was exported from that port last year.

An inspection fee is imposed by the tea merchants' guild on tea to be exported through Yokohama at the rate of 11 cents per box, but no such fee is required for the exportation from Shimizu. Under these circumstances it is anticipated that of teas hitherto exported from Yokohama, at least the Shizuoka tea will eventually cease passing through this port. The future of trade in Yokohama should not be regarded as promising, for the quantity of tea exported from Shimizu last year reached nearly 4,000,000 pounds, against 18,838,000 pounds from Yokohama, which market had commanded the situation for years.

### EUROPEAN PRUNE CROP SHORT.

Latest advices on the European prune crop indicate a considerable shortage in comparison with former years. A letter from Hamburg, Germany, states that that market is looking to California to make up the deficiency in the European market, and that a considerable quantity will be required if the total is to compare favorably with that of an average season.

The letter said in part:

"This market is very closely cleaned up on old crop prunes and importers are much disturbed over the outlook so far as stocks are concerned. We do not look for more than two-thirds of a crop in Bosnia and Serbia. Some of the larger interests here are already buying for import from the New York market, and cables sent to the Pacific coast bring back the advice that practically all the old prunes of desired sizes are held in New York."

### Stiff Prices for Growers.

In this connection it may be noted that the unsold portion of the coming prune crop of the Santa Clara valley which remains in the hands of the growers does not exceed 7,000,000 or 8,000,000 pounds, about 25 to 30 per cent of the entire crop. Most of this stock is in the hands of firm holders, who every year are the last to sell. The growers are getting stiff prices from the packers, and it is thought that the small quantity remaining unsold is being held in the hope of an even higher market. The packers hold all the unsold old prunes. Altogether it looks like a banner year for the California fruit grower.

# BLUENOSE BRAND CODFISH

PREPARED FOR FAMILY USE.

Packed in 10, 20 and 40lb. Boxes. Sold by leading wholesale grocers and fish dealers.

PRICES ON APPLICATION.

Sole Packers

## Atlantic Fish Companies, Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal

Stuart, Watson & Co., Winnipeg

Chas. Milne, Vancouver

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

## "King Oscar" Sardines

is the real thing.

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

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

*For sale by all Jobbers.*

### John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents HAMILTON.

We are now packing the

## "FAMOUS BRUNSWICK BRAND"

### SARDINES,

### CLAMS

### SCALLOPS

AND

### FINNAN HADDIES

We guarantee every tin we pack

Yours respectfully,

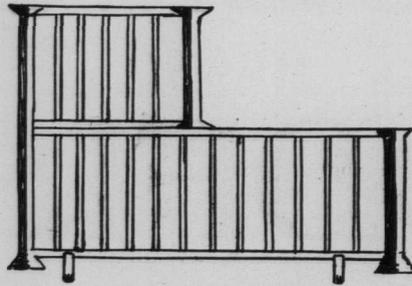
### Connors Bros., Limited

Black's Harbour, N. B.

## EFFECTIVE WINDOW DRESSING

An Interesting Winnipeg Display—Suggested Means for Dividing Windows Into Sections—Partitions Being Generally Adopted by Other Lines of Trade.

Why should dress goods and store clothes and boots and shirts, and collars and ties make better or more interesting window displays than foodstuffs. They don't, it's the men behind the glass who make it so. Of course one can't drape tea or canned goods or smoked bacon into folds and flounces, but they can be put forward to look very inviting. Ingenuity counts for much in dressing a grocery window. Herewith in picture is a Winnipeg sample. This is the window of J. Robinson & Co. It shows an array of Gold Standard



Window Partition of Wood.

section, when he would not have time to change his whole window. Changing one section at a time would keep the window looking fresh.

Two illustrations of partitions are here shown. These are sketched from partitions actually in use, but are intended as merely suggestive. One is of wood and looks very handsome in the window. The other is of iron. Sometimes the latter has brass trimmings and is of different shape, but these are matters of choice. For some purposes an even more effective partition than either of these is made of two sheets of plate mirror back to back. Sometimes the bar iron is used for the near wall of the window also.

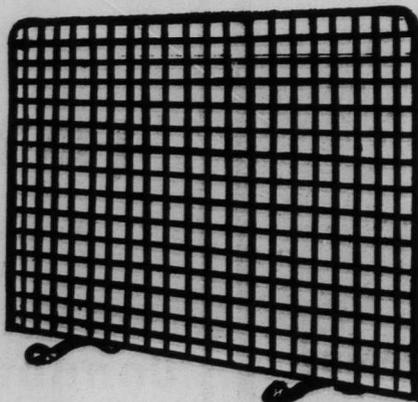


Window of J. Robinson & Co., Winnipeg.

goods that would arrest the attention of all passers. This is a window in the conception of which ingenuity, rather than artistic sense, is evidenced, and the results are certainly attractive.

### WINDOW PARTITIONS.

Movable window partitions are a device of improved window-dressing which the grocers should adopt. The movable partition has many advantages. It enables the grocer to make very effective displays of various lines of goods in the same window. That is its principal purpose. The chief fault of most grocery window displays is, that they are too much mixed up. The ordinary grocery window is fair sized, and it is difficult or inconvenient to make a display of a single line, but by using the partition two or three sufficiently



Metal Window Partition.

large displays can be made. Very often a grocer would have time to change one

### NOT ALL BEER AND SKITTLES.

It is not all "beer and skittles" with the packet tea men these days.

The cost of tea itself has advanced from the point it was eight months ago fully 4c per pound, and in some grades more than this.

The price of lead with which the tea is wrapped has advanced 40 per cent. or 50 per cent., and one firm in Canada uses fourteen tons weekly.

Labels, cardboard-ends and labor have advanced fully 40 per cent., and the price of boxes 50 per cent.

A prominent packet tea man stated a few days ago that every man in the packet tea business in Canada must be losing money heavily every day, that is, if he does only a Canadian trade.

The soap people are having it pretty nearly as bad, as they are "up against" an advance on crude cotton oil of from \$95 to \$165 per ton.

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## THE CANADIAN GROCER

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each insertion.

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

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

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

#### Yearly Contract Rates.

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

#### BUSINESS CHANCES.

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

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

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

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

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

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

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

#### FOR SALE.

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

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

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

#### SITUATIONS VACANT.

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

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

#### SITUATIONS WANTED.

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

#### AUSTRALIAN RAISINS.

In connection with the statement recently published in The Canadian Grocer about sultana raisins from Australia, the following from the London Produce Markets' Review is interesting:

"The sultana market, which has recently shown a tendency to advance, has been temporarily steadied by the arrival of small quantities of Australian fruit. The quantity marketed is insignificant and has been rapidly sold and distributed at good prices, but buyers are naturally asking what quantity there is to come, and operations in other kinds for home trade are very small and will probably remain so, until there is some definite information on the point. On the other hand, export busi-

ness has been good and it is probable that the market can absorb any further quantity which Australia can send. Fresh shipments of Australians landed this week contain some exceptionally beautiful parcels of fruit packed in the more desirable style of boxes containing 28 pounds."

#### B.C. FRUIT CROP.

W. J. Brandrith, a fruit-grower of wide knowledge and experience and a government official to boot, asserts positively that the British Columbia fruit crop will be considerably behind the average, and that of cherries, plums, and other small fruits there is not more than a third of a crop.



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

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

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

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

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

THE OZO CO., LIMITED,  
MONTREAL

You can slight some articles in the grocery business; but—don't slight your cigar counter. You do not need to carry a big stock, but it is necessary to carry a good one. Make sure by stocking

## PHARAOH and PEBBLE

Cigars—cigars which have won a reputation for honest goodness second to none, and won that reputation pitted against some mighty good cigars.

**Pharaoh** makes an ideal smoke and retails for ten cents, although universally acknowledged to be worth fifteen.

**Pebble** is a marvel for quality when compared to any other cigar ever sold at five cents.

**N.B.**—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

The man who smokes any other brand of tobacco does not know the virtues of **T. & B.**

The Grocer who pushes any other brand of tobacco is not pushing Canada's first favorite, nor does he know the profit that's in

# T. & B.

A smoke that soothes and satisfies with never a nip—the only smoke the man who knows will insist on. You have a friend at the High Court of Finance just as soon as you stock **T. & B.**

**T. & B. sells more than Tobacco.**

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

**HAMILTON CANADA**

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## GROCERY TRADE NEWS OF NOVA SCOTIA

(Special correspondences of The Canadian Grocer.)

Halifax, N.S., July 1, 1907.

The grocery markets are quite active, and a good business is passing. Prices in several lines are advancing and with the decreasing supply of canned goods some of the retailers have put up the prices. There is no scarcity of any lines, but these retailers feel that the stocks they hold are worth more money at the present time, and they put up the price. The demand for canned goods is quite brisk, as the picnic season is now on.

The condition of the meat markets is now attracting considerable attention. Prices continue to soar upwards, and the retailers have again advanced the price, the second within three months. The new quotations went into effect on July 1st. The new figures are as follows:

	Old.	New.
Sirloin roasts .....	.18	.20
Sirloin steaks .....	.18	.20
Rib roasts .....	.15	.17
Steak (top round) .....	.15	.18
Steak (cut through) .....	.15	.16
Rattle ran .....	.12	.14
Corned beef (plate) .....	.10	.12
Corned beef (brisket) .....	.9	.10

In a circular issued to their customers the dealers say:—

"In past summers local cattle could be obtained when western beef became very high. Not so this year, as there is not enough local cattle to half supply the demand, and western beef is going across into the States on account of the shortage there caused by last winter's severe storms; hence the unprecedented advance in prices."

All the dealers have not entered the combine, some having declined to increase the prices, and in consequence the new figures may not stand very long.

The prospects for a big crop of fruit in Nova Scotia this year are very bright. The apple trees have blossomed well, and some predictions are being made that the crop will total a million barrels. All small fruit will be late this year, owing to the backward season, but a good crop is expected, as the fruit will escape the late frosts which usually cause great damage. The commission men here are looking forward to a big crop of strawberries.

The fisheries give promise of being most successful this year. Though the season was very late and the catches at first very small, there is an abundance of fishing now being taken. All along the coast good catches of spring mackerel have been made, and the prices fairly well maintained, considering the large quantities of fish placed on the market within a few days. For about a week the market was glutted with mackerel and there was a slump in prices, but during the past week there has been a sharp recovery and prices are again firm. Record quantities of fish have been ship-

ped to the American market and during last week the local markets were almost bare. One dealer who had shipped two refrigerator cars of mackerel to Boston ordered them back before they reached their destination, the prices on the local market being much better than in the United States. One firm alone in Halifax has purchased upwards of 100,000 fresh mackerel since June came in, and a large quantity of them have been placed in cold storage.

The cod fishery also promises well, and some good catches are reported from the banks, many of the French and American bankers, having full fares. The French fleet fishing out of St. Pierre, Mig., is having better success this season than for many years. One trawler, the Imbrim, took 1,600 quintals of fish in fifteen days on the banks.

Breadstuffs and butter and eggs are unchanged.

### NEW TEA COMPANY.

N. S. Croker, A. V. Boucher, A. W. Macalister, C. M. Cotton, and H. H. Brodie have been incorporated as a company under the name of The Castle Blend Tea Company. Objects: To do business as tea and coffee importers and blenders, and to buy and sell tea, coffee, cocoa, baking powder and essences. Capital, \$100,000, in shares of \$50 each. Headquarters at Montreal.

A permit has been issued to C. Dan-nacker, of Stratford, for the erection of a brick addition to his store and bakery at a cost of \$900.

# SWEET CAPORAL



# CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

## CLAY PIPES

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

D. McDUGALL & CO., Glasgow, Scot.

Firm Established in 1887

### JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

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

Ask for the famous brands of Cigars

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

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

GROCERY TRADE NEWS OF  
THE PACIFIC COAST

Small Strawberry Crop—Canned Goods May Be Scarce—Canadian Imports of Rice Have Increased Largely—The Fruit Situation.

(Special Correspondence of The Canadian Grocer)

Vancouver, B.C., June 28, 1907.

With the very best weather for business that the province could possibly have had for the past three months, it is not surprising to learn that every line of trade is on the most prosperous footing. There are few, if any, drawbacks in the general round of commercial life and activity at the present season. In each of the coast cities and in all the mining centres up-country as well as throughout the rapidly-growing farming districts, the tone of business is healthy and progressive.

There have been some differences from other years. In the fresh fruit trade there have been no preserving fruits to market, of any consequence, and indications are that the strawberry crop will not be large enough to permit of reasonable preserving prices. The extremely small quantity of fruits offering has depressed the price of sugar, demand being low in comparison.

In northern trade, since the opening of navigation on the Yukon there has been a good deal of freight sent north, but nevertheless, the indications point to the usual delay in the purchasing of stocks for winter's supply. The northern dealers have almost got into the way of waiting till the last minute to avail themselves of the commodity rates which are allowed till August 15 each year. This year they may be badly fooled in some lines. The advices from eastern packers are that the pack of canned fruits and of canned vegetables will be extremely short. This will be a serious matter to the Yukon. From California, too, the outlook is stated to be unfavorable to any large pack of dried fruits. Here again the northern trade is greatly interested. In produce lines, never have prices continued steadily so high and stocks so low for many years. In fact, it is doubtful if ever this market found it more difficult to stock up, and especially in butter. As the Yukon depends entirely on supplies forwarded from here, the interest the dealers there should feel is obvious.

In grocery staples there have not been many changes of importance recently. The rice market has bulged till the price for fine quality Japanese rice is now \$82 per ton. The importations of this staple to Canada have very greatly increased in the past year. For the first three months of this year the rice importations were almost three times the amount imported for the same three months last year. Rather oddly, the Japanese purchases of flour from Canada have in the same time gone up in even greater proportion. The action of the Japanese Government in substituting flour in a large degree for rice in the rations of the Jap army has resulted in a much greater demand for

flour, and Canada has had the benefit of the increased demand.

\* \* \*

Just when the California market was bare of raisins, a staple almost entirely supplied to this market from California, the introduction of raisins from Australia relieved the shortage. The last Australian steamer brought some liberal consignments, some of which were for wholesalers as far east as Winnipeg. The price is very much less than present California basis. The latter are now quoted at 13 and 14 cents, and very scarce. The consignment of Australian raisins sold out, while it lasted, at 8 cents per pound to the trade, and the dealers report that the quality is much better than that of the California article.

\* \* \*

Dried fruits are selling actively, mostly for out of town trade. Prices are strong in most lines. Figs have been advanced half a cent to 6 cents per pound. What few lots are in stock have been selling at 22 and 23 cents. Prunes, from 5½ cents for 90's and 100's, to 8 cents for 40's and 50's, and 9 cents for 30's and 40's. Peaches, 15½ cents. Pears, 11½ cents.

\* \* \*

Canned fruits are practically cleaned off this market at present, and from advices from the packers, the stocks will be very limited this fall, and prices correspondingly high. In canned vegetables stocks are still equal to demand. Prices have been advanced on peas, beans and corn, the present quotations being: Corn, \$1.20; peas, \$1.10 to \$1.15; beans, \$1.25. Green peanuts are quoted at 10 cents; roasted, at 12½ cents.

\* \* \*

The sugar refinery this week quotes a reduction in price of sugar, the base being now \$5.40. The very great slackness in preserving fruits accounts for the lowering in price of sugar at the present season. The small importation of Oriental sugar has not materially affected the market.

\* \* \*

In produce, prices and stocks are both unsatisfactory. The supply of local butter is not nearly up to usual quantities, especially in dairy goods, little or none of which reaches the jobbing trade. The stock of creamery is always all in demand, though the creameries are turning out a good supply. Eastern butter has been very limited. Present prices: Eastern, 25 and 26 cents; local dairy, 28 cents; local creamery, 30 cents. Local fresh eggs are scarce and firm, at 30 cents. Eastern select stock is 26 cents per dozen, while straights are 24 cents.

\* \* \*

Strawberries are still leading in the local market though the present week

will see the clean-up of the bulk of the crop. Victoria has sent in large quantities, from Vancouver Island growers and Burnaby municipality, next to the city of New Westminster has been second in point of quantity. Quality has been very good all round this year. The present price is \$2.50 to 3.00 per case of 24 baskets. The end of the week will see some raspberries in. The crop of this fruit promises to be the only heavy berry crop of the season. Currants are now beginning to come in and some gooseberries, at 10 cents per pound. Sweet cherries are selling at \$1 to \$1.25 per ten-pound box. Preserving cherries will be in next week and will likely be high.

The first car of California mixed fruits is to arrive next week. This will comprise peaches, plums, apricots and apples. There have been some shipments of peaches and plums, selling at \$2.75 per box.

Oranges are at present confined to Med. Sweets and Valencias. There will be no more St. Michaels this season, though a car of late navels is expected by one dealer. Med. Sweets are \$3.75 to \$4.25 and Valencias, \$4.75 to \$5.25. Lemons, \$6 and \$7.

\* \* \*

Local potatoes, old stock, are almost cleaned up and the price is anywhere up to \$50 per ton. New potatoes are 5 cents per pound, and scarce. Most green vegetables are now local. Cabbage is 5 and 5½ cents per pound; cucumbers, \$1.75 per dozen; cauliflower, \$1 per dozen; bunch vegetables, all sorts, including beets, carrots, onions, etc., 25 cents per dozen; green peas, 7 cents per pound; lettuce, \$1 and \$1.25 per crate. Tomatoes, Mississippi stock, \$3 per case; Victoria grown, \$4 per case. Okanagan tomatoes are not yet market (open air grown), but will be in next week.

A VALUABLE BOOK.

"The Port of Hull and its Facilities for Trade," is the title of a 219 page book officially issued in the interests of the trade and commerce of Hull, England. For Canadian manufacturers who are looking for an Old Country market for their products, or for a port through which they may introduce their goods into other parts of England, this work will be found a valuable compendium of information and statistics. Even the advertisements, with which the book is filled, are in themselves of interest. One on page 62 shows a photograph of the advertiser's fish-drying establishment, the grounds of which have a capacity of spreading to dry nearly 100 tons of fish at one time.

The book is sold at two shillings and sixpence—about 60 cents—and may be obtained from the publishers, 10 Bishop Lane, Hull, at this price.

W. and J. Belfie, grocers, of Gananoque, has dissolved. Joseph Belfie continues the business.

If you desire to handle High Class English Specialties,  
then order from your wholesaler,

# GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

# GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:



HIS MAJESTY THE KING

## GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

The makers of "Gillett's Goods" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

**Magic Baking Powder.**

**Gillett's Cream Tartar.**

**Gillett's Perfumed Lye.**

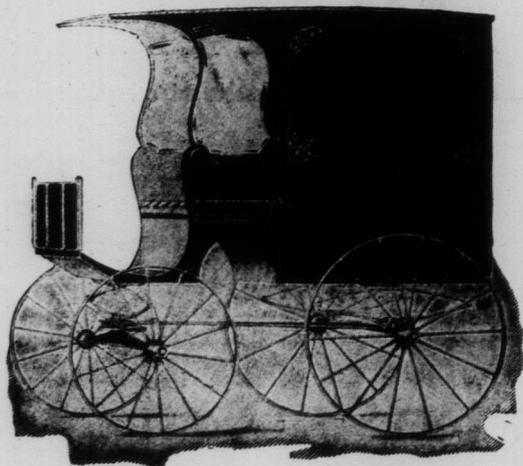
**Royal Yeast Cakes.**

Good Goods with a Reputation.



Merchants should recommend food-products that are produced in **clean** factories.

**The Waggon Tells Its Own Story.**



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. **EWART'S** waggons are easily the best on the market.

Write for prices

Phone 1188

**J. A. EWART,** 257-9 Queen St. E. TORONTO

**WALKER BIN**

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

**GROCERY**

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

**FIXTURES**

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET ALL THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co.,**  
BERLIN, ONT. Limited

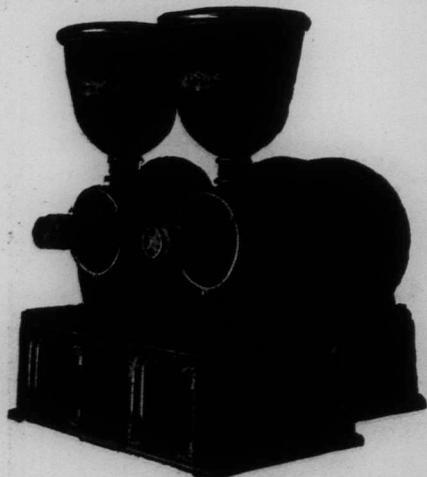
Representatives  
Manitoba: Stuart Watson, Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

**COLES** Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

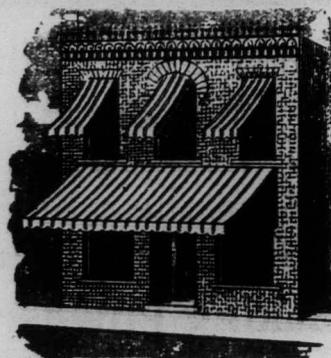
Grinding Capacity  
Granulating 2 lbs. per minute.

**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

AGENTS:  
Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

IF YOU WANT AN AWNING,



WHY NOT TRY

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

—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.

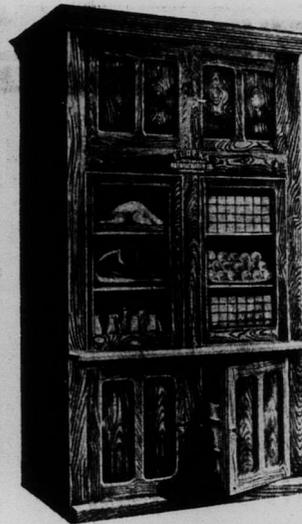
**THE SHREWD GROCER**

knows that there's just one **Best Laundry Soap** on the market, viz.:

**Canadian Castile Soap**

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada



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

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

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

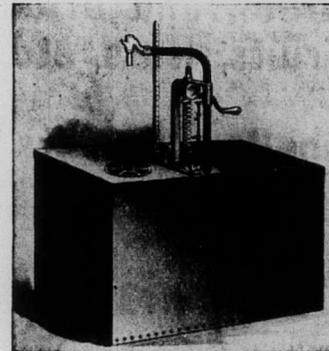
**The Bowser Costs You Nothing**

Why? Because it pays for itself by its own saving of oil. Without one, you lose the price of a Bowser every year, through losses resulting from leaks, evaporation and waste.

Why not instal a Bowser Self-Measuring Oil Tank and let it repay its own cost within a year? Its convenience, cleanliness and safety are from the first all clear gain. Write us for Catalog B, which describes our many different styles.

**S. F. BOWSER & CO., LIMITED**  
66-68 Fraser Avenue, TORONTO

*If you have an old Bowser and want a new one, write us for our liberal exchange offer.*



Cut No. 19  
One of many styles

**Eliminate Loss**

If we didn't know how you could we wouldn't make the suggestion.

Instal our

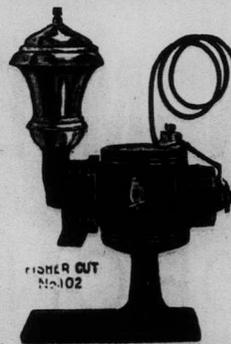
**"Duplex" Counter Check Book**

and if that doesn't make your balance healthier at the end of the year, it will be up to us.

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



**ELECTRIC POWER COFFEE MILLS**



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

*Write for Catalog and prices*

**THE A. D. FISHER CO., LIMITED, - TORONTO**

# Dried Fruits and Nuts

Currants,	W. Meyer & Co.,	Patras
Valencias,	Julian Monfort & Co.,	Denia
Sultanas & Figs,	C. J. Calothi, Esq.,	Smyrna
Malaga Raisins } and Almonds, }	Thornton & Co.,	Malaga
Green and Dried } Fruits, Nuts, etc., }	P. Macajone & Co.,	Malaga
Shelled Walnuts } Olive Oil, etc., }	P. M. Loubrie & Co.,	Bordeaux
California Fruits,	Guggenheimer & Co.,	San Francisco
Fruit Pulp, Nuts, } Cocoa Butter, etc., }	Henry A. Bragg,	Liverpool

*We respectfully solicit enquiries from the Wholesale Trade by Telephone or Telegraph at our expense*

**MACLAREN IMPERIAL CHEESE CO.,**  
Limited

AGENCY  
DEPARTMENT.

TORONTO, ONT.

Qu  
Th  
responsi  
Grocer,

Cook's Frier  
Size 1, in 2  
" 10, in 4  
" 2, in 6  
" 12, in 6  
" 5, in 4  
Pound tins,  
12-oz. tins,  
5-lb. "

Diamond-  
1-lb. tins, 2  
1-lb. tins, 3  
1-lb. tins, 4

IMPI

Cases.  
4-doz.....  
3-doz.....  
1-doz.....  
3-doz.....  
1-doz.....  
1-doz.....

Ocean Bakin  
" "  
" "  
Borax  
Corn  
Freight



Roy  
Sizes  
Royal-Dime  
" 1 lb.  
" 6 oz.  
" 1 lb.  
" 12 oz.  
" 1 lb.  
" 3 lb.  
" 5 lb.

Barrels-Wh  
cent. disc  
CLEVEL

Cleveland-  
"  
"  
"  
"

Barrels-Wh  
cent. disc

T.  
Crown Brand  
1 lb. tins, 2 dc  
1 lb. " 2 "  
1 lb. " 4 "

ST. GEO

Trial size, pac  
4-oz. "  
6-oz. "  
8-oz. "  
12-oz. "  
16-oz. "  
32-oz. "  
Terms net 30

Keen's Oxford  
in 10-box  
Gillett's Mam  
Nixey's "Oer  
"

" second in

THE CANADIAN GROCER

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 5, 1907.

**Baking Powder.**

**Cook's Friend—**

Size	Per doz.
1, in 2 and 4 doz. boxes	\$2 40
10, in 4 doz. boxes	2 10
2, in 6 "	0 80
12, in 6 "	0 70
3, in 4 "	0 45
Pound tins, 2 doz. in case	2 00
12-oz. tins, 2 doz.	2 40
5-lb. " "	14 00

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

**Diamond—**

Size	Per doz.
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 "	1 25
1-lb. tins, 4 "	0 75

**IMPERIAL BAKING POWDER.**

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75

**OCEAN MILLS.**

Size	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" " 1/2 lb., 5 doz.	0 90
" " 1/2 lb., 3 doz.	1 25
Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 40 pkts. in a case	0 78

Freight paid 5 p.c. 30 days.

**MAGIC BAKING POWDER**

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	18 "	1 45
4 "	16 "	1 65
4 "	18 "	1 70
1 "	24-lb.	4 10
1 "	6 "	7 80
2 "	6-oz.	Per case
1 "	18 "	\$4 55

**ROYAL BAKING POWDER.**

Sizes.	Per Doz.
Royal-Dime	\$ 0 95
" 1 lb.	1 40
" 6 oz.	1 95
" 1 lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 80
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

**CLEVELAND'S BAKING POWDER.**

Sizes.	Per Doz.
Cleveland's—Dime	\$ 0 93
" 1 lb.	1 33
" 6 oz.	1 90
" 1 lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 80
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

**T. KINNEAR & CO.**

**Crown Brand—**

Size	Per doz.
1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45

**ST. GEORGE'S BAKING POWDER.**

Size	Per doz.
Trial size, packed 6 doz. in case	\$0 90
4-oz.	1 35
6-oz.	1 80
8-oz.	2 35
12-oz.	3 55
16-oz.	4 55
32-oz.	8 50

Terms net 30 days.

**Blue.**

Size	Per doz.
Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cerrus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	1 25
" according to size	0 08

**JAMES' HOME BLACK LEAD.**

Size	Per gross.
5a size	\$3 40
2a size	3 50

**Cereals**

Item	Price
Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 08

**Chocolates and Cocoas.**

**THE COWAN CO., LIMITED.**

**Cocoa—**

Item	Price
Perfection, 1/2-lb., per doz.	\$2 40
" " 1/2-lb., " "	1 25
" " 10c. size " "	0 90
" " 5-lb. tins per lb.	0 37
Soluble, No. 1.5 and 10-lb. tins, per lb.	0 20
" " No. 2.5 and 10-lb. tins, " "	0 18

Special quotations for Cocoas in bbls., kegs, etc



**Chocolate—**

Item	Price
Queen's Dessert, 1/2 and 1/4 per lb.	\$0 35
Vanilla, 1/2 per lb.	0 30
Parisian 5c. per lb.	0 30

The following sweetened for household purposes:

Item	Price
Royal Navy, 1/2 and 1/4 per lb.	\$0 30
Diamond, 1/2 per lb.	0 25
Special Diamond, 1/2 per lb.	0 22
" " 1/4 per lb.	0 22
" " 1/8 per lb.	0 20

The following unsweetened:

Item	Price
Perfection, 1/2 per lb.	0 30
" " 1/4 per lb.	0 30
" " Flat cakes, per lb.	0 30

**Things for cake—**

Item	Price
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

**Confections—**

Item	Price
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" 1/2 lbs., per doz. boxes	2 25
Crystallized " 1/2 lbs., per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

**FRY'S**

Item	Price
Chocolate—	
Caracosa, 1/2, 5-lb. boxes	\$0 42
Vanilla, 1/2 "	0 42
"Gold Medal," sweet, 1/2, 5-lb. boxes	0 39
Pure, unsweetened, 1/2, 5-lb. boxes	0 42
Fry's "Diamond," 1/2, 14-lb. boxes	0 24
Fry's "Monogram," 1/2, 14-lb. boxes	0 24

**Cocoa—**

Item	Price
Concentrated, 1/2, 1 doz. in box	3 40
" " 1-lb., " "	4 50
" " 1-lb., " "	8 25
Homoeopathic, 1/2, 12 lb. boxes	0 00

**EPF'S.**

Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. .... 0 85

Smaller quantities ..... 0 37

**BENEDOR'S COCOA**

**A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.**

Item	Price
10c. tins, 4 doz. to case	per doz. \$ 90
" " 2 " " "	2 40
" " 1 " " "	4 75
1 " " " "	9 00

**JOHN P. MOIT & CO.'S**

**R. S. McIndoe, Agent, Toronto.**

**J. A. Taylor, Montreal.**

**Jos. E. Huxley, Winnipeg.**

Standard Brokerage Co., Vancouver, B. C.



**Per**

Item	Price
Elite, 1/2 (for cooking)	\$0 32
Prepared cocoa, 1/2 s	0 30
Prepared 1/2 s	0 28
Mott's breakfast cocoa, 1/2 s	0 40
" " 1/2 s	0 38
" " No. 1 chocolate, 1/2 s	0 32
" " Navy " s	0 28
" " Vanilla sticks, per gross	1 00
" " Diamond chocolate, 1/2 s	0 24
" " Confectioner's chocolate, 21c. to 0 31	
" " Sweet Chocolate liquors, 21c. to 0 35	

**WALTER BAKER & CO., LIMITED.**

**Per lb.**

Item	Price
Premium No. 1 chocolate, 1/2 and 1/4-lb. cakes	\$0 38
Breakfast cocoa, 1/2 and 1/4-lb. tins	0 44
German sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, 1/2-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, 1/2-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

**WALTER M. LOWNY CO.**

**Canadian Branch, 165-171 William st. Montreal**

**Per lb.**

Item	Price
Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case, 40c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 40c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 41c.	
6-lb. boxes, 12 boxes in case	45

**Sweet chocolate powder—**

Item	Price
5-lb. tins, 10 tins in case	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 32c.	

**Premium chocolate—**

Item	Price
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	33c.
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	34c.

**Milk chocolate—**

Item	Price
50 5-cent pieces to box, per box	\$1.65

**Vanilla sweet chocolate—**

Item	Price
100 2-cent. pieces in box	\$1.25
6-lb. boxes, 12 boxes in case, 1-lb. tins	28c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	27c.

**Diamond sweet chocolate—**

Item	Price
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	24c.
6-lb. " 12 " " " "	24c.

**Gold Medal chocolate powder—**

Item	Price
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.

**XXX chocolate powder**

Item	Price
5-lb. tins, 10 tins in case	32c.
10-lb. tins, 10 tins case	30c.

**TOBLER'S MILK CHOCOLATE.**

Item	Price
5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquets (20)	1 50
20c. " " (20)	2 42

**Condensed Milk.**

**BORDEN'S CONDENSED MILK CO.**

**Wm. H. Dunn, Agent, Montreal & Toronto.**

Item	Price
"Eagle" brand (4 doz.)	\$8 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00

**Evaporated cream—**

Item	Price
"Prestige" brand evap. cream	4 75 1 20
" " hotel size	4 90 2 45



**TRUBO CONDENSED MILK CO., LIMITED.**

Item	Price
"Jersey" brand evaporated cream per case (4 doz.)	\$4 65
"Reindeer" brand per case (4 doz.)	5 60



**Coffees.**

**THOS. LIPTON**

1 lb. tins, ground or whole. . . 0 40

retail wholesale . . . 0 30

**JAMES TURNER & CO.**

Item	Price
Mocha	\$0 33
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 19

**E. D. MAROEAU, Montreal.**

Item	Price
"Old Crow" Java	\$0 25
" " Mocha	0 27
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old handpicking Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Item	Price
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " II, 40-lb. boxes	45c.
" " III, 40-lb. boxes	47c.
" " IV, 40-lb. boxes	35c.

**THOMAS WOOD & CO.**

Item	Price
"Gilt Edge" in 1 lb. tins	\$0 33
" " in 2 lb. " "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

**PATTERSON'S "CAMP" COFFEE ESSENCE**

Agents, Rose & Laflamme, Montreal and Toronto

Item	Price
5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

**Cheese.**



Item	Price
Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	17 00
Small size	12 00
Roquefort—Large size	1 40
Small size	2 40

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$30 books.

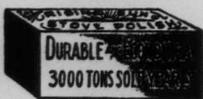
Item	Price
In lots of less than 100 books, 1 kind assorted.	4c. 4c.
100 to 500 books	3c. 4c.
100 to 1,000 books	2c. 3c.

**Allison's Coupon Pass Book.**

Item	Price
00 to \$3 00 books	3 cents each
00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "

A Guarantee that is Worth Something

**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL



## BORDEN'S BRANDS

Mean

### BEST BRANDS

"EAGLE BRAND"  
Condensed Milk

and

"PEERLESS BRAND"  
Evaporated Cream

With these to sell your customers' confidence is held—For sale by all Jobbers

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

Scott, Bathgate & Co., Winnipeg, Man.

Shalcross, Macaulay & Co., Vancouver and Victoria, B.C.



(Unsweetened)

Ex  
LAFORTE  
Vita' Pasteur  
Bottles 1-oz.,  
" 2 "  
" 4 "  
" 20 "  
" 20 "



WI  
50 10  
thre  
In  
Robinson's pater  
" "

JAM  
BATGER'S WHOI  
Agents, Ro-e-l

1-lb. glass jar, sc  
Compound Fruit  
12-oz. glass jars, f  
2-lb. tins, 3 doz. f  
5 and 7-lb. tin pr  
crate... ..  
7 and 14-lb. woo  
30-lb. wood pails  
Compound Fruit  
7-oz. glass jars, f  
7-lb. tins, 3 doz. f  
5 and 14-lb. wood

30-lb. wood pails.  
Home Made Jam  
1-lb. glass jars, f  
case.....  
5, 7, 14 and 30-lb.

HE N. K. FAI  
LAB



# "What's in a Name?"

Of course, "the rose by any other name would smell as sweet."  
A Coffee by another name might smell as sweet as

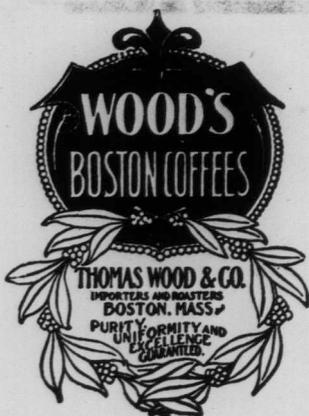
## "WOOD'S COFFEES"

but it would not unless perfected like them.

Richest aroma means unchallenged superiority, and both are found in "WOOD'S."

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL,



**Floury Starches—**

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
MAN TOY STARCH.	
pkgs. cases 5 doz. per case.	4 75

**ST. LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

**Ordinary Starches—**

Lawrence corn starch 40 lb.	0 07
Durham corn starch 40 lb.	0 06

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb.	0 16½
5-lb. cartons, 36 lb.	0 06½
200-lb. bbl.	0 06½
100-lb. kegs.	0 06½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07½
1-lb. fancy, 30 lb.	0 07½
large lumps, 100-lb. kegs.	0 06½
Patent starch, 1-lb. fancy, 36 lb.	0 07½
100-lb. cases 1-lb. packages 48 lb.	0 06
Coldwater Ivory Starch, per box, 40 pkgs.	2 50

**ST. LAWRENCE STARCH CO., LIMITED.**  
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03½
Kegs, 150 lbs.	0 03½
2-gal. pails 25 lb.	1 15 each
3 " " 38½ lbs.	1 60 "
2-lb. tins, 24 in case, per case.	2 25
5-lb. " 12 " " "	2 55
10-lb. " 6 " " "	2 60
20-lb. " 3 " " "	2 45

Black, green, mixed, 1 lb. & ½ lb. 0 22 0 30  
" " 1 lb. & ½ lb. 0 30 0 40  
" " 1 lb. & ½ lb. 0 35 0 50  
" " 1 lb. & ½ lb. 0 40 0 60  
" " ½ lb. 0 42 0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea in 1 and ½-lb. lead packages, black or mixed

**SALADA CEYLON TEA**

**Teas.**

Blue Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 21	0 26
Blue Label, 1's and ½'s	0 22	0 27
Green Label, 1's and ½'s	0 23	0 28
Red Label, 1's and ½'s	0 24	0 29
Gold Label, 1's and ½'s	0 25	0 30

**Wholesale. Retail.**

Black Label, 1-lb., retail at 25c.	0 19
" " ½-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 23
Red Label, " 50c.	0 24
Orange Label, " 60c.	0 25
Gold Label, " 80c.	0 26



Head Office, St. John, N.B.  
Toronto Office, 3 Wellington E.

**Wholesale. Retail.**

Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 27
Green " 1's and ½'s	0 25	0 30
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



Head Office, St. John, N.B.  
Toronto Office, 3 Wellington E.

**Wholesale. Retail.**

Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 27
Blue Label, 1's and ½'s	0 25	0 30
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



**Wholesale. Retail.**

Red Label, 1-lb. and ½ lb.	0 25	0 30
Blue Label, 1-lb. and ½ lb.	0 28	0 35
Green Label, 1-lb.	0 19	0 25
Green Label, ½ lb.	0 20	0 25
Japan 1's	0 19	0 25

**E. D. MAROEAU, Montreal.**

Japan Teas—	
"Condor" I 40-lb. boxes	\$ 0 00
" " III 40-lb. boxes	" 0 00
" " III 80-lb. boxes	" 0 00
EMD AAA Japan, 40 lb "at"	" 0 00
AA " " " "	" 0 00
Blue Jay, basket fired Japan, 70 lbs.	" 0 00
"Condor" IV 80-lb.	" 0 00
" " V 80-lb.	" 0 00
" " XXXX 80-lb. boxes	" 0 00
" " XXXX 80-lb.	" 0 00
" " XXX 80-lb.	" 0 00
" " XXX 80-lb.	" 0 00

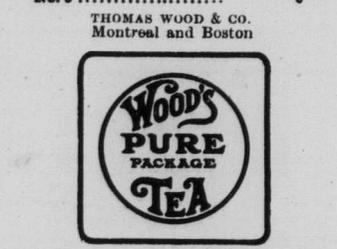
"Condor" XX 80-lb. ....  
" " XX 80-lb. ....  
" " LX 80-lb. per case, lead 0 27½  
" " packets (50 1's and 70 ½'s)

**Condor" Ceylon black tea in lead packets**

Green Label, ½, ¾ and 1's	0 27½ at 0
60-lb. cases	0 27½ at 0
Grey Label, ½, ¾ and 1's	0 28 at 0 23
60-lb. cases	0 28 at 0 23
Yellow Label, ½ and 1's	0 28 at 0 28
60-lb. cases	0 28 at 0 28
Blue Label, ½, ¾ and 1's	0 40 at 0 30
50-lb. cases	0 40 at 0 30
Red Label, ½, ¾ and 1's	0 50 at 0 34
50-lb. cases	0 50 at 0 34
White Label, ½, ¾ and 1's	at 0 40
60-lb. cases	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0



**Wholesale. Retail.**

Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. caddies. All grades—either black, green or mixed.

**Tobacco.**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s	0 46
" Amber, 6s. and 12s.	0 60
" Ivy, 7s.	0 60
" Rosebud, 7s.	0 61
Chewing—Currency, 12s. and 6s.	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Boba, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 6s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

**JOS. COTE, QUEBEC.**  
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	\$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20-1-40	55 01
J.C.O.I., Havana P. Finos, 1-20	75 00

**Out Tobacco.**

Petit Havana, 1-3, 1-13-1-6.	0 40
Quenel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " 1-lb	0 78
" " 1-lb	0 0

**Vinegars.**

**E. D. MAROEAU, Montreal.**

EMD, pure distilled, highest quality.	0 23
Condor, pure distilled	0 27
Old Crow	0 25
Special prices to buyers of large quantities	
White Wine, proof.	0 32
" " extra strength pickling	0 28
" " XXX	0 25
" " XX	0 20
" " X	0 18

**Yeast.**

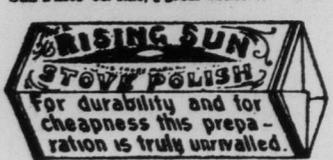
Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz. in case	1 10



**OCEAN MILLS.**  
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

**Stove Polish.**

Rising Sun, 8-oz. cakes, 1-gross boxes	\$4 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste 5c. size, 1-gross boxes	5 00



**Syrup.**

**EDWARDSBURG STARCH CO., LTD.**  
"Crown" Brand Perfectum Syrup.

Barrels, 60 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03½
Kegs, 150 lbs.	0 03½
2-gal. pails 25 lb.	1 15 each
3 " " 38½ lbs.	1 60 "

**Plain tins, with label—**

3 lb. tins, 2 doz. in case	2 25
5 " " " "	2 55
10 " " " "	2 59
20 " " " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

**SMALL'S BRAND—Standard.**

5 gal. tins, per can.	4 40
1 " " per case.	4 90
" " " "	6 45
" " " "	5 70

**LUCAS, STEELE & BRISTOL.**

**Empire Maple Syrup—**

Cases 24, pts. 2 50	Cases 24 qts. 4 90
" 12, 1-gal 4 80	" 6 gals. 4 50
" 1, 5-gal 4 00	

54 lots prepared up to 40c. rate

**Empire Golden Syrup—**

Cases, 24-24, 4 25	Bbls, per lb. 0 03
" 12-5's, 2 55	½-bbl. " 0 03½
" 6-10's, 2 50	Kegs " 0 03½
" 3-20's, 2 45	Pails, \$1.50 and \$1.60

Usual freight allowance for factory shipments



**Wholesale. Retail.**

Blue Label, 1's	0 18	0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 26
Brown Label, 1's and ½'s	0 22	0 27
Brown Label, ½'s	0 23	0 28
Green Label, 1's and ½'s	0 24	0 29
Red Label, ½'s	0 40	0 60



**THOS. LIPTON**

**Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black retail wholesale**

"A," Pink label, ½'s & 1's tins	0 50	0 35
"B," Orange " ½'s, ¾'s and 1's	0 40	0 30
"C," Blue " ¾'s and 1's	0 30	0 22
"D," Green " 1's	0 25	0 20
"B," Orange " mixed, ½'s only	0 40	0 30

**LAPORTE, MARTIN & CIE, LTD.**

**Japan Teas—**

Victoria, hf-c, 90 lbs.	0 25
Princess Louise, hf c, 80 lbs.	0 19

**Ceylon Green Teas—Japan style—**

Lady, cases 60 lbs.	0 18
Duchess, cases 60 lbs.	0 19

**MOTHER'S FAVORITE MELAGAMA TEA.**

put up in 60 and 100 lb. boxes.

**Wholesale. Retail.**

Black, green, mixed, 1 lb.	0 20	0 25
½ lb.	0 21	0 26

**Batger's**

**Lime Juice Cordial**

is a trade-winning article to sell. In selling Lime Juice, quality is everything

**Batger's has it**

**Rose & Laflamme**

Agents

**MONTREAL and TORONTO**

**Some Seasonable Sellers**

**Cunningham & De Fourier Co.**

LONDON, ENG.

**Pickles**—Small Vegetables and well packed.

**Soups in Glass** of the very finest quality.

**Dried Herbs**—Full English strength.

**Potted Meats** that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

**All Big Sellers with Good Profits**

AGENTS

Rose & Laflamme, Montreal - Toronto



**THE TWENTIETH CENTURY FLY-CATCHER**

About 3 ft. of Fly-Catching Space.

**BROWN'S FAMOUS CATCH 'EM ALL**

**1<sup>D</sup>. FLY COIL**

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

**GOOD PROFITS**

**LARGE SALES**

**COMPLETE SATISFACTION**

Of all Wholesale Houses or direct from

**Brown's Fly Coil Co. Bury Ltd., (Lancs) Eng.**

**MARGE VERMICELLI**

The manufacturers of this excellent product are one of the oldest firms in the business, being founded in 1837.

Mill capacity 75,000-lbs. daily. Entire plant under one ownership, casing, printing, etc. This has been the first brand imported in America and holds the diploma of honour at the Exposition at Philadelphia, 1876.

These conditions give all security to the dealer and enable us to guarantee satisfaction.

Pastes with 13% to 14% gluten—only hard wheat.

SOLE AGENT IN CANADA

**LEON FONTANEL**

**6 St. James St., - Montreal**

Phone Main 4817.

**CLASSIFIED LIST OF ADVERTISEMENTS. The Canadian Grocer**

**Accountants and Auditors.**  
Davenport, Pickup & Co., Winnipeg.

**Awnings, Tents, Rope, Etc.**  
Gourack Rope Exporting Co., Montreal.  
Tobin Tent & Awning Co., Ottawa.

**Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W., Co., Toronto.  
McLaren's W. D., Montreal.  
National Drug Co., Montreal.

**Beer-Non-Alcoholic**  
Kops' Breweries, London, S. W.

**Biscuits, Confectionery, Gum, Etc.**  
Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingsley Mfg. Co., Cincinnati.  
Mansell, Hu't & Catty Co., Montreal.  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Box Strapping.**  
Warrington, J. N., Montreal

**Brooms, Brushes and Woodenware.**  
United Factories Ltd., Toronto.  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Canadian Canners, Hamilton.  
Farmers Canning Co., Bloomfield, Ont.  
Lakeside Canning Co., Wellington, Ont.  
Ont. Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougal, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E. & Son Co., Hamilton.  
Warrington, J. N., Montreal

**Cocoa and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Bears, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S. W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

**Cococanut.**  
Canadian Cococanut Co., Montreal.

**Computing Scales.**  
Butt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Counter Check Books, Etc.**  
Carter-Crume Co., Toronto.

**Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton.  
Toronto Pottery Co., Toronto.

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Co., Hamilton, Ont.  
Ingersoll Packing Co., Ingersoll, Ont.  
Fearman, F. W., Co., Hamilton.  
McLaren Imperial Cheese Co., Toronto

O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Power, B. I., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Delivery Wagons.**  
Abbott, H. G., & Co., London, Ont.  
Ewart, J. A., Toronto

**Egg Trays.**  
Star Egg Carrier & Tray Mfg. Co.  
Rochester, N. Y.

**Financial Institutions & Insurance**  
Bradstreet Co.

**Fish**  
Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor, N.B.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Win'sor, J. W., Montreal.

**Flavouring Extracts.**  
Capstan Mfg. Co., Toronto.

**Fly Coil.**  
Brown's Fly Coil Co., Bury, Lancs., Eng.

**Foreign Importers.**  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
MacDonald, Gordon & Co., London, Eng.  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.

**Fruits-Dried, Green, and Nuts**  
Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Fisher, Frederick, & Sons, London, Eng.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ratray, D., & Sons, Ltd., Quebec  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Springer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grain, Flours and Cereals, Seeds**  
Alexander Milling Co., Ltd. Brandon.  
Battle Creek Toasted Corn Flake Co.,  
London, Ont.  
Greig, Robert, Co., Toronto.  
Kirovac, Nap. G., & Co., Quebec.  
Leitch Bros, Oak Lake, Man.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers-Wholesale.**  
Balfour, Smye & Co., Hamilton.  
Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, G. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Mathewson's Sons, Montreal.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Modern Canner Co., St. Jacobs, Ont.  
Sprague Canning Machinery Co., Chicago

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior and Exterior Store Fittings.**  
Walker Bin & Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**  
Batger's-Rose & Ladamme, Montreal.  
Windsor, J. W., Montreal.  
Goodwillie's-Rose & Ladamme, Montreal  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Honeyman, Haultain & Co., Regina.  
Holmes, W. G., & Co., Calgary, Alta.  
Hughes, A. J., Montreal.  
Jarvis, C. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and  
Vancouver, B.C.  
Standard Brokerage Co., Vancouver  
Scott, Batgate, & Co., Winnipeg.  
Tew, Richard & Co., Toronto.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P. & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.

**Matches.**  
Improved Match Co., Montreal.

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe, Limited, Hamilton.  
Wethey, J. H., St. Catharines.

**Office Supplies.**  
Business Systems Ltd., Toronto.  
Crain, Rolla L., Co., Ottawa.

**Pail Rolls.**  
Warrington, J. N., Montreal

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.

**Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.

**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Gillard & Co., Walthamston, London, N.E.  
Ozo Co., Montreal.  
Eaton, Herbert & Cie, Montreal  
Paterson's-Rose & Ladamme, Montreal.  
Taylor & Pringle, Owen Sound, Ont.

**Poison, Rat.**  
Common Sense Mfg. Co., Toronto.

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Oakley, John, & Sons, London, Eng

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Dalley F. F. Co., Ltd., Hamilton, Ont.  
Whitemore Bros. & Co., Cambridge, Mass.

**Polishes-Stove.**  
Nickel Plate Polish Co., Chicago.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto  
Fabien, C. P., Montreal.  
Hanson, J. H., Montreal  
Hillock, John, & Co., Ltd., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Soap.**  
Canadian Castile Soap Co., Berlin, Ont.  
Darling & Brady, Montreal.  
Guelph Soap Co., Guelph, Ont.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Taylor, John, & Co., Toronto.

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Church & Dwight, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

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Terminal Warehouse & Cartage Co.  
Montreal.

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Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.  
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Branson & Co., Ltd., London, Eng.  
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Codville-Georgeson Co., Winnipeg  
Ewing, S. H., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
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Minto Bros., Toronto.  
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Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Wood, Thos., & Co., Montreal.

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Belleville Fruit and Vinegar Co., Belleville  
Finnell, Webb & Co., Bristol, Eng.  
White, Cottell & Co., London, S.E.

**Washing Compound.**  
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**Wrapping Paper, Paper Bags.**  
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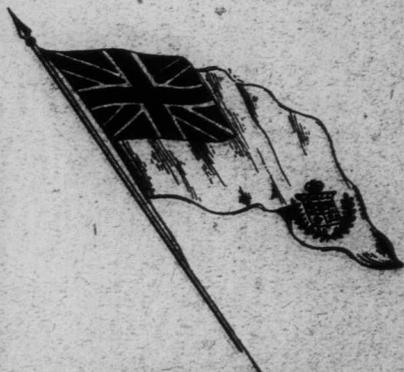
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