

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, AUGUST 6, 1909.

NO. 32.



The World's Laundry Blue—

Keen's Oxford Blue

follows the flag—Commerce and its expansion means the sale of
more Keen's Oxford Blue.

—In Canada every grocery jobber sells it.

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

Thousands of Boxes of Starch

are now going into all the stores of Canada.

The brands on these thousands of boxes are

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's Prepared Corn (for culinary purposes)

There's the whole story in a few words.

For sale by all jobbers.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



THE SURE SELLER.
WHY ?

"SURPRISE" Soap is sold before it ever goes into your store.

You never have to think about bad soap stock if it is "SURPRISE," because everybody knows that "SURPRISE" is the best laundry soap in the country.

To you it is as negotiable as government bonds or coin of the realm.

"SURPRISE" is a bigger seller this year than it was last year, and it will be still bigger as the country's population increases.

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

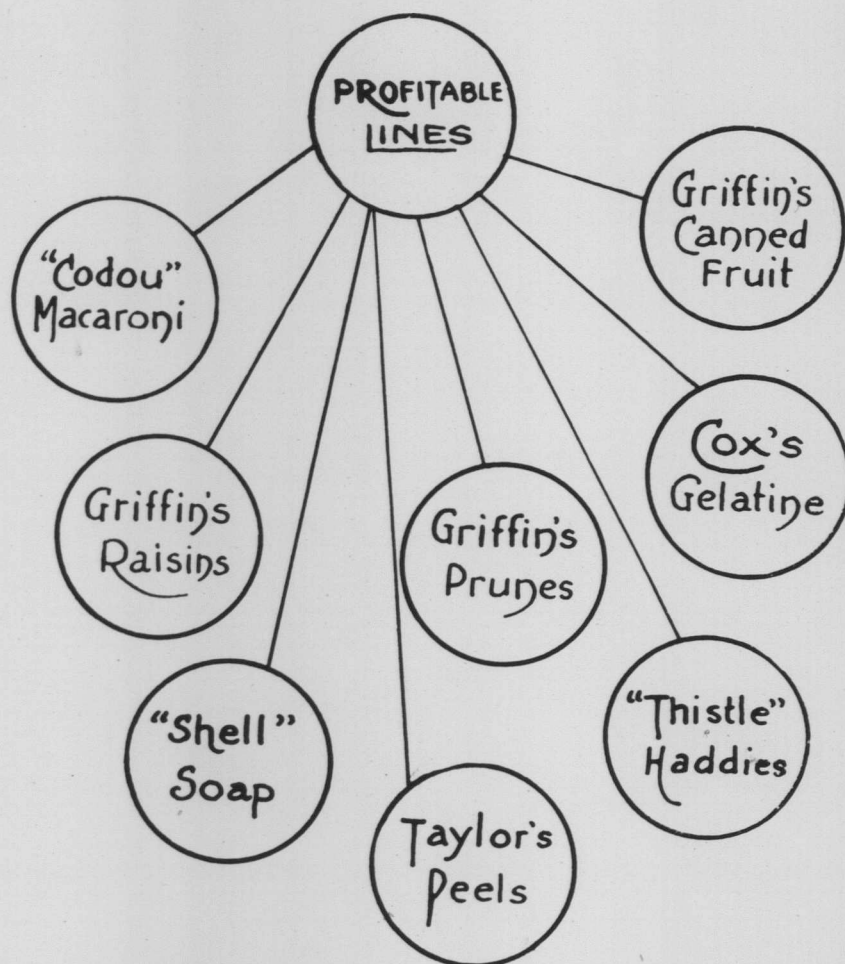
Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

Only the Best — Always the Best

is advertised on this page

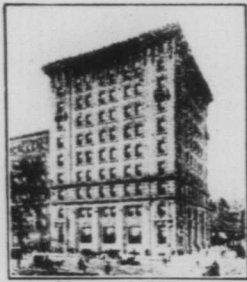
RIPE FRUIT

is always most wholesome and always the best. It's poor fruit that makes trouble—the same rule works through everything—



IT PAYS to sell these

Arthur P. Tippet & Co.
AGENTS



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

FACE TO FACE BUSINESS

I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers Representative 30-32 Main East
Let's get close and talk it over—Now **HAMILTON**

WRITE TO
10, Garfield Chambers, Belfast, Ire'and
For sample copy of the
**Irish Grocer, Drug, Provision,
and General Trades' Journal**
If you are interested in Irish Trade.

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

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen
27 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

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

STORAGE IN OTTAWA
We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER
Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.
Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO., WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehouse and Forwarded, Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

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

W. H. Millman & Sons GROCERY BROKERS Toronto

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

Importer, Wholesale Broker and Commission Merchant.
Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
G. C. WARREN
P.O. Box 1036, REGINA, SASK.
Established 12 Years.

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

W. G. PATRICK & CO.
Manufacturers' Agents
and Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
Finest Whole Halves and Broken
SHELLED WALNUTS
also
2, 3 and 4 Crown
SHELLED ALMONDS
LIND BROKERAGE CO. Toronto
23 Scott Street

Merchants, Manufacturers and Shippers

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

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

H. B. BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA
Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

To Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

J. F. Eby,
President

Hugh Blain,
Vice-President

We can make it well worth your while placing your order
NOW for

“ANCHOR” Condensed MILK
and
—brand— Evaporated CREAM

Write us at once for quotations “delivered at your station”

EBY - BLAIN, LIMITED
Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE



| | | | | |
|------|-----------------|------|------------|----------------------------|
| 40c. | Grade costs you | 30c. | per lb. in | lead packages. |
| 50c. | “ “ “ | 35c. | “ | in 5lb and 3lb fancy tins. |
| 50c. | “ “ “ | 36c. | “ | 1lb and 1/2lb “ “ |
| 60c. | “ “ “ | 42c. | “ | in lead packages |
| 75c. | “ “ “ | 50c. | “ | “ “ |
| 1.00 | “ “ “ | 70c. | in | 1/2lb fancy tins |
| 1.00 | “ “ “ | 72c. | “ | 1/4lb “ |

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed ;
other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited
266 St. Paul St., MONTREAL

The Point in a Nutshell



Contractors to the
War Office and Admiralty

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

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

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

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto.
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.
Camberwell, S.E., LONDON, ENG.

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents—ROSE & LAFLAMME, Ltd., Montreal



The
Factory
where
the Best
Canned Goods
in Canada
are packed

Now is the time
to book that
FALL ORDER

THE ESSEX CANNING & PRESERVING COMPANY

ESSEX, ONTARIO

LIMITED

In a Class all by Itself

is the

Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING CO.

LIMITED

BLOOMFIELD,

ONTARIO

What Are You In Business For?

Well, you naturally reply, to make a living, keep employed and earn a few dollars beside. Many things combine to contribute to a man's success. One of the most potent is the quality and character of the goods he sells and the reputation he has of providing only the best.

Old Homestead Brand Canned Fruits and Vegetables

is a name that stands for something. It brings to mind the place on the old farm and the fruit and vegetables that mother was accustomed to place before us. This is one reason why grocers find our goods so easy to dispose of.

Combined with their quality, flavor and purity there is no better selling or better known brand offered to the trade.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton,

Ontario

E.D.S. BRAND

Jams and Jellies



Stand for Purity and Health

They are packed in sterilized air-tight receptacles and contain nothing but pure fruit and granulated sugar.

Whenever you see jams or jellies packed in non-air-tight jars suspect that the products are impure. Very likely they contain chemical preservatives.

Mr. Grocer—insist on having the
E.D.S. brand; because it is pure.

E. D. SMITH'S FRUIT FARMS, - WINONA, ONT.

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

THE CREAM OF THE TRADE

IS SECURED WITH THE

RIVERDALE BRAND

The only sure, steady and sound way to retain it is to keep on selling this brand of canned fruit and vegetables, which is the standard of quality and excellence. It represents something that bears out exactly what we claim--absolute purity.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and
again. That's what

Aurora Coffee

is. The best money can buy. It retails
at 40 cents and leaves you a margin
for yourself that is worth while—
something to justify your buying
the brand and introducing it to your
customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers
HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread

BRAND

Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.
Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Tways the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited
Wallaceburg, Ont.

The essence of

SNAP



is that it is the original and only genuine
Hand Cleaner. There is nothing that
your customers will accept on the plea that
it is "just as good."

It will remove all traces of work that
soils, besmears or blackens the hands.
It is antiseptic and gives one a positive
pleasure in using, as it does its work so
well and leaves the hands smooth, soft,
delicate and clean.

Your jobber will supply you.

The Snap Company, Limited

MONTREAL, - CANADA

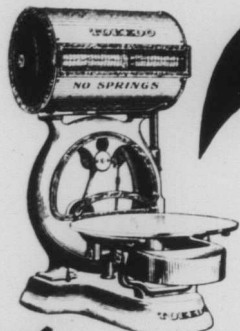
THE CANADIAN GROCER

NO SPRINGS

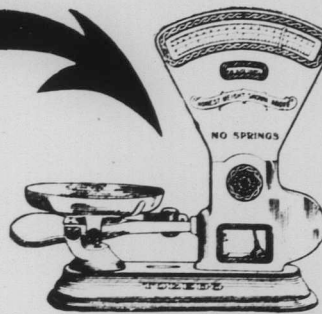
The "TOLEDO" Automatic Weighing System

NO SPRINGS

HONEST WEIGHT GUARANTEED



Merchant's Side



Customer's Side

PLEASES CUSTOMERS—BRINGS NEW TRADE—THE GREAT MONEY-SAVER AND MONEY-MAKER

102 STYLES **Suited to All Kinds of Stores**

AND SIZES GROCERY, MEAT, TEA AND COFFEE,
DELICATESSEN, CONFECTIONERY

PRICES
AS LOW AS

\$40.00

"MADE IN
CANADA"

The T. Eaton Co. Ltd., Toronto, using 25 Toledo Scales, says :

"Regarding the Toledo Scales which we have, we wish to say that they are perfectly satisfactory in every respect. They are not affected by heat or cold, and are certainly money-savers on overweight."

OUR GUARANTEE: We guarantee to give you a better Computing Scale for less money than you can get from any other concern in the world. It will pay you to investigate. : : : : :

WRITE FOR ILLUSTRATED BOOK

Toledo Computing Scale Co., TORONTO

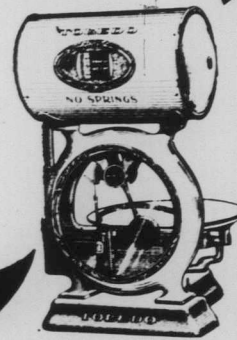
335 YONGE ST.

OFFICES:

Montreal, St. Thomas, Winnipeg, Calgary, Edmonton and Vancouver



Merchant's Side



Customer's Side

NO SPRINGS

Quaker Salmon

Just try a tin yourself. See if it is not all that we claim it to be.

Then send us your order, for your customers can appreciate a line which will so appeal to you, a judge that cannot be fooled.

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL



She wouldn't take as a gift any other salt but

Windsor Salt

for table or dairy.

She knows that "Windsor" Salt is pure—that no adulteration is added to keep it from caking—and that it gives a delightful savor to the food, the butter and the cheese.

She knows, too, that no other salt is "just as good".

The Canadian Salt Co., Limited

Windsor, Ont.

The POPULARITY of
H.P. SAUCE and PICKLE
IS STEADILY INCREASING

We have another car arriving this week consisting of

350 cases H.P. SAUCE
500 cases H.P. PICKLE

These lines are manufactured by the LARGEST VINEGAR DISTILLERS in the world,
and are sold by all leading grocers.

FREE SAMPLES and ADVERTISING MATTER in each case.

Ask your Wholesale Grocer or write direct to

W. G. PATRICK & CO.

MONTREAL

CANADIAN AGENTS

TORONTO

Carveth & Company

Manufacturers' Agents
and Importers

Sole Agents for Canada for

**The Swiss Frey Chocolate
Company, Limited**

**MILK AND NUT CHOCOLATE
SPECIALTIES**

ALSO

Sultan Brand
Genuine

Turkish Delight

600 LINDSAY BUILDING, MONTREAL

"Canada's Pride"
Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

*Canada's Pride stands for Clean-
liness and High-Grade Quality*

One trial will make you a strong friend of "Canada's Pride."

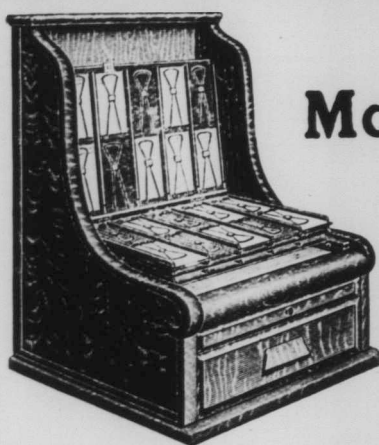
To be had of the following wholesale representatives: Wm. Galbraith & Son, Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager

NAPANEE, ONTARIO



The
McCaskey
Gravity
Credit
Register

THE McCASKEY ACCOUNT REGISTER SYSTEM is recognized and acknowledged by Expert Accountants, Auditors, and up-to-date Merchants who have used it, as being the most complete simplified method of handling accounts ever devised.

Complete information at a glance regarding every detail of your business that pertains to your accounts.

It takes care of Accounts Receivable and Accounts Payable, Merchandise and Stock Accounts, Credit and Cash Sales, Produce and Exchange and C.O.D. Sales, Money Received on Account and Money Paid Out.

It will give you more information in five minutes than you can get from the Day Book and Ledger in hours.

You only write the account once. No copying, no bother, no forgotten charges, no disputes. It pleases the customer, draws new trade, and collects the accounts.

Drop us a Postal for further information.

The McCaskey Register Co.
Cor. Hughson and Rebecca Streets - Hamilton, Canada

Old Friends Are Best

An old friend that has stood
the test of years is

**Cooper Cooper's
Delicious Tea**

"Tea Plant" Brand
Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's
Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf,
St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
London, England

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The **Queen Quality** Leads
WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

**PURITY, PERFECTION
and SATISFACTION**

Manufactured by

The **BELLEVILLE CANNING COMPANY**
BELLEVILLE - - - - - ONTARIO

ARRIVED
**CAR LOAD
Butter
Bowls**

14 in. to 23 in.

WHITE WOOD

Ask us for price.

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

Of Course YOU Know That

CEYLON TEA

makes

BEST ICED TEA

but

*Do You Impress That
Fact Upon Customers?*

Its Lemony Flavor

Just Suits Hot Weather
Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing
Its Tonic Values.

THE CANADIAN GROCER

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal.
Colville, Smith & Co., Ltd., Calgary, Alberta.

R. B. Seaton & Co., Halifax, N.S.
Ellis & Co., Ltd., St. John's, N.F.

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



Valencia Raisins

A. MATHIEU'S PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand:

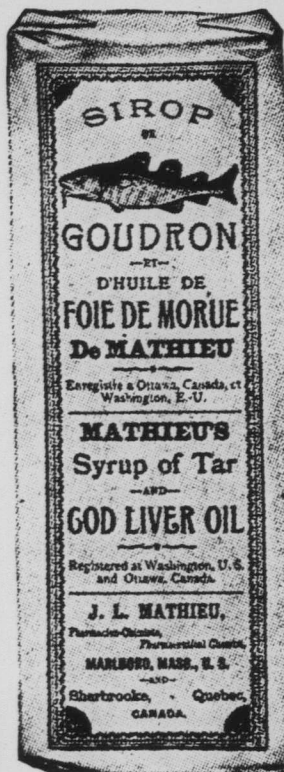
Nov. 25th, 1908.

"It gives us great pleasure to say that
"the A. Mathieu's Paris Brand Fine
"Selected Raisins purchased from you
"this year have turned out exceedingly
"fine in quality. We have compared
"them with what we considered other
"first-class brands, and in our opinion
"they are superior to any Fine Selected
"we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil
REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver.

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

ALWAYS READY AND RELIABLE
THERE IS NOTHING BETTER TO CARRY IN STOCK THAN

Canada First Evaporated Cream

It is manufactured and guaranteed by Canadians, is of superior quality and perfectly sterilized and pure.

It sells easily and rapidly.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER. - ONTARIO



While our travellers are enjoying their vacation write, 'phone or wire your orders at our expense.

The Davidson & Hay Ltd., Wholesale Grocers Toronto

ST. LAWRENCE

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar
Refining Co., Ltd.

MONTREAL

The Name is the
Guarantee

Redpath

Granulated Sugar

Manufactured by

The
Canada Sugar Refining
Company, Limited

MONTREAL, QUE.

A Cool Drink to Quench Your Thirst—

That's how **COLD SPRING LEMONADE POWDER** will appeal to you.

We'll send you a sample package to try. Write us.

If it appeals to you in that way, will it not also similarly appeal to your customers?

8-oz. and 4-oz. packages.

Sold by you for 20c. and 10c.

The sole makers are:

S. H. EWING & SONS, Montreal and Toronto

CHAMPION'S

IS THE BEST VINEGAR

LONDON, ENGLAND MADE FROM THE FINEST MALT
COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co, South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars



THIRSTY CUSTOMERS

August, with its intense summer heat,
creates a large demand for

**Lytle's Lime
Fruit Juice**
AND
**Raspberry
Vinegar**

Wideawake grocers will see that they are
well stocked with these popular summer
drinks.

T. A. Lytle Co., Limited
Sterling Road, Toronto, Can.

NEW SEASON

Strawberry Jam

Now Ready

We have put up the largest packet of
any single factory in Canada—still we
are short. Book your orders quickly.

WAGSTAFFE, Ltd.

Pure Fruit Preserves

Hamilton, - - Ont.

JAPAN TEAS

We have a good assortment of New Teas on hand. We invite Jobbers to write us for samples.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN



The Original.

Merit and Integrity

Have sustained the
High reputation of

BORDEN'S BRANDS

For over 50 years.

Borden's Condensed Milk Co.

"Leaders of Quality"

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

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



Banner and Princess Brands Condensed Milk.

Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,
ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer
91 Youville Square, Montreal

Imperial Quality!

This brand is true to its name in the matter of quality.



No other evaporated cream can equal it for uniform richness, and for that "always the same" quality which makes it the favorite in the home.

The Cream to Sell.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :-S. H. Ewing & Sons,
MONTREAL

AUGUST 1st to 14th

Between these dates **PHONE NO. 596** at our expense, mail or telegraph. All orders shipped same day as received.

Special Bargains During Travellers' Holidays.

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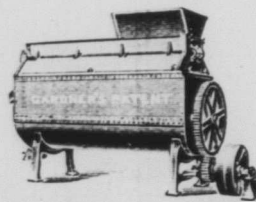
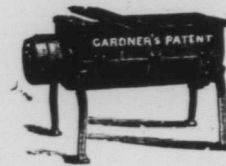
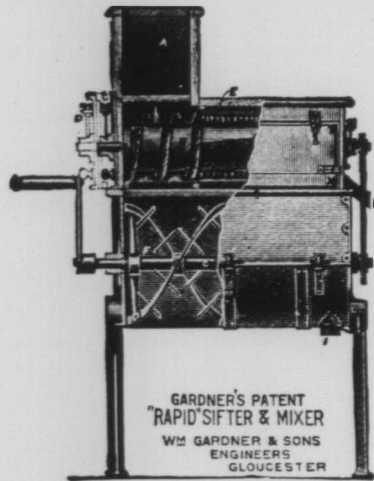
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Drummers Bid Care Begone; Celebrate Like Princes

Annual Outing at Erin This Year an Event to be Long Remembered—More Successful Than Ever—The Old Become Youthful in Tendency and the Young Join in With the Old—Funny Happenings of a Night and Day Confined to Fun and Pleasure.

Staff Correspondence.

Erin, Ont., August 2.—It was pleasure unconfined. For an evening, night and day this pretty little village was handed over to the men of the Drummers' Snack Club composed of Central and Western Ontario knights of the grip. For seventeen years past, ever since the club first saw the light of the day, the members had hied themselves to Alton hamlet where dwelleth William Algie, founder of this august body. "Algieville" was their original stamping ground; but in the Year of Our Lord, 1909, Erin nestling serenely on the banks of the Credit was the Mecca for the drummers and host of admiring friends.

As intimated above there was no cover to the cap of joy. It was boundless. There were no counter-foets there and no room for them. All did homage to the Prince of Pleasure and the consequence was the Drummers' Snack Club outing of nineteen hundred and nine will pass

changes, and this year the committee in charge sought out Erin as the place, July 30th and 31st as the time, and as for the girl, well each individual was responsible for that.

Some 500 inhabitants dwellth in Erin. It is one of those picturesque and peaceful little hamlets which we would all desire to see when we tress the Jordan. Stanley Park is there and within its boundaries a beautiful miniature lake formed by the back water in that particular portion of the Credit. In a word the location was an ideal one.

Erin folk are said to be nearly all of Scotch descent. This became evident when their hearts were captured by the roving strains of the Alton band and the kilt-like costumes of the knights of the grip who invariably were "telling the band."

Robert Asher was president of the club until the annual meeting held be-

needs have been on the spot. Written words necessarily treat of the subject inadequately—the expressions, the pictures, the inflections are wanting.

A Concert Fit For a King.

When the mere incident of obtaining supper on Friday evening had occurred after the last train had arrived with the crowd, there was a big noise as if a show of some description was not far distant.

All doubt was dispelled when the resonant voice of "Mike" Morrison was heard from the foot bridge that carried one beyond the Credit. "Mike" reminded one very much of those "brave days of old" when Horatius kept the bridge against the Tuscan foe. But Michael's foe although a formidable one was conquerable. How could it have been otherwise when those musical notes "Secure your tickets for the great and only musical, humorous, literary, etc."



A Portion of The Crowd In The Ball Grounds at The Conclusion of The Street Parade.

down into history as the king of snacks in the first eighteen years of the club's existence.

Travelers are good fellows, and when good fellows get together there is bound to be something doing—as the old song implies. Yet, while fun and frolic marked every scene succeeding the drawing of the curtain as the C.P.R. rambled into the Erin station on Friday evening, there could have been no more orderly fun. And if visitors at the outing for the first time, had ever entertained from hearsay a doubt as to the quality of the sport, that doubt took its winged flight when the final curtain was ringed down behind the departing "princes."

A Word For Erin.

The outing had always before been held at Alton where the good folk were ever willing to help on with the fun. Circumstances, however, bring about

neath the big ebers of a on Saturday morning. He is distinguished among the past presidents by being the youngest of them all. "Bob" is naturally a good fellow to which the effusions of Erin can bear testimony. Whether as a school boy pondering over his books and obeying the commands of the master or as the good angel bringing peace and dresses and stockings into the Grandy home; whether he plays short stop or attempts to umpire even an indoor baseball game amid the scuffings of enraged fans, he wears that smile that won't vacate the premises. Suffice it to say that he with his energetic staff of lieutenants had with clock-work diligence attended to everything possible to bring to a successful culmination the memorable outing of the current year.

To enjoy such fun as was provided by these Ontario Mark Twains, one must

the final words being lost as they floated so gently over the ripples of the Credit lake.

So a big crowd went to the big show. The tent had apparently been built on the circus-canvas plan and even then the sides bulged out with humanity. The great Barnum would have been proud to have seen such a following. It was estimated that more than 2,000 souls stood or sat beneath the canopy sheltered from the fast falling dew.

Finally, President Asher touched the match to the fireworks and the fun had begun in real earnest. Talk about accomplished artists! But don't bet on the best until you see Jack Wildfong, Sol Walters, Billy Meen, Johnny and Billy Charles, Harry Ritchie, Willie Reilly, Georgie Campbell, Bobby Asher, Bobby Algie and a few of the rest of them. Then there are some high clas-

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THE CANADIAN GROCER

artists from the Mountain City including H. Eckstein, Billy Dore, J. B. Munro, Sam Male, Geo. Smye, etcetera, who are certainly past masters in the amusement art whether on or off the stage.

Space does not permit a deep research into the individual merits of the different performers. There were all, however, of the A 1 variety.

The president threw out his chest like a pompous army officer when he stepped



BAY HILL.

The New President of The Drummers' Snack Club.

on the platform and surveyed with keen satisfaction the vast throng. He told them all how welcome and how good looking they were and how if they became homesick that Ross Cameron would cash their cheques of disappointment when the Union Bank opened in the morning.

Bob said: "The Snack Club was born in 1892 at Alton; Wm. Algie was the founder; it was nursed by Robt. Algie, trained by Dr. Algie and fed by Miss Alice Algie."

Sociability, affability and felicity were necessary characteristics of a member of the club; sociability was the first requisite.

Bob said a great deal more which was appreciated as the cries of "good boy, Bob" that come from all corners of the crowd indicated.

Dr. Hamilton, an Erin citizen assured the assemblage that there was no bacteria in the Erin water and hoped they would all enjoy themselves. The former proposition, one would think would scarcely be necessary, but nevertheless it was really surprising to see how often and how long the good pump worked during the night and day.

Studies in Blue.

When they ringed up the curtain once again and "Two Little Girls in Blue" shone their graceful figures and features upon an unsuspecting audience. The duet was composed of Johnny Wildfong, a tall one, and Willie Reilly, his antipodes in height. It was actually pathetic in pathos when it came to 'hollering down the gun barrel' and 'playing in our stockings'. The ribbons and embroidery in the usual places were interesting features of the costumes which held spell-bound the fascinated auditorium.

Sol Walters fairly hypnotized his listeners. Mouths were open 'from ear to ear' through his entire Irish monologue which would have done justice to any theatre-stage in the Dominion. He certainly passed out some original ones that have not yet appeared in the columns of the Ladies' Home Journal. Sol was irresistible and was not allowed to retake his seat in the dressing room without presenting that classic ballad "The Kank-Kee-Kee or the Ko-Ko-Moe."

Harry Lauder was even out-laudered by Willie Dore, a Hamilton soloist who told the boys all about what happened "When Highland Mary drank her first Scotch-High-Ball." He wore the kilts too and at once gained the affections of the lassies of Erin settlement.

In The Olden, Golden Days.

The Toronto drummers 'put on' a School-Day Skit which had the times of Tom Brown faded into a mere shadow. J. H. Wildfong was the school-master and one would judge from the size of



ROBT. ASHER.

Past President of The Club and a Prince of Good Fellows.

his 'wing' and the Teddy Roosevelt stick he wielded, that several of his little boys would be unable to sit down in comfort for several days. Especially did Bobby Asher and Johnny Charles have reason to remember its sting.

When it came to recitations and answering questions the school children excelled themselves.

For instance:

Teacher—What goes round the 'sun'?

Pupil—Pants, teacher.

Teacher—Who was the first female swearer?

Pupil—Eve; she said, "I don't care A-dam if you do."

Mary and her lamb came in for their usual share of comment, among the new ones being:

Mary had a little lamb

With which she used to tussle;

She pulled the wool all off its back
And rammed it in her bustle.

The play included a visit from Phineas McIntosh, the J. L. Hughes of the school section. Although nothing was issued for publication at the time, it was intimated among the 'inside ones' that Pedagogy Wildfong would be recommended to take hold of some occupation about which he knew at least a little. However true this may be, James L. could have secured several pointers for his staff on how punishment should be properly administered.

—Once when the curtain was rolled up a bunch of Hamilton drummers made their little bows prior to the presentation of "Schnitzelbank" from a map on the wall. This was decidedly German in tone, and was conducted by a leader, one Eckstein by name, who looked as if he were the twin brother of a small balloon erected on the top of two inflated pillow-cases.

Another individual had converted one of his wife's crazy quilts into a pair of trousers, illustrating the different colors of the rainbow and many others besides. Pyjamas and some unmentionables were observed among the other costumes providing you had secured a seat not too distant from the platform. At a distance you would scarcely care to venture what they were.

"Our Bitterest Foe" was the subject of an interesting drama by M. Cleworth, his wife and W. H. Pringle. Things began to look serious during its recitation for the fugitive French officer and a deep sigh of relief arose from the feminine portion of the audience when like the 'good' novels everything turned out



Billy Charles Took An Early Morning Cruise On The Credit.

all right and they got married and they lived happily forever afterwards. The same two gentlemen, with Miss M. Cleworth, also figured in a domestic sketch known as "The Salt Cellar," which showed the troubles of a newly-made household and which was also conspicuous from its felicitous ending.

THE CANADIAN GROCER.

Other performers were Miss Frances Wright, a Toronto contralto, who was presented with a handsome bouquet of flowers; Master Wilfrid Morrison, the boy soprano, who soon will begin a world tour; his brother Master Milton Morrison, a juvenile just turned five; Bert Harvey, whose reputation as a humorist needs no comment here, and the Georgina Quartette composed of Manley Sherris, Geo. Ross, Bartley Brown and R. L. Collins. E. R. Bowles took the accompanist role. These are all real artists in their particular line and the program they presented was equal to any high-class New York musical entertainment. The Alton brass band was there and played its best during intervals.

Around the Banquet Board.

Although the Erin clocks had tolled off the midnight hour, that was no reason why the Drummers should seek their downy couches. Nor did they. After the concert came the banquet in the park pavilion where a wholesome menu, fit for a king, was spread and where the appetites of the guests silently testified to the health of Erin as well as to the excellence of the repast. Drummers brought their wives and several others came with sweethearts. Especially did the latter seem to grasp at each fleeting minute and to stretch it into two; but time would not wait and soon the post-prandial speeches began. President Asher occupied the chair. Bouquets were

Algie.) The name of 'Algie' was an honored one among the toilers of the road, and one which would always be looked up to by those who had ever come in contact with the father of the club.

Mr. Algie was then presented with a gold-headed cane, and Mrs. Algie with a gold-headed silk umbrella, directoire style, by Bay Hill.

When he rose to reply, Mr. Algie was greeted with a fusillade of cheers. He supposed he had returned to earth to answer for his misdeeds, but, he added, that "if one thing more than another can arouse me from my last long sleep it will be an invitation to attend the outing of the Drummers' Snack Club." (Applause.)

"If I am father of the Snack Club, I am proud of my family," was another of his observations, and he meant it too.

He gave some good advice to his listeners, when he said: "Enjoy yourself while you live, for you'll be a long time dead," and his advice was undoubtedly taken the following day at least.

Among the distinguished guests in attendance was John Gibson, president of the C.T.A. He spoke at the banquet and gave, on behalf of the association he represented, the hearty approval of the outing. Significant among his facts were that there were 9,000 members of the Canadian Travelers' Association in Ontario, and 24,000 in the Dominion.

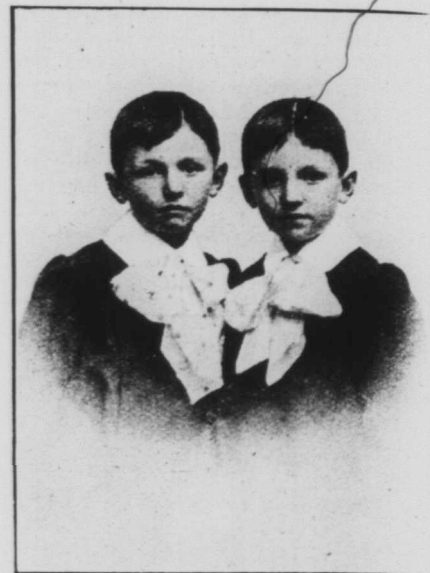


Drummers On The Line of March Headed By Jack Wildfong.

thrown from one to another, but the best went to Wm. Algie, the club's founder and his amiable wife. In an enthusiastic speech, Wm. Colville paid some splendid compliments to Mr. Algie, humorously remarking that he was the only traveler who had ever returned from across the great divide. (In referring to the Snack Club outing, a Toronto evening paper had referred to him as the late Wm.

Reeve Carrol and Dr. Hamilton replied to the toast to Erin, to which everybody drained their glasses. Of course, there were songs galore as: "See him Smiling," "For he's a jolly Good Fellow," and "We won't go Home till Morning."

The latter was evidently sung in earnest, for few did go home—at least not till morning—but nevertheless the lights



SONS OF BILLY MEEN.

They Are Twin Brothers And One With A Broken Arm Pluckily Ventured In Several Races.

were out and gone were all the guests when the hour of two was struck. Then the good folk of Erin, like the good Samaritan of old, took in those who had not found a place on which to rest their weary heads. But how many found rest in the arms of Morpheus! Some slept; perhaps they dreamed—but none overslept, and when the sun rose up from the underground in the morning, Erin was a regular bee-hive of life.

Election of Officers.

There were two events of importance in the morning—the annual session held in the big tent and the Hamilton-Toronto ball game on the diamond.

Without here going into the details of the election the result was:

Past Pres.—Robt. Asher, Toronto.
 Pres.—Bay Hill, Hamilton.
 Vice-Pres.—J. H. Wildfong, Toronto.
 Sec.—Treas.—Robt. Algie, Toronto.
 Hamilton Sec.—Geo. Smye.
 Toronto Sec.—Wm. Meen.
 Home Sec.—Ross Cameron.
 Asst. Home Sec.—D. C. Russell.
 Auditors—P. McIntosh, Toronto, and C. Smye, Hamilton.

Hamilton Executive—W. Dore, Harry Eckstein, W. Pringle, S. Male, R. E. Smith, C. Wilson, C. Kirkpatrick, M. B. Tufford, E. F. Clarke, P. A. Somerville, B. Arthur, W. H. Pusey, and O. Wilder.
 Toronto Executive—W. Madill, Geo. Campbell, C. A. Colwell, W. Scott, C. Silver, T. Gloster, W. Riley, W. H. Cross, Sol. Walters, W. J. Mill, Bert Groskurth, and Earl Maltby.

Executive at Large—T. Scott, M. Matthews, W. Irwin, C. C. Weese.

Home Executive—Dr. Gear, J. Gibson, G. F. Scott, Dr. Hamilton, A. J. Thompson, M. Carrol, J. H. Matthews, and W. Hull.

Honorary Members—J. Gibson, president C. T. A.; Bert Harvey, Toronto;

Martin Clew Morrison.

Fun

It was not... Take... No school kept... anyone, Francis sound... and C. C. W... megaphone th... all were on h... silver cup—th... Hamilton ear... victors by 4 r...

The players... Hamilton—S... Wilson 3b., M... s.s., Male l.f., e.f.

Toronto—M... s.s., Riley c.f... Groskurth r.f.

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Kirkpatrick, goods and onl... the third wh... line of goods... double name... third and eve... Somebody sa... The Home,"... in when Bobb... er to short s... first, Riley... ball again an... this innings v... present but the... name of s... colored on...

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Martin Cleworth, and Master Milton Morrison.

Fun on the Diamond.

It was not necessary for anybody to ask "Take me out to the ball game." No school kept and no office duties hampered anyone, so that when Umpire Francis sounded the notes, PLAY BALL and C. C. Weese echoed it through a megaphone that rivaled him in breadth, all were on hand. It was all about a silver cup—the P. W. Ellis trophy—and Hamilton carried away the scalps, the victory by 4 runs to 3.

The players were:

Hamilton—Simons c., Kirkpatrick p., Wilson 3b., Mills 2b., Dore 1b., Smye ss., Male l.f., Eckstein r.f., and Pringle c.f.

Toronto—Maltby c., Gloster 1b., Asher ss., Riley c.f., Irving 3b., Collins 2b., Groskurth r.f., Oakley l.f., and Leigh p.

The Hamilton slab artist at first looked easy to the hungry leather eaters on the opposing team. Maltby hit the first crack out of the box and stole second. Gloster, who by the way had his eye on a dark spot in the woods beyond the Credit where he intended to place the ball, merely struck out but Asher, while waiting for the good ones was given a complimentary ticket to first—seeing he was the president. Both these on bases hit the trail for home and arrived there safely aided by a comedy of errors. Riley, like the famous Casey of old, struck out, but the Rev. G. O. Black had chalked down 2 runs for Toronto before the side was retired.

Kirkpatrick, however was the real goods and only allowed one more run in the third when Leigh accepted a nice line of goods from the man with the double name. He stole both second and third and even then was not arrested. Somebody sang "Oh, theres no Place Like Home," and Leigh came galloping in when Bobby Asher knocked a grounder to short stop and got out himself at first. Riley, conscientiously spared the ball again and the side was retired. In the fifth innings Wilson tried to kill the umpire but the latter's head was evidently made of something firmer than was supposed on and he lived.

But every good pitcher has his bad innings and Leigh got his'n in the fourth. Kirkpatrick was an easy out from a short stop and Wilson also took the low road to Gloster unassisted. Then lucky Mill secured the big stick and although he got his finger pinched by a pitched ball he stayed with the game sending out one with red-hot stuff on it which burned Asher's fingers. He arrived at first in good time and without the aid of the Erin 'bus. He stole second and third and trotted home on third baseman's error.

Willie Dore—who it will be remembered had presented the story of Highland Mary drinking her first Scotch Whisky ball the evening before also took pitch on the ball but he went to first on errors. He stole second and third and while there gently disabled Irving who was forced to leave the game with a twist in his knee.

The Toronto fan was mean enough to remark that so few Hamilton players touched third that he got a cramp waiting. Sol Walters was the substitute and

of course the others moved to the opposite side of the field. It would merely have been a case of redundancy had anybody else occupied the half-field in which Sol was located.

Dore stole home and Smye was passed. Stout Sam Male touched Leigh for a three bagger and strange to relate his knee went wrong on the third sack also.

When the kink was straightened out he went home as the catcher let one go between his legs. Eckstein retired the side, Leigh to Gloster. But it was too late then, for Hamilton had notched 4 runs and Toronto failed to tally in the fifth. The game was five innings in length.

Treat For The Erinites.

Great events followed in quick succession throughout the entire day. The next was the big parade, in costume, from Erin business centre to Stanley Park. Chief Bay Hill arranged his retinue in line and headed by the Alton band took the high road to the ball diamond. Jack Wildfong smoked incessantly on the line of march, a few others were inclined to converse with the fair sex rather frequently but outside of that the procession was a grand one. Erin school boys joined in to swell the numbers.

When the bridge was reached there sat Michael Morrison. He had kept the bridge all night. But nevertheless he has every Sunday school secretary in the land faded away when it comes to selling tickets. Folks at the Cataract Junction heard him and came down to see the possessor of the voice. The drummers vote him the best ticket agent on the road and his occupation will be permanent.

The indoor-outdoor baseball game followed on the heels of the parade. The teams were:

No. 1.—Jack Charles, Harry Ritchie, Pensey, Billy Meen, Wilder, Ross, Cameron, Arthur, Smith, Silver.

No. 2.—Geo. Smye, C. Weese, R. Algie, J. B. Mundie, W. Charles, Col. Jno. Stoneman, Sol Walters, W. Scott, M. Malone.

It was a great game. No. 2 team won by 18 to 17 runs and at that an extra innings had to be played, the winners notching 2 to their enemy's 1. R. Asher took his life in his hands by consenting to umpire but he emerged from the fray with only a few unkind verbal missives being hurled his way. For instance, Jack Charles remarked that all the ump. had for his side was a smile. Sol Walters concluded the sentence by adding, "and a prayer." Both Charles the first, and Charles the second caught for their respective teams and the way they coralled the ball in their mits would have been enough to have saved a whole family of Charles' from the execution block. On one occasion Ross Cameron hit such a terrific liner to Weese on third that he almost knocked him off the bag. Mike Malone played short-stop and hung within two feet of the home plate all the time. He was one of the main coachers. The picnic was held on the wrong day of the week for Mundie, who

found it a difficult proposition to get his eye on the ball. Billy Meen is another 'Casey at the bat,' and Col. Stoneman had no difficulty in holding down second base. But he had such a long way to reach, that several easy grounders passed safely between his legs. At any rate No. 2 team above mentioned won the Wildfong trophy.

Foot-Races and Things.

While the ball game was in progress several other events were happening—it all reminded one of the three ring circus. The married ladies won the Melagama Tea tug-of-war from those who have not yet tasted the joys or otherwise of the connubial life. The Comfort Soap race was entered by some thirty or more of the feminine sex and the scramble that ensued was worth while seeing. Several slid for the tape with the result that the soap became absolutely necessary if the same hosiery and whitewear has to be worn again.

Milton Morrison with Wilfrid, his brother second, won in the artists race. The single ladies defeated the married in the Blue Ribbon Tea Broom Hockey match which proved a feature of the sports. Geo. F. Campbell gave the winners each a pound of tea.

In the three-headed race for travelers, the conquerors were: 1st.—Morris, Maltby, Groskurth; 2nd.—Gloster, Dare Scott; 3rd.—Simons, Cross, Kirkpatrick. W. Charles captured the sack speeding event with P. Smith a close second; J. W. Mill, J. Charles, S. Male were the good ones in the fat man's event.

When it came to walking Billy Dore knows a lot. He won with Morris and Groskurth 2nd and 3rd. The Erin citizens' race was taken by R. M. Bell, Ross Cameron and G. T. Scott in the order mentioned, while in the Erin merchants' event it was Bell, Scott and E. C. Russell.

As Billy Meen had not up till that time won anything, he took in the Consolation event and was actually first. Strange to say W. B. Scott and C. C. Weese came second and third. The Visitors' Race was won by N. Foster; W. Foster and B. Huston respectively. At catching chickens, the best four were W. Meen, Mrs. W. Meen, W. Scott, and Jos. German. Nora Wildfong, May McKinnon, and Mary McGivern were one, two and three in the Red Rose Tea pick-up-packages sprint. Then there were other races including The Farmers' Trot which all helped to pass away a pleasant time. W. Colville was a valuable assistant in the foot races, and arranged and started many of them.

Through The Megaphone.

Eighteen annual Snack Club picnics have been held with not a rainy day.

Take off your hats to the new president, Bay Hill.

While Billy Meen may be no use on a hundred yards dash, just let him loose in a barn-yard among a flock of chickens and see what he can do.

"See the human hairpin"—was one of Drummer Weese's remarks as he pointed to Billy Dore on first base.

Bouquets were freely handed to Bob Asher, past president, on the occasion of the annual meeting.

It is understood that an enquiry will be made into the identity of the Toronto men who slept in the Erin 'bus on Friday night. They did this in order to get a five o'clock start at the trout fishing in the morning when with the young lady guides they captured 14 trout and 7 frogs.

Once during the ball game when Collins went to bat, the man with the megaphone wanted to know if there were any lemons in that Collins.

If a man became nervous about his hands in the indoor ball game all he had to do was to put his arms around the ball.

Billy Cross had to purchase a fine tooth comb to get the hayseeds from his hair—he slept in a hay-mow.

Bay Hill would sooner be president of the Snack Club than Governor General. It was rather hot weather anyway.

Jack Wildfong got giddy once and drew two ladies around the grounds in a gig.

Dr. Algie was missed from the gathering this year.

Somebody handed a drummer a glass of "ginger" ale with considerable foam on top. Naturally he blew it off. This called forth an unpleasant remark from an Erin farmer. It was: "Blowin' your own horn, eh!"

Mike Malone was an unofficial policeman at the ball game.

Billy Charles cracked a joke in the third. Somebody hit a ball out which was delayed in its progress by a lady's parasol—"a shady play", he remarked.

Concert receipts amounted to \$237.80; button receipts \$146 and programme advertising \$150.

J. H. Wildfong won first prize in the button sale contest, with 70 to his credit; W. Colville was next with 30 and Sol Walters third with 12. The prizes were of cut glass.

Mrs. Meen was given a handsome silk petticoat for winning the travelers' wives race. Some of those who took part in the Comfort Soap event and who slid several feet will have to get new ones also.

In the MacLaren Imperial Cheese race it was—What you get you hold.

The Erin Chief of Police was a study in brown and straw hat. Some person went to throw him off the ball grounds when he said: "Can't you see my badge?"

C. Weese offered a dollar to the first man who hit Sol Walters in the bay-window with the baseball. The price went up quickly to two.

Robt. Algie didn't want to accept the secretaryship of the club for the next year; but when Jack Wildfong growled, "Sit down and don't sas your teacher", he passively obeyed.

Sam Male brought a tin hat to serve the dual purpose of head-gear and drinking cup.

W. Hull of the Erin Advocate showed the "Power of the Press" when he helped keep back the crowds on the ball grounds. He had a "hull" of a time at times.

Wille Riley was very particular about hitting the ball—or rather not hitting it.

Sol Walters' jokes in his monologue stunt would have made George Ade, Bill Nye, etc., travel off the map had they heard them.

Jack Charles' smile in the school-day

skit only wore off when the slab-artist exercised his muscular powers.

What about 1910! The boys captained by Bay Hill are already making preparations and there is nothing more to be said.

The travelers' wives who came one, two and three in their race were Mrs. W. Meen, Mrs. J. Charles and Mrs. Campbell.

Kirkpatrick, Groskurth and Dore showed their heels to the rest in the married travelers' race.

Capt. Sol Walters and his tug of war team lost to J. W. Mill's eight.

Notes from the Maritime Provinces and Quebec

Halifax Grocers Fined for Selling Adulterated Coffee — Good Prospects for Nova Scotia Apples—Drop in Prices of Ontario Flour in St. John.

ST. JOHN.

Aug. 3.—There has been a sharp drop in the price of Ontario flour. The price went down 40 cents last week, which makes a drop of 70 cents from the highest point. Ontarios are now selling at \$6.70 retail and Manitobas are steady at \$7.40. The drop in Ontarios is due to the milling of new wheat. Oatmeal which declined 40 cents about a week ago is expected to decline again within a short time. Dry cod has advanced about 25 cents a hundred pounds. Beans are lower and yellow-eyes are out.

Countrymen report that the general outlook for crops this year is good with the sole exception of hay. It is generally agreed that hay will be lighter than for many years, owing to the cold, dry weather. Had it not been for warm rains latterly, the crop would have been an entire failure.

The oat crop is reported as showing rust in some sections but it is not expected to have much effect. Wheat, buckwheat and barley as well as garden stuff are all reported as satisfactory and butter and eggs are expected to be cheaper than last year.

HALIFAX.

August 3.—The first prosecution in Halifax in ten years for a violation of the pure food act took place in the police court yesterday when, under the provisions of chapter 133 of the revised statutes of Canada, five retail grocers were fined the minimum penalty, five dollars and costs each. Those convicted were Asapah Knock, Phillip Nicolls, William Moore, Henry Hallett and John P. Buckley. They were charged with having "on or about the 22nd of October, 1908, in the said city of Halifax, unlawfully expose for sale an adulterated article of food, to wit, coffee, in which was substituted a cheaper substance, to wit, starch, in part for said coffee." The proceedings were taken by the Dominion inspector here on instruction from the Government.

"I expect that the apple crop in Nova Scotia will this year exceed three quarters of a million barrels," said G. H. Vroom, chief fruit inspector, who was

in Halifax this week. "From reports I have received," said Mr. Vroom, "this year will be a record one for apples. The dry weather this summer has been most beneficial to the apple crop and with one or two exceptions every district heard from reports that the crop will be very large." Mr. Vroom is not in the city for the purpose of inspecting the small fruit packages, viz., strawberry boxes, etc. The Fruit Marks act requires that the boxes shall contain at least 55 cubic inches or be marked as short. Yesterday Mr. Vroom visited a number of stores and found quite a number of boxes that were from two to four inches short. The dealers however, told him there had been no complaint about the size as far as strawberries were concerned, but the baskets of plums were a little short weight. The Department have issued orders that the act respecting the grading and packing of fruit and the size of fruit packages will be strictly enforced. Importers of foreign fruit will be held responsible for the packing and marking of the fruit which they sell as well as for the weight of the packages.

The plum and pear crop this year will be an average one and the present prospects for a large cranberry crop are good.

MONTREAL.

Aug. 3.—A. H. Scott, of Watt, Scott & Goodaere, Montreal, has returned to Montreal from his holidays, which he spent in the Laurentians.

S. Rousseau, assistant manager of Laporte, Martin & Co., leaves Montreal for his summer residence, on the Lake of Two Mountains, to-morrow, when he will begin his holidays.

Friends of S. D. Stewart, who look after the interests of Heinz' goods in Montreal and Quebec, for Hudon, Hebert & Co., will regret to learn that there has been no marked improvement in the condition lately.

E. B. Goodaere, of Watt, Scott & Goodaere, Montreal anticipates spending a few days in the Laurentians, on a fishing expedition about 20th inst.

R. W. Barry, manager Laing Packing and Provision Company, has returned to Montreal after his two week's holiday

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The Canadian Grocer

Established 1886

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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 and Newfoundland

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PUBLISHED EVERY FRIDAY

FOOD ADULTERATION.

A recent bulletin issued from the laboratory of the Inland Revenue Department of the Dominion government showed that food adulteration is still in existence in Canada. The report dealt with the inspection of 225 samples of cream of tartar and while 189 were found to be genuine, yet 41 were adulterated and 4 doubtful. In other words 89 per cent. were pure, 18.22 per cent. adulterated and 1.78 per cent. doubtful.

This, however, shows an improvement over 1905 when only 72.2 per cent. were genuine. A fact worthy of notice is that New Brunswick, Kingston, Windsor, Manitoba and Calgary show no adulteration of the product, while Nova Scotia, Prince Edward Island, London, Vancouver and Victoria had only one case each.

While the improvement is gratifying, there is considerable room for more improvement. If cream of tartar can be manufactured without adulterants, or impurities then it should be done. The analyst's report shows that some manufacturers are turning out a genuine product—then why shouldn't all?

This illustrates the necessity for the inauguration of a national pure food law to counteract the tendency in many cases to manufacturing and selling adulterated goods. The retailer who aims to sell nothing but quality goods receives unfair treatment when he is sold adulterated food products without his knowledge. In some cases the retailer

is to blame, but it stands to reason that if adulterated foods are not manufactured they cannot be sold to the public.

The establishing of a pure food law, and more particularly the enforcing of it, would do much to mitigate the evils of dumping goods on the market which are other than what buyers are led to believe they are.

SPAIN'S SUPPLY OF GROCERIES.

Should the unsettled state of political affairs in Spain develop into actual civil war, and the possibility of this is grave, its effect would be felt by the grocery trade in all quarters of the globe. Canada would be no exception.

From Spain we get figs, raisins, currants, nuts, grapes, preserved fruits and preserved fish.

In some of these our importations are small and their loss would not materially influence the market, but in others, and notably raisins and nuts, the effect would be disturbing should the supply from Spain be cut off. Over a third of our supply of raisins comes from Spain and nearly half of our imported nuts.

Our imports of all kinds from Spain run between eight and nine hundred thousand dollars, while our exports to Spain are insignificant. In fact among the importation nations she is our poorest customer. She ranks even below her neighbor, Portugal.

It is to be hoped that by the time the nut-cracking season is on Spain will have settled her internal troubles.

THE CO-OPERATIVE MOVEMENT.

A twelve month has slipped by since the Brantford Co-operative Society was organized. As yet no outstanding success has accompanied the movement in that city, and this has been freely admitted in an editorial in the Brantford Co-operative News—the organ of the society.

It bemoans the fact that the movement was begun in the midst of a time of depression and concludes a paragraph with the bitter-sweet assertion: "The co-operative store still survives although up to the present it has not paid a dividend."

Not only that, but it charges disloyalty on the part of members to the movement, and this, of course, is an unpardonable sin in connection with any business. It takes condolence from the fact that since it was established many an individual merchant has gone "to the wall."

The Grocer has before pointed out the disadvantages to the successful carrying on of a store along co-operative lines. It has also published the failures of some four or five such stores occur-

ing within a short space of time, which, when the total number doing business is considered, does not speak well for the new movement in Canada.

WHY TRADE PAPERS SHOULD BE READ.

Frequently the cry is heard from members of the retail trade that they haven't time to read their trade paper. Why this is the case is rather difficult to understand, when it has been proven time after time that merchants have saved money and have increased their business from the pointers and information they have received from their trade paper. This has been admitted by scores whose unsolicited declarations as to the value of the trade press cannot be belittled.

It is a fact that many retail merchants have not yet learned how to read their trade paper. Possibly this may be because they are not apprised of its object.

That object is the laying before the trade of all information concerning events which are of vital interest to that trade, business or profession to which the subscribers of a trade paper belong. Many subscribers to such a paper see an item concerning the predicted failure of a manufacturer of some product. Now the average article manufactured depends upon advertising for its success. If a firm is about to fail and has not the money with which to carry on an advertising campaign, it's a pretty sure thing that the product manufactured by that firm is going to have a rough road. It's advertising that is the life of trade to-day. So, if an item tells of trouble—some times for a firm, and the chances seem to be that this firm will go out of business, you don't want to carry an extra large stock of such a firm's goods.

Legislation affecting a particular trade is another item which should be closely watched by all its members. The news columns have often occasion to point out the exact nature of some law that is about to go into effect. The daily press seldom sees the reason why it should go into particulars. The trade is warned and as a result trouble is oftentimes escaped. These are but a few reasons why the trade paper should be read.

The subscriber to the trade paper should read it and read every news item and advertisement contained between its covers. They should not be read in haste, as there is not an article in it which does not have some significance for the merchant and his clerks. The valuable trade papers are worth several times more each issue than the price paid for fifty-two.

AYLMER SYRUP FRUITS IN GLASS

We have pleasure in advising that we are now marketing Fruits in Pint Glass Jars, put up in Heavy Syrup.

The Manager of our Preserving Plant has had many years experience in the Old Country, and several years experience in one of the best and most important Fruit Preserving Plants in the United States.

These Fruits are guaranteed to be absolutely pure in every respect, consisting only of the fruit itself and a syrup made from the finest

several years experience in one of the best and most important Fruit Preserving Plants in the United States.

These Fruits are guaranteed to be absolutely pure in every respect, consisting only of the fruit itself and a syrup made from the finest quality granulated sugar.

The jars have glass tops, not metal tops, and are hermetically sealed with rubber rings. No coloring. No preservatives. The process is precisely the same as that used by all good housewives. These Fruits are guaranteed equal to the finest home-made.

Place your order at once
as stocks are limited.

CANADIAN CANNERS
LIMITED

THE CANADIAN GROCER

Canadian Markets and Market Notes.

QUEBEC MARKETS

Montreal, Aug. 6, 1909.

Strawberries (canned) are firmer this week, prices having advanced. Other lines of canned goods are moving out fairly satisfactorily, though not so quickly as might be desired. Sugar is firm at last week's advances, demand being good at the higher figures. Teas are very firm. Beans are easier in feeling, though there has been no actual change in prices. Reports indicate a large crop of Valencia raisins. Sultana raisins are easier, as are fancy seeded. Advices from Patras are not encouraging. Californian dried fruits are steady at unchanged prices. Reports from Spain continue to dwell upon the shortness of the crop.

SUGAR—Sugar has been quite firm at the advances of last week. Demand has been strong for all popular grades.

| | |
|----------------------------|------|
| Granulated, bags, 20 lb. | 4.60 |
| Imperial, 25 lb. | 4.70 |
| Boxer | 4.25 |
| Paris Imp., boxes, 100 lb. | 5.50 |
| 50 lb. | 5.60 |
| 25 lb. | 5.80 |
| Crystal diamonds, 100 lb. | 0.25 |
| 50 lb. | 0.50 |
| 25 lb. | 0.80 |
| 5 lb. cartons | 5.42 |
| Extra ground, 100 lb. | 5.05 |
| 50 lb. boxes | 5.25 |
| 25 lb. boxes | 5.45 |
| 50 lb. boxes | 5.05 |
| Phoenix | 4.60 |
| Bright coffee | 4.35 |
| No. 3 yellow | 4.45 |
| No. 1 | 4.35 |
| No. 1 bags | 4.20 |

Bbls. granulated and yellow may be had at above bag prices.

SYRUPS AND MOLASSES. — Fair business is being done in syrups, while molasses continues to be as interesting as for the past few weeks.

| | | |
|-------------------------------------|------|------|
| Fancy Barbadoes molasses, puncheons | 0.38 | 0.40 |
| barrels | 0.41 | 0.43 |
| half-barrels | 0.43 | 0.45 |
| Chops Barbadoes molasses, puncheons | 0.41 | 0.43 |
| barrels | 0.44 | 0.46 |
| half-barrels | 0.45 | 0.48 |
| New Orleans | 0.22 | 0.23 |
| Antigua | 0.30 | 0.30 |
| Porto Rico | 0.40 | 0.40 |
| Corn syrup, bbls. | 0.05 | 0.05 |
| 100 lb. | 0.03 | 0.03 |
| 50 lb. | 0.02 | 0.02 |
| 25 lb. pails | 1.75 | 1.75 |
| 50 lb. pails | 1.25 | 1.25 |
| Cases, 2 lb. tin, 2 doz. per case | 2.40 | 2.40 |
| 5 lb. " 1 doz " | 2.75 | 2.75 |
| 10 lb. " 1 doz " | 2.65 | 2.65 |
| 20 lb. " 1 doz " | 2.60 | 2.60 |

DRIED FRUITS—Regarding Valencia raisins, everything points to a large crop. Cosmelli & Co., Denia and London, writing to their agent, Andrew Watson, state that the crop is progressing very favorably. Reports to them say that there will be 20 p.c. to 25 p.c. more of a yield this year than in 1908, and it would appear as if the coming crop would total 50,000 tons, when harvested. Continuing they advise buyers to hold off, at least until the end of the month, as they predict low prices, particularly toward the opening of the season, owing to the large supply anticipated. There is a great deal in the suggestion that buyers wait a little time before placing their orders, for it is foolish to rush in and order when first quotations are made, especially under the circumstances as they exist this year. Later on prices are likely to decline, and the poor broker is severely called down for not having protected his customer. Sultana raisins are somewhat easier in price, a re-

duction of 1/2c having been made by wholesalers. Fancy seeded raisins are lower, the same amount. The former are selling from 7 1/2c to 8c lb. now, while the latter run about the same price. Halloween dates, old crop, of course, are easier by 1/2c, selling at present for 4c to 5c lb. Cable advices from Patras are not satisfactory. One wire received this week stated: "Weather very unfavorable; crop damage increasing; damage is severe". This report led to further buying for future delivery. Californian dried fruits are steady at last week's prices. Almonds show an advancing tendency, shippers asking 6d. per cwt. more for new crop Tarragonas. Marbot walnuts have advanced 1c and are now worth 12c to 13c. Pure Mayette Grenoble walnuts are selling 14c to 15c.

| | | |
|--|------|------|
| Currents, fine filigras, per lb. | 0.06 | 0.07 |
| Patras, per lb. | 0.07 | 0.08 |
| Vostizas, per lb. | 0.08 | 0.09 |
| Dates | | |
| Halloweas, per lb. | 0.04 | 0.05 |
| Sais, per lb. | 0.04 | 0.05 |
| Evaporated Fruits, California | | |
| Apricots, per lb. | 0.12 | 0.15 |
| Peaches, " | 0.11 | 0.13 |
| Pears, " | 0.10 | 0.13 |
| Prunes, 25 lb. boxes, 30-40s. | 0.10 | 0.12 |
| 40-50s. | 0.09 | 0.10 |
| 50-60s. | 0.08 | 0.10 |
| 60-70s. | 0.07 | 0.08 |
| 80-100s. | 0.07 | 0.07 |
| Raisins | | |
| Australian, per lb. (to arrive) | 0.08 | 0.09 |
| California, choice seeded, 1 lb. pkgs. | 0.06 | 0.07 |
| fancy seeded, 1 lb. pkgs. | 0.07 | 0.08 |
| large muscatels, 3-crown, per lb. | 0.07 | 0.08 |
| sultana, per lb. | 0.07 | 0.08 |
| Valencia, fine off stalk, per lb. | 0.04 | 0.05 |
| select, per lb. | 0.05 | 0.05 |
| 4-crown layers, per lb. | 0.05 | 0.06 |

TEA.—All Japan teas are firm with no advices of particular interest to hand from Japan. No developments in other teas are reported.

| | | |
|--|------|------|
| Choice | 0.40 | 0.50 |
| Choice | 0.35 | 0.35 |
| Japan | 0.20 | 0.25 |
| Fine | 0.25 | 0.28 |
| Medium | 0.22 | 0.25 |
| Good common | 0.20 | 0.22 |
| Common | 0.21 | 0.40 |
| Ceylon Broken Orange Pekoe | 0.20 | 0.22 |
| Pekoes | 0.20 | 0.22 |
| Pekoe Souchongs | 0.19 | 0.20 |
| India Pekoe Souchongs | 0.20 | 0.25 |
| Ceylon greens Young Hysons | 0.20 | 0.22 |
| Hyson | 0.19 | 0.22 |
| Gunpowders | 0.14 | 0.18 |
| China greens Pingsney gunpowder, low grade | 0.14 | 0.18 |
| pea leaf | 0.20 | 0.30 |
| pinhead | 0.30 | 0.50 |

COFFEE.—Business is as large as it usually is at this time of year. No reports of particular interest have been received from primary markets.

| | | |
|------------|------|------|
| Mocha | 0.18 | 0.25 |
| Rio, No. 7 | 0.09 | 0.11 |
| Santos | 0.12 | 0.15 |

RICE AND TAPIOCA.—Patna rice is reported as being quite firm at recent advances, while Rangoon is steady. Local jobbers are doing a fair trade at old prices. Tapioca is firm, but the market is featureless. Small sales are reported.

| | |
|---------------------------------|------|
| Rice, grade B, bags, 250 pounds | 2.05 |
| " " " " " " " " | 2.05 |
| " " " " " " " " | 2.05 |
| " " " " " " " " | 3.05 |
| " " " " " " " " | 3.15 |
| " " " " " " " " | 2.85 |
| " " " " " " " " | 2.85 |
| " " " " " " " " | 2.86 |
| " " " " " " " " | 3.05 |
| Tapioca, medium pearl | 0.04 |

SPICES.—No change of note has occurred since last week. Gingers are reported as quite firm.

| | | |
|------------------|------|------|
| Peppers, black | 0.14 | 0.20 |
| " white | 0.20 | 0.27 |
| Ginger, whole | 0.15 | 0.20 |
| " Cochin | 0.17 | 0.20 |
| Cloves, whole | 0.18 | 0.30 |
| Cloves, ground | 0.20 | 0.25 |
| Cream of tartar | 0.23 | 0.32 |
| Allspice | 0.13 | 0.18 |
| Nutmegs | 0.30 | 0.60 |
| Cinnamon, ground | 0.15 | 0.19 |
| whole | 0.14 | 0.16 |

BEANS.—A somewhat easier feeling is noticeable in beans, although there has been no actual change in quotations. Offers are reported by brokers as being freer. The fact that there are so many Austrian beans offering, with more coming, has something to do with the easier tendency noticeable, as well as the fact that new crop prospects are favorable.

Peas continue firm and very scarce, good stock commanding fancy figures.

| | | |
|---------------------------------|------|------|
| Austrian beans, bushel | 2.25 | 2.30 |
| Ontario prime pea beans, bushel | 2.40 | 2.50 |
| Peas, boiling, bushel | 1.50 | 1.60 |

EVAPORATED APPLES. — Prices continue nominal.

| | | |
|--------------------------|------|------|
| Evaporated apples, prime | 0.07 | 0.07 |
|--------------------------|------|------|

MAPLE PRODUCTS.—Nominal prices continue to rule as below.

| | | |
|-------------------------------|------|------|
| Composed maple syrup, per lb. | 0.04 | 0.05 |
| Pure Township sugar, per lb. | 0.07 | 0.08 |
| Pure syrup, 8 lb. tin | 0.60 | 0.65 |
| " 10 lb. tin | 0.70 | 0.75 |

CANNED GOODS

MONTREAL.—Grocers are not buying freely by any means, but orders of fair size are being placed here and there. It seems to be the general opinion that f.o.b. factory prices are not nearly as satisfactory as quotations of a more definite nature, and some wholesalers find it very difficult to do business with their customers on this basis to their mutual satisfaction. Strawberries are firmer this week, as will be noticed in quotations. Salmon sales, while not numerous, show that there is some movement in this line.

| | | |
|----------------------------|------------|------------|
| Peas, standard, doz. | \$.82 1/2 | \$.87 1/2 |
| Peas, early June, doz. | .87 1/2 | .92 1/2 |
| Peas, sweet wrinkled, doz. | .97 1/2 | 1.02 1/2 |
| Peas, extra sifted, doz. | 1.42 1/2 | 1.47 1/2 |
| Peas, gallons | 3.77 1/2 | 3.82 1/2 |

There are wholesalers quoting also at:

| | | |
|------------|------------|--------|
| Beans, doz | \$.72 1/2 | \$.80 |
| Corn, doz | .72 1/2 | .80 |

Peas, doz (according to grade) .72 1/2 1.40

Tomatoes, doz. (Ontario and Quebec) .75 .82 1/2

Strawberries, doz. 1.37 1/2 1.42 1/2

Clover Leaf and Horse brands salmon: 1 lb. talls, per doz. \$1.72 1/2

1/2 lb. flats, per doz. 1.15

1 lb. flats, per doz. 1.87 1/2

Last year's prices were:— 1 lb. talls, per doz. \$2.00

1/2 lb. flats, per doz. 1.20

1 lb. flats, per doz. 2.15

Other salmon prices:— Humpbacks, doz. \$.95 \$1.00

Cohoos, doz. 1.35 1.40

Red Spring, doz. 1.50 1.55

Red Soekeye, doz. 1.55 1.65

TORONTO.—Many orders are being filled by jobbers for future canned goods and last year's stock in tomatoes, corn,

THE CANADIAN GROCER

| | |
|---------|------|
| Per lb. | |
| 0.14 | 0.20 |
| 0.20 | 0.27 |
| 0.15 | 0.20 |
| 0.17 | 0.20 |
| 0.18 | 0.30 |
| 0.20 | 0.25 |
| 0.23 | 0.32 |
| 0.13 | 0.18 |
| 0.30 | 0.60 |
| 0.15 | 0.19 |
| 0.14 | 0.16 |

feeling is here has ions. Of as being so many ore com- he easier the fact orable. y scarce, figures.

| | |
|------|------|
| 2.25 | 2.30 |
| 2.40 | 2.50 |
| 1.50 | 1.60 |

Prices

0.07 0.07
Final prices

| | |
|------|------|
| 0.04 | 0.05 |
| 0.07 | 0.08 |
| 0.60 | 0.65 |
| 0.70 | 0.75 |

S

ot buying es of fair nd there. nion that nearly as a more holesalers ness with to their rries are oticed in hile not me move-

| | |
|---|----------|
| 2 | 1.87 1/2 |
| 2 | 1.92 1/2 |
| 2 | 1.02 1/2 |
| 2 | 1.47 1/2 |
| 2 | 3.82 1/2 |
| 2 | 1.80 |
| 2 | 1.80 |

1.40

| | |
|---|----------|
| 2 | 1.82 1/2 |
| 2 | 1.42 1/2 |
| 2 | 1.72 1/2 |
| 2 | 1.15 |
| 2 | 1.87 1/2 |

| | |
|---|------|
| 2 | 2.00 |
| 2 | 1.20 |
| 2 | 2.15 |

| | | |
|---|------|------|
| 2 | 1.95 | 1.00 |
| 2 | 1.35 | 1.40 |
| 2 | 1.50 | 1.55 |
| 2 | 1.55 | 1.65 |

are being med good- toes, corn,

a few peas and canned peaches is also being called for. The canned goods situation is still difficult to gauge and jobbers are careful as to what they do. No changes in prices of account are observed.

| | | | |
|---------------------------|-------|----------|----------|
| Beans | ..... | .75 | \$.80 |
| Corn | ..... | .75 | .80 |
| Peas (according to grade) | ..... | .80 | 1.40 |
| Tomatoes | ..... | .77 1/2 | .80 |
| Strawberries | ..... | 1.32 1/2 | 1.37 1/2 |

Clover Leaf and Horseshoe brands of salmon are quoted as follows:

| | | |
|-----------------------|-------|------------|
| 1 lb. talls, per doz. | ..... | \$1.72 1/2 |
| 1 lb. flats, per doz. | ..... | 1.15 |
| 1 lb. flats, per doz. | ..... | 1.87 1/2 |

ONTARIO MARKETS

Toronto, August 5, 1909.

This is the first week of travelers' vacation and as a result the wholesale houses are pretty busy attending to letter and telephone orders. To make it worse, they are short-handed, due to the holiday season, and besides, business is good.

Few changes in prices are noticed from last week's quotations. Sugar is firm at the five-cent advance mentioned last week, while several commodities are higher on the primary markets. Teas are very firm and evaporated apples on account of low stocks have advanced.

SUGAR—The advance of five cents announced last week still holds good. Sugar is not moving at a rate satisfactory to wholesalers, orders being small.

| | | |
|---|-------|------|
| St. Lawrence "Crystal Diamonds," barrels | ..... | 5.50 |
| barrels | ..... | 5.60 |
| 100 lb. boxes | ..... | 5.70 |
| 50 lb. boxes | ..... | 5.80 |
| 25 lb. boxes | ..... | 6.00 |
| cases, 20.5 boxes | ..... | 7.65 |
| Dummies, cases, 20.5 boxes | ..... | 7.65 |
| Farr lumps, in 50 lb. boxes | ..... | 5.80 |
| in 100 lb. boxes | ..... | 5.70 |
| in 25 lb. boxes | ..... | 6.00 |
| Red Seal | ..... | 7.15 |
| St. Lawrence granulated, barrels | ..... | 4.75 |
| granulated, bags only | ..... | 4.45 |
| Edpath extra granulated | ..... | 4.75 |
| Imperial granulated | ..... | 4.45 |
| Acadia granulated (bags and barrels) | ..... | 4.65 |
| Wallaceburg | ..... | 4.65 |
| St. Lawrence golden, bbls | ..... | 4.35 |
| Bright coffee | ..... | 4.65 |
| No. 3 yellow | ..... | 4.55 |
| No. 2 " | ..... | 4.45 |
| No. 1 " | ..... | 4.35 |
| Granulated and yellow, 100 lb. bags 5c. less than bbls. | ..... |  |

SYRUP AND MOLASSES—The market in these commodities shows very little movement—it is in fact about as slow as the proverbial "molasses in January."

| | | |
|----------------------------|-------|-----------|
| Syrup | | |
| Medium, com. | ..... | 0.30 0.35 |
| Bright, com. | ..... | 0.40 0.45 |
| 2 lb. tins, 2 doz. in case | ..... | 2.50 |
| 10 " " " " " " " " | ..... | 2.25 |
| 20 " " " " " " " " | ..... | 2.70 |
| Barrels | ..... | 0.03 1/2 |
| Half barrels | ..... | 0.03 1/2 |
| Quarter " | ..... | 0.03 1/2 |
| Pails, 38 1/2 lbs. each | ..... | 1.80 |
| 25 " " | ..... | 1.30 |
| Maple Syrup | | |
| Gallons, 6 to case | ..... | 4.80 |
| 12 " " | ..... | 5.40 |
| Quarts, 24 " " | ..... | 5.40 |
| Pints, 24 " " | ..... | 3.00 |
| Molasses | | |
| New Orleans, medium | ..... | 0.31 0.33 |
| bbls | ..... | 0.29 0.31 |
| Barbadoes, extra fancy | ..... | 0.45 |
| Porto Rico | ..... | 0.45 0.62 |

TEA—The tea market in general is strong. Ceylons are firm with Indians

more so. A few shipments of New Japans have arrived with prices higher than a year ago. Prices on Indian teas have been kept up on account of the London market buying freely. This is because so much has been shipped to the United States during the recent tariff talk.

COFFEE—The same steady demand still exists in the coffee market with few features.

| | | |
|--------------------|-------|-----------|
| Rio, roasted | ..... | 0.13 0.14 |
| Santos, roasted | ..... | 0.15 0.17 |
| Moricao, roasted | ..... | 0.16 0.18 |
| Mocha, roasted | ..... | 0.25 0.28 |
| Java, roasted | ..... | 0.27 0.30 |
| Rio green, roasted | ..... | 0.11 0.12 |

DRIED FRUITS—There is yet a good sale in prunes. This seems to be the case all over Canada. Apricots are moving slowly, while figs are, and have been practically, off the market for some time. Not enough were imported to satisfy the demand. Currants are firm in price but no changes have occurred to the retail trade.

| | | |
|--|-------|----------|
| Prunes | | Per lb. |
| 30 to 40, in 25 lb. boxes | ..... | 0.10 |
| 40 to 50 " " " | ..... | 0.09 |
| 50 to 60 " " " | ..... | 0.08 |
| 60 to 70 " " " | ..... | 0.07 1/2 |
| 70 to 80 " " " | ..... | 0.07 |
| 80 to 90 " " " | ..... | 0.06 1/2 |
| 90 to 100 " " " | ..... | 0.06 |
| Same fruit in 50 lb. boxes 1 cent less | ..... |  |

| | | |
|----------------------|-------|------|
| Apricots | | |
| Standard | ..... | 0.13 |
| Choice, 25 lb. boxes | ..... | 0.14 |
| Fancy, " " | ..... | 0.15 |

| | | |
|--------------------------|-------|-----------|
| Candied and Dried, Peels | | |
| Lemon | ..... | 0.10 0.11 |
| Orange | ..... | 0.10 0.12 |

| | | |
|-----------------|-------|---------------|
| Figs | | |
| Elemes, per lb. | ..... | 0.08 0.10 |
| Tapnets, " " | ..... | 0.03 0.04 |
| Bag figs | ..... | 0.03 0.04 |
| Dried peaches | ..... | 0.08 0.08 1/2 |
| Dried apples | ..... | 0.07 1/2 |

| | | |
|---------------|-------|-------------------|
| Currants | ..... | 0.06 1/2 0.07 |
| Fine Filtrats | ..... | 0.08 1/2 0.08 1/2 |
| Patras | ..... | 0.08 1/2 0.08 1/2 |

| | | |
|------------------------------|-------|-------------------|
| Unbleached 1c. less | | |
| Raisins | | |
| Sultana | ..... | 0.07 1/2 0.09 |
| fancy | ..... | 0.11 0.12 1/2 |
| extra fancy | ..... | 0.14 0.15 |
| Valencias | ..... | 0.05 1/2 0.05 1/2 |
| Seeded, 1 lb. packets, fancy | ..... | 0.08 |
| 16 oz. packets, choice | ..... | 0.08 |
| 12 oz. " " | ..... | 0.07 |

Some Interesting Ontario Grocery Correspondence

Perth Stores Selling Beans by Weight Only — A Fruit Merchant not a Grocer—Bracebridge Dead-beats Being Eliminated —Grocers' Association in Hamilton Shows Daylight Fireworks —Wide Range of Fruit ars Sold in Peterboro.

HAMILTON.

Aug. 4.—Grocery travelers have disappeared as if the earth had opened out and swallowed them up. The grocers will have a rest from the blandishments of the guileless traveler. But the "Hello Girl" will be working full time. The grocers hope they will have a good time, and come back with good, broad smiles.

Wholesale houses report July business large, with collections good, and profits in better shape.

As an aftermath of the annual picnic, the grocers gave an exhibition in Dundurn Park on Wednesday of last week, of daylight fireworks—the first time shown in Ontario. These were taken to the Falls to use at the picnic, but the wet weather would not permit their

| | | |
|----------------|-------|----------|
| Dates | | |
| Halloweese | ..... | 0.05 1/2 |
| Sairs | ..... | 0.05 |
| Fards choicest | ..... | 0.08 |
| choice | ..... | 0.07 1/2 |

NUTS—As previously pointed out there is little business in nuts with the exception of shelled almonds and walnuts.

| | | |
|---------------------|-------|-----------|
| Almonds, Formigetta | ..... | 0.12 1/2 |
| Tarragona | ..... | 0.13 |
| shelled | ..... | 0.33 0.35 |
| Walnuts, Grenoble | ..... | 0.14 |
| Bordeaux | ..... | 0.11 |
| Marbots | ..... | 0.12 |
| shelled | ..... | 0.26 |
| Filberts | ..... | 0.12 |
| Pecans | ..... | 0.16 0.18 |
| Brazils | ..... | 0.15 |
| Peanuts | ..... | 0.10 0.12 |

SPICES—This market shows no features this week. Some peppers are a shade higher on primary market.

| | | |
|------------------------------|-------|-----------|
| Peppers, black, pure | ..... | 0.14 0.20 |
| white, pure | ..... | 0.20 0.25 |
| whole, black | ..... | 0.15 |
| whole, white | ..... | 0.22 |
| Ginger | ..... | 0.18 0.25 |
| Cinnamon | ..... | 0.25 0.40 |
| Nutmeg | ..... | 0.20 0.30 |
| Cloves, whole | ..... | 0.25 0.35 |
| Cream of tartar | ..... | 0.22 0.25 |
| Allspice | ..... | 0.14 0.16 |
| whole | ..... | 0.14 0.16 |
| Mace, ground | ..... | 0.75 0.80 |
| Mixed pickling spices, whole | ..... | 0.15 0.16 |
| Cassia, whole | ..... | 0.20 0.25 |

RICE AND TAPIOCA—Nothing unusual is noted in this market. Offerings of cheaper grades of tapioca are attracting attention.

| | | |
|---|-------|-------------------|
| Rice, stand. B | | Per lb. |
| Standard B from mills, 500 lbs. or over, f.o.b. | ..... | 0.03 1/2 |
| Montreal | ..... | 2.85 |
| Rangoon | ..... | 0.03 1/2 0.03 1/2 |
| Patna | ..... | 0.05 1/2 0.05 1/2 |
| Japan | ..... | 0.05 1/2 0.05 1/2 |
| Java | ..... | 0.06 0.07 |
| Sago | ..... | 0.05 0.06 |
| Seed tapioca | ..... | 0.05 0.06 |
| Tapioca, medium pearl | ..... | 0.04 1/2 |

BEANS—Prices are now around \$2.35 to \$2.40 for beans and buyers are more willing to pay them than some time ago. They apparently know that stocks are scarce.

EVAPORATED APPLES—Small stocks in evaporated apples cause firmer prices, the local figure being 8 cents which indicates a slight advance from last week.

ascendancy. The event was witnessed by about 15,000 people. After the exhibition the grocers treated the children to ice cream and candies, and of course, were voted to be good fellows.

There was great rejoicing here on Saturday, when a wireless message informed Hamilton, that our own and only Bay Hill had been elected president of the Drummers' Snack Club. It has long been known that Bay was looking for Snacks, but to get right up to the top in the Drummers' Club was more than the people here were prepared for.

PETERBORO.

August 4.—Harry Bradshaw, since opening his store at the corner of Charlotte and Downie Streets, has been do-

ing a successful business. His experience has been broad and this combined with enthusiasm and clear judgment are factors in extending his business.

White & Gillespie have an interesting window this week expressive of summer and one of its greatest pleasures—camping. Walter Fitzgerald has effected a pronounced realism in his idea. The scene represents a camp beside a stream with trees around and the inevitable basket with its dainty outing lunch—an absolute necessity after four or five hours in the healthy free air. The window has attracted favorable attention and after dark the effect is enhanced by a colored light carefully hid but illuminating the scene with a soft hue.

Grocers are presenting their customers with a wider range of preserve jars. The variety is very marked this year and the gem jar or sealer is meeting with keen competition. Peter Connal & Son, recently had a window display of preserve jars of the several kinds now on the market and the variation in design was quite noticeable.

Peterboro grocers, generally speaking, are not heavy users of printer's ink. E. F. Mann Co., J. R. Bell, White & Gillespie, and R. A. Dutton are the most consistent advertizers.

W. J. Byers, who conducts a grocery store outside the city limits at what is known as Byersville, reports a successful business since he opened his place to the public a little more than a year ago. He has had occasion to enlarge his first premises and has now a large list of customers. His motto he states is to handle only the best in every line and thus provide against complaints against the quality of his goods. "There can be no two prices following such lines and satisfaction is guaranteed. The average buyer demands good quality and if they begin to feel that you have only the best on your shelves, they will be inclined to come back, whereas a poorer quality would probably deprive you of a good customer." Mr. Byers states that he will endeavor to follow up this principle, as so far it has proved a good one from every standpoint.

LONDON.

Aug. 4. — Business continues fair throughout Western Ontario. Travelers entered on their annual holidays on Monday. For two weeks wholesalers' trade will be confined to filling mail, telephone and telegraph orders.

The feature of the week in the grocery trade was the advance of five cents per hundredweight in all refined sugars. Raws continue very firm, and the expectation is they will advance. All classes of teas are very firm.

According to a statement made by the manager of the Canadian Packing Company, pork prices are higher at present than ever before known in Canada, having within the last few months advanced fully 25 per cent. Many factories are running short time owing to their inability to secure the necessary hogs. "Farmers are not raising them," he told an interviewer.

A. J. McGuffin, the north end grocer, is just now displaying in his store a magnificent piece of silverware, which he and three other Londoners are justly

proud of. How it comes in its present quarters is worth explaining. "Mae" is an enthusiastic bowler and member of the Thistle Club. The rink for which he plays lead, entered the contest for the Labatt trophy. Enough said. "Joe" wears his honors modestly enough, and gives all the credit to the other three men. J. D. Tytler, grocery broker and agent for Frederick Dane, Toronto, won first in the doubles. Jim McDougall, another grocery man, and thrice winner of the trophy, failed, probably owing to advancing years, to give his customary good account of himself.

President Ed. Ryan of the Retail Grocers' Association, is an unusually busy man just now. He is president of the Irish Benevolent Society, famous for its big annual picnics, and, besides, his usual business duties, is devoting considerable time to make this year's outing, which is to be held on Aug. 12, as big a success as any of its predecessors. Ed. is equal to the occasion.

M. J. Lahey, grocer, corner Richmond and Kent Streets, has made an assignment. He has been in business less than a year.

A. J. Lyons, grocer, Hamilton Road, is selling out. F. L. Ross, who formerly conducted the business, is understood to be the purchaser.

CHATHAM.

August 4.—Arrangements for the Merchants' Picnic, to be held on Aug. 26, are progressing splendidly. The various committees are actively at work, and both merchants and clerks are working unitedly for the success of the big outing. With the possible exception of some of the dry goods stores, every establishment in the city will close at noon on Picnic Day.

Raspberries are still hanging on, and the price is lower than when local berries were most plentiful. Though the local season was cut short by drought, the Lake Erie shore region got plenty of rain at the critical moment, and berries from that section are still coming in. The price is 10c a box, \$2.25 a crate.

Butter at 25c and eggs at 20c, were features of Saturday's market, and grocer's prices for the former on Saturday eventually went up to the market figure. On the contrary, the tendency of meat prices is slightly downward, though live hogs last week sold as high as \$8.25 per cwt. A drop of 25c to 50c in hogs is predicted by local dealers.

Wilfred McCorvie, of John McCorvie & Son, writes home from Seattle, under date of July 25, that he has had an enjoyable trip through the west, and is delighted with the Exposition.

Herbert Malcolmson, of H. Malcolmson's grocery, is spending three or four weeks in Montreal and vicinity.

Early apples, "of a kind," are commencing to come in, and, despite their defects, sell rapidly at from 20c to 40c a peck, 30c being the ruling price.

According to Magistrate Houston, in his judgment on the case brought against Gaspare Favata for purchasing on the market before 10 o'clock, a fruit merchant is not a grocer, and hence fruit merchants cannot be excluded from public markets. The statute expressly names grocers, butchers, hucksters and runners as within the scope of municipal by-laws; and the prosecution in the recent case tried, but without avail, to bring Favata within the by-law by citing him as a "grocer." Favata also pleaded, and his plea was upheld, that he had purchased only for his own household. The magistrate's finding on the first plea may be of interest in other municipalities where similar by-laws have been enacted.

There has been a considerable growth in the number of grocer advertisers in this city during the past two years. In 1907 there were but five grocers who used newspaper space. Not only are all five of them still using it, but there are several additions. The list now includes H. Malcolmson, W. Anderson, Bradley & Son, John McConnell, the King Edward Grocery (these are the original five), and D. J. O'Keefe, Burnie & Co., J. H. Kadowell, Jas. A. Mackness, H. A. Andrew, John McCorvie & Son and R. Reaume. Mr. Malcolmson, who is the pioneer advertiser, declares frankly that he would not like to try the experiment of doing without it. "While it is hard to trace sales to advertising, the people undoubtedly read our ads," he remarked the other day, adding that he advertised for the simple reason that it paid.

The announcement that Bracebridge merchants are endeavoring to put a stop to the ticket selling and kindred nuisances in that town will be received with a sympathetic fellow feeling locally, where a similar anti-ticket-selling campaign on the part of the merchants has been crowned with a good measure of success.

W. J. Cain, Port Lambton, announces his grocery and general store for sale. Grocer — Correspondence

LINDSAY.

W. Bell, one of the members of the town fire brigade, who was seriously injured some months ago while attending a fire, can be found back behind the counter again in A. L. Campbell's grocery store. His many friends and the large number of customers are pleased to see him shaking the sugar once more.

TRADE NOTES.

R. J. Sharpe, Montreal, was in Quebec this week, selling White Dove specialties.

J. C. Beauchamps, of Dignar, Ltd., Montreal, leaves shortly on a business trip to the Pacific Coast.

Every order sent in an envelope to a catalogue house takes just that much away from the value of the soil of the farmer's farm.

Current Business Happings in Western Canada

Another Co-Operative Association Fails—Chilliwack Merchant Establishes Cash System—Important Markets in Edmonton.

VANCOUVER, B.C.

Aug. 3.—With a good and constant market offering, the wonder has been why someone did not start before to raise hothouse vegetables for spring and early summer use. The Royal Greenhouses, of this city, are now in the field, and in putting tomatoes on the market this week have brought down the price very materially. The Victoria tomatoes have held place so far, the price starting at \$4.50, and latterly was down to \$3.75 for a box of 20 pounds. The Royal Greenhouses, which are supplying the trade direct, quoted \$2. A reduction to \$3.25 was made to meet this, and now it is announced that the \$2 price will be met. The Royal Greenhouses state that they are making money even at this figure, and that they will be producing not only tomatoes, but lettuce, cucumbers, etc., next winter. The hothouses are located at Magee, on the Lulu Island electric line in the suburbs of the city.

Reliable information concerning the crops was given The Grocer by Thos. Cunningham, inspector of fruit pests, who has returned from a week's business trip to the Chilliwack Valley. Oats, hay, potatoes and root crops are all very good, in fact the best he has seen. Apples, however, will be lighter than for many years; pears will be two-thirds of a crop, the Bartletts being better than other varieties; Italian prunes, full crop. Mr. Cunningham says he is particularly interested in this fruit, since he introduced it into British Columbia. It has been found to be a certain bearer and profitable.

While this season has been backward and rain has come more frequently than in former years, a beneficial peculiarity is noticed in that several of the pestiferous insects are decidedly in the minority. For instance, mosquitos, usually very numerous in rural sections, are few, and caterpillars, which last year were a pest in some portions of the province, all died young. They were attacked by a fungus disease and also by the tyndid parasite. But the best of all is the absence of the hop flea beetle. This destructive pest last year did \$150,000 damage to the hops in Chilliwack and Agassiz districts, and few of the standard insecticides were found to have any effect. This year, however, there are none to be found, and Mr. Parker, who came up from the agricultural college, of Berkely, California, to study the beetle, cannot find enough to experiment with. The crop of hops will be large this year.

Eighteen carloads of Virginia leaf tobacco, put up in huge casks, are here and will be shipped to Japan by the American Tobacco Trust. Previously, large consignments of American cigar-

ettes were shipped to Japan, but the import duty was raised so high that now the Japanese merchants are importing the leaf, and manufacturing the cigarettes in their own country.

The Moyie, B.C., Rochdale Co-operative Association has been obliged to close its doors, as it has not been found to be a paying venture. It was opened in February, 1908, and supported by the workmen of that town.

W. G. Lillie, of Chilliwack, B.C., announces that on and after August 1, he will conduct his business on a strictly cash basis. He says: "To make this unqualified announcement in a community where credit has been so indiscriminately granted for so long a time requires a small amount of courage, and I realize that for a time at least sales may fall off. I have studied the whole situation carefully, and I am positive that the saving effected by cash buying will more than convince the most prejudiced credit man in favor of the new system."

EDMONTON.

August 3.—The carpenters' strike, one of the chief reasons for the quietness in business in general in the city for the last six weeks or so, is at last settled.

There is every indication of a bumper crop this year in this section of the west, which makes everybody happy. If the almost ideal conditions of the past three weeks continues harvest will be under way within a period of five or six weeks and another wave of exceptional prosperity will be experienced in Western Canada.

Good offerings of cattle and hogs are reported from the packing houses. Grass fed steers are not yet on the market so no prime beefs are available. Hogs are steady at the quotations which have been ruling for several weeks showing that a steady market is being maintained.

Old potatoes are about off the market. New potatoes are selling at 5 cents per lb., 6 lbs. for 25 cents. New green peas are selling at four pounds for a quarter, beets and carrots 5 cents a bunch, new onions, three bunches for 10 cents.

Chas. Hall is in his new store, a brick building built on the site of his old premises. He has a nicely furnished ice cream parlor in connection with his grocery, fruit and confectionery business.

Murray & Macdougall, who have for the last year or so, been conducting a grocery business on the corner of 6th and Athabasca Ave., have dissolved partnership. The business is to continue under the name of A. Macdougall.

On Monday, July 26th, B.C. granulated and Raymond beet sugars advanced 5 cents per cwt.

EDMONTON MARKETS

| | | |
|---|-------|------|
| Sugar | | |
| B.C. granulated | ..... | 5 54 |
| Raymond beet | ..... | 5 44 |
| Raisins | | |
| Valencia, per 23 lb. box | ..... | 2 20 |
| California 3-crown Muscatels, per lb. in 50 lb. box | ..... | 0 06 |
| Seeded, 12 oz. package | ..... | 0 07 |
| California prunes, 90-100, per lb. | ..... | 0 05 |
| (i.e. rise on a size) | | |

| | | |
|--|-------|------|
| Currants, cleaned, in bulk, per lb. | ..... | 0 07 |
| " " 1 lb. cartons | ..... | 0 08 |
| Peaches, evaporated, per lb. | ..... | 0 07 |
| Appricots, per lb. | ..... | 0 12 |
| Dates, Hallowi, per lb., in 30 lb. cases | ..... | 0 07 |
| Maple sugar, per lb. | ..... | 0 11 |
| Flour | | |
| Capitol Brand, 98 lb. sack | ..... | 3 25 |
| White Rose, 98 lb. sack | ..... | 3 25 |
| Royal Household, 98 lb. sack | ..... | 3 45 |
| White Rose, 98 lb. sack | ..... | 3 45 |
| Beans, prime Ontario | ..... | 2 70 |
| Rice, best grade Japan, 50 lb. sacks | ..... | 0 04 |
| Tapioca | ..... | 0 05 |
| Evaporated apples, 50 lb. boxes | ..... | 0 08 |
| Butter, per lb. | ..... | 0 16 |
| Eggs, per dozen | ..... | 0 23 |
| Canned salmon, 4 doz. case | ..... | 4 00 |
| " peas, standard, case | ..... | 1 90 |
| " tomatoes, 3 s | ..... | 2 50 |
| " corn | ..... | 2 00 |
| " apples, 3 s | ..... | 2 50 |
| " gallons | ..... | 1 60 |
| " strawberries, 2 s | ..... | 4 00 |
| " gallons | ..... | 3 80 |
| " raspberries, 2 s | ..... | 4 00 |
| " gallons | ..... | 3 80 |

WINNIPEG.

Aug. 3.—The secretary of the Board of Control for the city is calling for tenders for the supply of groceries to the Isolation hospital from July 27, 1909 until April 30, 1910. Each tender must be accompanied by a cheque or cash deposit for a sum equal to 5 per cent. of total amount of tender.

Local grocers are interested in the agitation which has recently been inaugurated regarding the improvement of rural roads in Manitoba. A daily paper, published in this province, recently stated that there are not fifteen miles of real good roads in Manitoba. This may be slightly over-drawn, but the fact remains that those who live in rural districts find it difficult to maintain a regular trade with the merchants owing to the bad condition of the public highways. The grocers in the towns and cities of the province are much in need of farm produce, such as eggs and vegetables which the farmers do not take pains to supply owing to the lack of facilities. In Ontario farmers are not seriously inconvenienced in driving twenty miles in order to land their produce, because the roads are in a comparatively good condition.

Charles H. Webster, secretary of the Calgary Board of Trade, was in Winnipeg a few days ago, in order that he might add the prestige of the Calgary board to the idea of a world's fair in this city in 1912. He said Calgary always benefited by Winnipeg's development.

R. B. Scott, who for twenty-eight years conducted a general store in Dominion City, Manitoba, died in that town on July 20. Mr. Scott was known in Winnipeg, and highly respected as a business man.

A. V. Darby, for the past five years warehouse foreman for the Winnipeg wholesale house of Foley Bros. and Larson, left for Fort William on July 24 to take charge of the wholesale warehouse of Cameron & Heap.

G. W. Robertson, who for the past two years has been a clerk in the store of J. G. Hargrave & Co., left on the first of August to manage the grocery business of A. MacDonald, on Portage avenue.

THE CANADIAN GROCER

MANITOBA MARKETS

Corrected by Telegraph.

Pointers :-

Advances.—Icing, powdered and lump sugar; dried peaches.

New Goods.—Apricots and Middlesex pears.

Declines.—Sultana raisins; canned gooseberries and lawtonberries.

Winnipeg, Aug. 5, 1909.

Wholesale houses report good business done by travelers throughout the country. At this season of the year the prices are usually in an unsettled condition, due largely to the increasing income of new fruits. In order to keep stocks of other goods under control prices are often reduced, each jobber setting his own price. This is the condition at present. In speaking to a traveler who has spent three weeks in southern Manitoba, the writer was amazed at the extensive orders taken for prunes alone. Merchants are stocking this popular commodity in extra large quantities, preparatory for the increased trade when harvesting and threshing begins. Merchants are buying freely in many lines, being influenced to do so by the unsurpassed prospect for an abundant wheat yield.

The local retail trade is active but limited more or less to a few lines, the fresh fruits being the best line of trade. Many customers are out of the city and efforts are being made to attract the transient trade. On the whole the grocery business in the west is in a much better condition than one year ago. Buying is freer and collections are heavier. It is also noticed that each year sees the retailer in the more remote parts of the country, ordering an increased variety of goods.

SUGAR—Sales have been very heavy. Domestic preserving has been much more extensive than last year, which indicates that fruits have had a better market than formerly. The following prices are firm at present.

| | |
|--|------|
| Montreal and B.C. granulated, in bbls. | 5 15 |
| " " in sacks | 5 20 |
| " " yellow, in bbls. | 4 75 |
| " " in sacks | 4 70 |
| Bar sugar | 5 55 |
| Icing sugar, in bbls. | 5 70 |
| " " in boxes | 5 95 |
| " " in small quantities | 6 00 |
| Powdered sugar, in bbls. | 5 55 |
| " " in boxes | 5 75 |
| " " in small quantities | 6 25 |
| Lump, hard, in bbls. | 5 95 |
| " " in 1-bbls. | 6 05 |
| " " in 100-lb. cases | 6 05 |

SYRUP AND MOLASSES—Syrup is moving very freely. It is a popular table product in rural sections. We quote an advance in Crown brand.

| | |
|--|------|
| Syrup "Crown Brand," 2-lb. tins, per 2 doz. case | 3 70 |
| " " 5-lb. tins, per 1 " " | 2 75 |
| " " 10-lb. tins, per 1 " " | 2 40 |
| " " 2-lb. tins, per 1 " " | 2 45 |
| " " 1 barrel, per lb. | 0 03 |
| " " Sugar Syrup, per lb. | 0 03 |
| Beehive Brand, 2-lb. tins, per 2 doz. case | 3 10 |
| " " 5 " " 1 " " | 3 00 |
| " " 10 " " 1 " " | 3 30 |
| " " 20 " " 1 " " | 3 20 |
| Barbadoes molasses in 1/2 bbls., per gal. | 0 49 |
| Porto Rico molasses in 1/2 bbls., per gal. | 0 60 |
| Gingerbread molasses, 1/2 bbls., per gal. | 0 40 |
| New Orleans molasses, 1/2 bbls., per gal. | 0 36 |

FOREIGN DRIED FRUIT—The demand is strong for prunes, peaches and apricots. The prices of peaches and apricots are advanced and prunes are firm.

MAPLE PRODUCTS—We have been quoting bush prices until the present. The following are the wholesale prices. The market has been weak for some time.

| | |
|--|------|
| Sugar, per lb. | 0 13 |
| Syrup, gallons, 1 doz. to case, per case | 9 60 |
| " " 1 doz. to case, " " | 5 35 |
| " " 2 doz. to case, " " | 2 85 |

POT AND PEARL BARLEY—The market is weaker, but no change can be recorded in prices.

| | |
|------------------------|------|
| Pot barley, per sack | 2 70 |
| Pearl barley, per sack | 3 00 |
| " " per 1/2 sack | 2 05 |

QUAKER OATS—The breakfast food trade is good in larger centres. The following prices prevail.

| | |
|-------------------------------------|------|
| Family size | 5 00 |
| Quaker oats, 36 packages | 3 50 |
| Quaker toasted cornflakes, 24 pkgs. | 2 00 |
| Pettijohn breakfast food, 18 pkgs. | 2 25 |
| Puffed rice in bbls., per lb. | 0 22 |

ROLLED OATS—It is not expected that they will advance beyond this price. Manufacturers were not successful in inflating the price a few weeks ago.

| | |
|--|------|
| Rolled oats, 80 lb. sacks, per 80 lbs. | 2 40 |
| " " 40 " " 80 " | 2 45 |
| " " 20 " " 80 " | 2 50 |
| " " 8 " " 80 " | 2 85 |

NUTS—Wholesalers are gratified with the way the trade in nuts keeps up. Almonds are selling well. These prices prevail generally.

| | |
|------------------------------------|------|
| Shelled Walnuts, in boxes, per lb. | 0 23 |
| " " small lots, per lb. | 0 24 |
| " " Almonds, in boxes, per lb. | 0 27 |
| " " small lots, per lb. | 0 28 |

CORNMEAL—The market is weaker than it has been for many months. We quote the 1/2 sacks at \$1.07 this week. Some wholesalers have reduced the price per sack.

| | |
|-------------------------|------|
| Cornmeal, per sack | 2 10 |
| " " per 1/2 sack | 1 07 |
| " " per bale (10, 10's) | 2 40 |

HONEY—There is no new honey on the market but it will soon arrive. We quote wholesale prices in small quantities.

| | |
|---------------------------------|------|
| Honey, 2-lb. tins, per tin | 0 33 |
| " " 1-lb. glass jars, per dozen | 0 70 |
| " " " | 2 35 |

BEANS—A decline of 10c. per bushel is reported. They are still scarce but the demand is weak.

| | |
|--------------------------|------|
| 3-lb. picker, per bushel | 2 60 |
| Prime white, per bushel | 2 50 |

FRESH FRUITS AND VEGETABLES—The demand is strong for all lines. Wholesalers are not handling many vegetables since the local grown is handled direct by the retailers.

| | |
|---------------------------------|-----------|
| Celery, Florida, per doz. | 1 25 |
| Tomatoes, Florida, per case | 3 75 |
| Lettuce, per doz. | 0 25 |
| Radishes, per doz. | 0 25 |
| Parsley, per doz. | 0 30 |
| Oranges, per box | 3 00 4 00 |
| Lemons, " " | 5 50 6 50 |
| Bananas, per bunch | 2 50 3 50 |
| Strawberries, per case, 24 qts. | 3 00 4 00 |
| Pineapples, per crate | 3 60 |
| Apples, Black Arkansas | 3 50 |
| Rhubarb, per box | 2 00 |
| Watermelons, per dozen | 5 00 |
| Plums, per crate | 1 90 |
| Pears, per crate | 3 50 |
| Peaches, per crate | 1 75 |
| Apricots, per crate | 1 75 2 00 |

CANNED GOODS—Trade is good in several lines. Gooseberries are reduced in many quarters. They have not moved well for some time. We also mark down lawtonberries.

Apples and pineapples are selling well and prices are firm.

| | |
|--|------|
| Apples, gallons, per case of 1 dozen | 1 40 |
| " " 3s, per case of 2 dozen | 2 34 |
| Apricots, 2s, Rose brand, per case of 2 dozen | 4 1- |
| Blueberries, 2s, Loggie's, per case of 2 dozen | 2 00 |
| Cherries, red, 2s, pitted, per case of 2 dozen | 4 08 |
| " " white, 2s, pitted, per case of 2 dozen | 4 28 |
| Pre-case of 2 dozen | |
| Gooseberries, 2s | 4 00 |
| Lawtonberries, 2s | 3 75 |
| Peaches, 2s, yellow | 4 08 |
| " " " | 5 44 |
| " " Pie, 3s | 3 24 |
| Pears, 2s, Bartlett, heavy syrup | 3 98 |
| " " 2s, Flemish Beauty | 3 58 |

| | |
|---------------------------------|------|
| Pineapple, 2s, grated | 3 80 |
| " " 1s, sliced, case of 4 dozen | 3 20 |
| " " 2s, " " " " " " | 5 00 |
| " " 1s, whole, case of 4 dozen | 3 05 |

| | |
|----------------------|------|
| Plums, 2s, Damsons | 2 00 |
| " " 2s, Green Gage | 2 98 |
| " " 2s, Lombard | 2 00 |
| Raspberries, 2s, red | 4 08 |
| Strawberries, 2s | 3 00 |

MEATS—The market is in a weak condition just now. The following prices prevail as standards.

| | |
|---|------|
| Clark's 1 lb. pork and beans, plain, per case | 2 90 |
| " " 2 " " " " " " | 2 48 |
| " " 3 " " " " " " | 3 07 |
| " " 1 " " tomato sauce, per case | 2 95 |
| " " 2 " " " " " " | 2 48 |
| " " 3 " " " " " " | 3 07 |
| " " 1 " " Chili " " " " | 2 95 |
| " " 2 " " " " " " | 2 48 |
| " " 3 " " " " " " | 3 07 |
| Soups, per doz | 1 20 |
| Corned beef " " 2s per doz | 2 70 |
| " " " " 1s per doz | 1 50 |
| Roast beef, 1s, per doz | 1 50 |
| " " 2s, " " " " | 2 70 |
| Potted meats, 1s, per doz | 0 55 |
| Veal loaf, 1 lb., per doz | 1 25 |
| " " 1 lb., " " " " | 2 35 |
| Ham loaf, 1 lb., " " " " | 1 25 |
| " " 2 lb., " " " " | 2 35 |
| Chicken loaf, 1 lb., " " " " | 1 25 |
| " " 1 lb., " " " " | 3 50 |
| Lunch tongue, 1s, per doz | 3 30 |
| Sliced smoked beef, 1 lb. tins, per doz | 1 55 |
| " " 1 lb. tins, " " " " | 2 65 |
| " " 1 lb. glass, " " " " | 2 45 |
| English brawn, 1s, per dozen | 1 60 |
| " " 2s, " " " " | 2 75 |
| Cambridge sausage, 1s, per dozen | 1 85 |
| " " 2s, " " " " | 3 15 |
| Geneva sausage, 1s, per dozen | 2 00 |
| " " 2s, " " " " | 3 65 |
| Boneless pig's feet, 1s, per dozen | 1 65 |
| Lunch tongue, 1s, per dozen | 2 75 |
| " " 2s, " " " " | 6 60 |
| Paragon ox tongue, 1s, per dozen | 7 35 |

BUTTER—Jobbers are asking 25c. per pound for creamery fresh churned bricks. Dairy is selling for 16c. per pound in tubs.

EGGS—There are many stale eggs on the market and prices are somewhat reduced. Guaranteed eggs are jobbing for 20c. per doz.

PERSONAL NOTES.

W. H. Millman has returned to Toronto after an extended trip through Western Canada and the Western United States.

W. D. Martin, traveler for the Stratford Wholesale Grocery Co., Stratford, Ont., spent a few days this week in Toronto and included among his visits one to the office of The Canadian Grocer.

A. R. Whitemore, with Salada Tea, has returned from a four months' health and pleasure trip to the Barbadoes, coast of Africa, England, Scotland, Norway and other places. He just added 15 lbs. —that was all.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

The sale of Wilson's Fly Pads up to July 4, of this year, was greater than for the whole of last season.

ACCOUNTS COLLECTED.

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver.

FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price + valuation, about \$3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS FOR SALE—Going at cost, about \$800; terms if required. James Brooks, Merchants Bank Building, Vancouver. (35)

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Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

MR. MERCHANT—

Do you want to add to your profit?
Then don't overlook the two best sellers
on earth:

White Swan Soap

AND

White Swan Wash- ing Powder

WRITE FOR PARTICULARS

British Columbia Soap Works
VICTORIA VANCOUVER CALGARY

**VICTORIA
FRUIT GROWERS' ASSOCIATION**
are the largest packers and shippers of
first-class Fruits of all kinds in British
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OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS., - VICTORIA

ALEXANDER MARSHALL
Wholesale Merchandise Broker
VANCOUVER
Representing: Lever Bros., Ltd.; Postum Cereal
Co., Ltd.; Charlottetown Condensed Milk Co.

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Open for a few more good agencies. We get results.
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Manufacturers' Agents and Wholesale Commission
Agents
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Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.

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COFFEE CO.**
MANUFACTURERS
Coffees, Teas, Spices, Etc.
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THE CANADIAN GROCER
British Columbia Office at Room 15, Hartney Chambers,
Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

The Toronto Fruit and Produce Men Make Merry

First Picnic a Huge Success—Fruit Galore—Exciting Baseball and Polo Games—Some Representative Grocers Present — Dancing and Boating for the Grown-ups; Candies and Games for the Youngsters—Glad to Be Home Again.

Toronto, Aug. 4.—The families and friends of the members of the Toronto Fruit and Produce Assn. to the number of nearly 700 went by special train to Beaverton on Civic Holiday, Monday, Aug. 2, where a picnic was held in Victoria Park, on the shore of Lake Simcoe. From the moment the train left the station here until its arrival back in the evening, there was "something doing."

Every firm in the association was represented at the excursion and all had donated something either in the way of prizes or for the comfort and convenience of the picnickers. Fruit was freely distributed on the way up and back, and at Beaverton station there was a big representation of the native small boy to help carry Art. McBride's watermelons, and incidentally help himself when nobody was looking. J. J. Ryan was glowingly telling a group of grocers what fine potatoes were grown in the country they were to visit, as the train sped through the Don Valley.

Tom Vance acted as advance guard. He went up on Saturday to see that things were arranged properly, and he certainly had things looking fine when the crowd reached the town. Dave Spence acted as policeman on the way up, and prevented the children falling off the car platforms. J. J. McCabe and Herb. Peters smiled on everyone, and even on the holiday were looking for business.

Arrived at the picnic grounds tables were set in the grove and soon there was a clatter of dishes and a disappearance of eatables set to the music of a good orchestra. A baseball game between the married and single fruit men opened proceedings in the afternoon, and this was followed by a series of races for ladies, boys, girls and smaller children, every one of whom won a prize.

Baseball Contests.

The baseball games (there was a second one between the fruit and produce men) excited the curiosity of the natives and stirred up the enthusiasm of the excursionists. The married men badly beat the bachelors by 8 to 2, in spite of Fred Kimpton's boast, which induced his father to put up six bucks on the losers. Much of the success of the benedicts is due to the "rooting" of Art. McBride. The second game went to the produce men—7 to 4. J. W. Sanderson umpired both games. It is said he left on the Cobalt train afterwards, and is now roaming the wilds of northern Ontario. Anyway he didn't come back with the excursionists. A feature of this game was the splendid catch of a fly made by Charlie Dawson, who performed a double play on the trick. He is herewith recommended to Manager Kelly of the Toronto team as a centre fielder.

Another interesting event was the water polo match played about a mile out in the lake between Charlie Kimpton's eight and Tom Vance's double quartette. Tom won, but we haven't heard the score. Charlie says some assassin struck him a foul blow below the belt thus spoiling his chances to win. He is looking for the would-be murderer, and also for the ball which was lost in the melee. He will make another trip to Beaverton to search for it. Of course it need hardly be said the players were all expert swimmers—standing on good soil. However, it is well they played out so far as some of the bathing suits looked a trifle above sea level. Each of the polo players was presented with a necktie for amusing the crowd, and the winners had a pair of suspenders thrown in Charlie intends tying up to land sports in future.

The races were hotly contested and much fun was evoked by the coat race in which the runners had to pick a young lady to turn the coat inside out and then button it up the back of the victim, but who was the winner, Mr. Thorpe? and did Geo. Stronach have the race run over again?

The Wily Editor.

The grocers' deputation consisting of Billy Snow, Frank Johnston, Dave Radcliffe and Tom Scott walked into the town to see the sights and while there called on the editor of the Beaverton Bugle. "Could I have a glass of ice water," said one of the quartette, who forbids the publication of his name. "You could not," drawled the editor as he lit his pipe. "And why not?" "Well, because there don't happen to be any ice water here. Last week I read that ice water stopped circulation and I ain't running any chances."

Supper brought relief to a number of the tired competitors, and dancing gave enjoyment to the young people. After that came the distribution of prizes (and peanuts) and then the usual race for the train by those who made sure nothing was left behind. Among the latter was Dave Spence, who tried hard to hold the train until 9 o'clock, although Charlie Kimpton and the great majority said 8 was late enough.

The train made a quick run in and everybody was "home and in peaceful sleep" as per program by 11 o'clock. Not a single accident or untoward incident spoiled the day, and already next year's outing is being talked about.

Small Fruit.

J. J. McCabe said Herb. Peters was the candy kid; and he really looked the part for the girls were giving him plenty of taffy.

Tom Vance, Charlie Kimpton, Geo. Stronach and Art. McBride looked

after the games, and they looked after them well.

Most of the success of the picnic is due to H. W. Thorpe, chairman, and W. B. Stringer, secretary of the excursion committee.

Umbrellas, cardigan jackets, suspenders and neckties for the men; parasols and handkerchiefs for the ladies; and games, guns, balls and bats for the youngsters, were the prizes.

Every member of the Association was on one or other of the committees.

Charlie Kimpton reports that Johnnie McBride has not yet got to car 8 with the fruit.

Frank Everist took great interest in the ball games. His sons were the battery in both contests.

Fred Kimpton and Lou Everist tied for second place in the 200 yard race. Both said they could have won, but deferred out of respect to the other's feelings.

Gene McMillan did some professional stunts as catcher in the first game.

BISCUIT CO.'S ANNUAL PICNIC.

Montreal, Aug. 4.—The annual picnic of The Montreal Biscuit Co. was held on Saturday last, at Hudson-on-the-Lake. A special train of six cars left Windsor station, Montreal, at 9 a.m., arriving at the beautiful grove on the bank of Lake of Two Mountains an hour later. The employees and families, some 300 in number were met on their arrival by members of the committee, who had everything arranged for the comfort of the visitors. Hot tea and lemonade was provided for all. A first class orchestra supplied music. After an enjoyable day, and before leaving the ground, Jno. Farquharson was given the honors of the day, by a good bouncing, which was much enjoyed by the onlookers, and after three rousing cheers for Mrs. Farquharson, the picnickers wended their way to the train in waiting, and arrived home at 8.30 p.m. The following committee had the arrangements in hand: John Farquharson, president; F. J. Hodgson, E. Hart, Robt. Wilbur, T. J. Potter, M. Farquharson, Miss M. Cherry, treasurer, and J. E. Gagnier, secretary.

A REGRETTED DEMISE.

F. S. Joy, who for some two years was with the MacLean Publishing Co. on subscription work in Ontario and Quebec, passed away last Saturday night at his home in Toronto. Death was due to meningitis. Mr. Joy was a successful and energetic salesman until his health failed him, his work being very commendable. He was a young man, having scarcely passed beyond his teens, and his death at so early an age is much regretted by his many friends.

In the list of wholesale houses whose travelers are on vacation, which appeared in last week's issue of The Grocer, the name of Lumsden Bros. was inadvertently omitted.

Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

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Agents for the Dow Cereal & Milling Co., Pilot Mound, Man.

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Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

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I am Agent for

Lyberopulos Patras,

and offer New Crop.

BARRELS AND HALF CASES.


Write for Prices, Import.

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The Name
GUNNS
 Stands for
QUALITY
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PORK PRODUCTS
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 Our business is being built up—away up—on
QUALITY
GUNNS PACKERS
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There is no Danger
 in buying goods from us.
 Every animal is inspected
 before we get it and all
 goods bear the mark of
GOVERNMENT INSPECTION
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 Pork and Beef Packers,
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The Outing
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 The Coffee
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REINDEER
 CONDENSED
MILK COFFEE SUGAR

Combined. Ready to Use.
 Very convenient for
 Camping Parties.
 Boiling water only needed.
HOW IS YOUR STOCK
 The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard
 Finest Quality. Made from Selected Hogs
 Made under Government inspection.
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 PACKING HOUSE:
FERCUS, - - ONT.
 HEAD OFFICE:
70 and 72 Front St. East, TORONTO

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 " " " "
 " " " "
 Pails, wood, 20
 Pails, tin, 20 lb
 Tubs, 50 lbs. n
 Tierces, 37.5 lbs
 Compound Lard
 Boxes, 50 lbs. n
 Cases, 10 lb. ti
 " " " "
 " " " "
 Pails, wood, 20
 Pails, tin, 20 lb
 Tubs, 50 lbs. n
 Tierces, 37.5 lbs
 Pork
 Heavy Canada sho
 Canada short cut
 Heavy clear pork,
 Heavy clear fat, la
 Heavy flank pork,
 Hatched rolls, 1 lb
 Hatched rolls, 1 lb
 Hatched rolls, 1 lb
 " " " " 200 "
 " " " " 300 "
 " " " " 300 "
 Dry Salt Meats
 Canned bacon, flank
 Long clear bacon, 1
 Long clear bacon, 1
 Hams
 Extra large sizes, 2
 Large sizes, 18 to 2
 Medium sizes, 13 to
 Extra small sizes, 1
 Canned out, rolled, la
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Manitoba Merchants Watching School Book Contract

Definite Steps Towards Reorganization of Retail Merchants' Association—Members From Ontario Address Meeting in Reference to Mail-Order Houses Getting Contract for Supplying the School Books—A Live Subject in Manitoba.

Staff Correspondence.

Winnipeg, Aug. 3.—At a meeting of retail merchants in Winnipeg on July 27, definite steps were taken to organize a retail merchants' association of Western Canada. It will be evident that the matter of organization will necessarily be proceeded with in a careful manner owing to the recent difficulties of the old organization.

There was a general feeling that an organization was absolutely necessary, yet the past failure had the tendency to create suspicion among the various merchants who were involuntarily involved in the old organization. On account of this lack of confidence, which prevailed, it was difficult to assemble a large representation at the meeting called on July 27. Those who were present, however, were extremely enthusiastic in their endeavor to organize, and before the meeting was concluded it was resolved that every effort would be put forth to interest every merchant in Western Canada in an association.

The chairman, W. R. Milton, called for an expression of opinion, regarding the matter of organization and the best methods of procedure. In response to this, John Dyke, a local grocer, who has always been interested in the association, said, that by all means the merchants should organize for the protection of their interests. Notwithstanding the burdens which were thrown upon the old association, owing to the action of the secretary, the association had benefited vastly more than it will cost them to straighten out the affairs.

Nominations for the office of President were called for and resulted in the names of Horace Chevier, A. T. Connell, W. R. Milton and W. T. Delvin, being submitted. Upon motion it was decided not to elect officers until the next meeting, when an attempt will be made to have more merchants present.

It was further moved and seconded and finally carried, that the nominee who received the second highest number of votes would be elected vice-president. Acting Secretary, J. C. Clark was instructed to receive applications for the position of secretary-treasurer, and to report the list of the same at the next meeting.

At this point of the meeting B. W. Zieman, Preston, Ont., president of the R. M. A., and M. Moyer, of Toronto, the treasurer, were introduced to the merchants.

Mr. Zieman stated that the reason he was present was to urge upon the retail merchants of Winnipeg and Manitoba, particularly to join in with the merchants of Ontario and Quebec in forming

a Dominion Association. In outlining the great necessity of a general association, he said that there were questions which come up in various local centres, which are of importance to the merchants of the Dominion as a whole, and which were not thoroughly investigated on account of the lack of prestige in a small organization.

School Book Contract.

He then referred to the school book question in Manitoba as one which needed the co-operative support of all merchants in Canada, irrespective of their line of trade. The Government of Ontario had given the contract to furnish school books to a firm which had tendered for the same at what has been considered less than cost, but they were making up the loss by advantageous advertising. This company, which had been carrying on a departmental and mail order business for years, much to the detriment of the retail trade of Canada, were by this contract given increased impetus to dominate the wholesale and retail business of the Dominion. The fact that this company intended to give a 20 per cent discount to every individual purchaser for cash was an outrage upon the retail bookstore trade of Ontario, where these books could be purchased only at the same price. The speaker then surprised the members present by stating that tenders for the supply of school books in Manitoba were to open on August 2, and that it behoved the retailers of Western Canada to petition the Government not to award the

contract to any corporation which would use the privilege solely to develop a stronger mail-order business, depriving the retail bookseller of a legitimate profit, and encouraging customers from every part of the province to purchase every article required in the home through the mails.

Mr. Zieman's remarks were so clear and forcible that every merchant present appreciated the serious situation of the retail trade should the Eaton Company be allowed to supply school books to the schools of Manitoba.

Warning to Western Merchants.

Mr. Moyer followed Mr. Zieman and at once introduced the question of school books. He said, that as a member of the

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
**Wax-Waterproof
Shoe Polishes**
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

Mi-Linda and Baled Havanas

are the finest Cuban Leaf
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world.

Write for prices

W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season.
Also staves, hoops and heading for
sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

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

BASKETS

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

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

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

The Oakville Basket Co.,
OAKVILLE, ONT.



Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

☞ Cheap and inferior goods never find a place on his shelves.



Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

☞ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Clark's Pork and Beans

have satisfied the people for a great many years, and dealers can easily explain to their customers why they cost a little bit more now than they did before.

*It pays to keep the best goods
and hold the best buyers*

William Clark

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

MONTREAL

OK THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. S. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

THE CANADIAN GROCER

Retail Merchants' Association of Ontario, he came to warn the merchants of Western Canada against the encroachment of such concerns as the large mail-order houses. The T. Eaton Co. had tendered for the school books of Ontario at a lower figure than they cost them, their only object being to educate the people to the system of ordering by mail, and for this purpose their name would be imprinted on every book. Every wholesale house in Canada should become alarmed at the possibility of additional contracts being awarded to this company since the maintenance and development of the retail business meant the maintenance and development of the wholesale business. That the Government should give the contract to a concern which kills the businesses of those men who make the Government is an outrage.

Mr. Moyer said that the Government could not be expected to know the wishes of the people, but that the people should approach the Government. For, it would seem, that the members of parliament would not take such an action if they clearly understood the situation. As an instance of what the Retail Merchants' Association could do, Mr. Moyer cited the instance of the co-operative society bill, which was introduced in the House of Commons and allowed to pass on the grounds that the people were supporting such a bill.

Mr. Moyer was warmly applauded at the conclusion of his address.

W. R. Milton was called away from the meeting, and E. B. Nixon, past president of the Grocers' section of the association, took the chair for the remainder of the evening. In rising to speak in his enthusiastic and forceful way he said, "Gentlemen we have been slow in getting down to business, and the reason for it has been that we have not had clearly outlined before us the needs of an association. These gentlemen of Ontario have just told us that an organization is of dire necessity in order to save the retail business life of this province. We can stop the Government from passing any legislation which will be hurtful to the retail trade. We can stop it by conferring with our own members, and if they will not obey us we will get others at the next election. We must at once incorporate, and the nucleus of the association will be the subject of this evening's discussion, viz., the retail trade vs. the catalogue house. The retail merchants of Manitoba and Western Canada must join hands and become one harmonious whole, that our common interests might be preserved."

It was decided to hold the next meeting on August 4, and an attempt will be made to interest every retail merchant in the province.

Premier Petitioned.

In the meantime, also, the following petition is being circulated among, and signed by merchants throughout the province:—

To the Hon. R. P. Roblin, premier, and members of the Executive for the Province of Manitoba:

Your petitioners humbly show: That the retail business all over the province is convenient and essential to the welfare of the people of Manitoba.

That the retail business is a necessary and legitimate branch of trade.

That during a considerable portion of the year a large section of the people depend on the retail merchants for their support, furnishing them with necessary supplies of every description, frequently on much needed terms of credit, inseparable from the conditions of a new country.

That the departmental store is a development of an unnatural exuberance on the retail business.

That unless this development is stopped, controlled or regulated it will ruin the legitimate retail trade and destroy the business fabric on which the people so largely depend.

That departmental stores pay no taxes outside of the municipality in which they are located.

That the Dominion Government's postal system affords facilities altogether too favorable to the building up of departmental stores.

That a Government contract to supply school books to the children of Manitoba, if given to a departmental store, would be a discrimination in its favor, and against the legitimate retail business; vicious in principle, and destructive to the established channels of trade.

That such a contract would place advertising material and books bearing the imprint of the departmental store in every home in the province where children attend the public schools, and would be an immensely valuable franchise to the departmental store, and correspondingly injurious to the local retail merchants in every branch of business.

That, if for lack of legitimate profit in handling school books, the retail trade throughout the country are forced to give up handling them, and the pupils are unable to procure their books locally, it will upset the whole educational programme at the commencement of the school term.

That the retail trade pays a large share of the taxes of every municipality, and are entitled to protection against unfair competition.

That the influence of the retail trade is substantial and far reaching.

That the retail trade looks to the Government of Manitoba to do it justice, and refuse to consider tenders from departmental stores in awarding the contract for the supply of books for the schools of the province.

And your petitioners will ever pray.

PERSONAL NOTES.

F. J. White, Toronto, accompanied by Mrs. White, is holidaying in Muskoka.

Geo. McKenzie, of Minto Bros., Toronto, is spending his holidays in Chatham and Kincaidine.

The man who does not believe in advertising is like the hermit of the hill, he occupies a little world of his own, but who knows of his existence?—Grocery, London.

SUCHARD'S COCOA

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

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain
House.
C. A. PARADIS, Dalhousie St., Quebec

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

EPPS'S

GRATEFUL AND
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

NUTRITIOUS AND
ECONOMICAL

COCOA

Christie
Fancy
Biscuits

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

N.B.—“Madeira Mixed” and “Cherry Rings”—our newest biscuits—amply sustain the Christie reputation.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

“LUCERNA”

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

BISCUITS THAT PEOPLE COME BACK FOR

That's the kind we make, and offer you.
There's Quality in them They're the best.
They yield you a large profit.

HAVE YOU A STOCK?

GIVE US A TRIAL ORDER.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Cowan's

Cocoa and Chocolate



have been growing more and more popular in Canadian homes for many years--until now no grocer who carries a high-class stock can afford to be without them.

The Cowan Co., Ltd.
Toronto, Can.



SOFT MINTS—50. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS—50. bags.
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Illustrated Catalogue on request

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ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal



Letters Patent

NELSON'S

POWDERED GEATLINE

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

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

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

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 24 Inns of Court Buildings, Vancouver, B.C.

CANADA:

No better Country



MOTT'S:

No better Choco'ate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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Arthur M. Loucks Ottawa R. G. Bedlington Calgary

Flour, Cereals and Confectionery Department

Tendency Towards Lower Prices in Flour—Decline in Cereal Market Due to Low Prices of Grains — Heavy Demand For Feed.

Business in flour at the present time is not extensive, due to the prospects of lower prices with the arrival of new wheat. Buyers are not taking much, merely enough to supply present demands. Millers are looking some heavy orders for export in October and November flour but present exports are not large. Prince Edward Island and Newfoundland constitute a good market for Ontario flour and some substantial shipments are being made there.

Oats have also eased off in price with new crops prospects, resulting in a lower cereal market. Rolled oats have declined 25 cents per bag. It is estimated that the visible supply of oats is more than sufficient to meet demands until new grain arrives.

MONTREAL.

FLOUR—A good hand-to-mouth business continues to be done, but sales are by no means as large as millers would like to see them.

| | | |
|------------------------------------|------|------|
| Winter wheat patents, bbl | 6.80 | 6.85 |
| Straight rollers, bbl | 6.50 | 6.55 |
| Patents, bbl | 6.00 | 6.10 |
| Local Household bbl | 6.30 | |
| Patents, bbl | 5.80 | |
| Manitoba spring wheat patents, bbl | 6.30 | |
| Strong bakers, bbl | 7.80 | |
| Patents, bbl | 6.30 | |
| Harvest Queen, bbl | 5.80 | |

FEED—Abnormal demand for feed of all kinds continues to exist. Millers are in a quandary to fill, or even partially fill, orders and yet they are receiving new demands every day. Feed flour is just as scarce as feed, and in as strong demand. Needless to say, prices are very firm.

| | |
|---------------------------|-------|
| Oatmeal bran, per ton | 22.00 |
| Manitoba shorts, per ton | 24.00 |
| bran, per ton | 25.00 |
| Wheat, milled, per ton | 28.00 |
| straight grained, per ton | 32.00 |
| Feed flour, 98 lb. bag | 1.55 |
| | 1.85 |

ROLLED OATS—The weakness in oats is demonstrated by the decline which has taken place during the week. Rolled oats is now obtainable at \$5.55 a barrel. Oatmeal is also 25c lower. Visible supplies of oats amount to two millions of bushels, and it is generally admitted that this amount will not be used before the new crop is on the market. The fact that the oats crop promises favorably will likely result in the quotations on old oats being still further reduced, and it is improbable that the old will command, this year, the usual premium over the new, when the latter comes on the market.

| | |
|-------------------------------|------|
| Roller oatmeal, bags | 2.90 |
| Standard oatmeal, bags | 2.90 |
| Granulated | 3.00 |
| Softest cornmeal, 98-lb. bags | 2.10 |
| Red cornmeal, 100-lb. bags | 1.85 |
| White cornmeal | 2.00 |
| Red oats, bags | 2.65 |
| barrels | 5.55 |

TORONTO.

FLOUR—Anticipation of the arrival of the new wheat has produced an easier feeling in the flour market although no material price changes can be announced.

Business is being done on a small scale, buyers only taking what they need for present purposes on account of the new wheat being expected, which will likely produce lower prices.

| | | |
|-----------------|------|------|
| Manitoba Wheat | | |
| 1st Patent | 6.20 | 6.40 |
| 2nd Patent | 5.80 | 6.10 |
| Strong bakers | 5.90 | 6.00 |
| Winter Wheat | | |
| Straight roller | 5.50 | 6.00 |
| Patents | 6.40 | |
| Blended | 6.00 | 6.30 |

CEREALS—Last Saturday saw a change in the cereal markets. Rolled oats and oatmeal declined 25 cents per bag, or 50c per bbl, due to the easier feeling in the oat market. Rolled wheat also is not so firm as it was, and some millers are quoting lower prices than those named a week ago.

| | |
|---|------|
| Roller wheat, car load | 3.90 |
| oats | 2.65 |
| Oatmeal, car load | 2.85 |
| Roller wheat in barrels, 100 lbs. | 3.00 |
| oats in bags, per bag 90 lbs. | 2.65 |
| Oatmeal, standard and granulated, in bags 98 lbs. | 2.95 |

TWICE IN SUCCESSION.

It is one of the absent-minded Professor Rounder's fads to keep himself within certain limits of avoidance, and at stated intervals (when he did not forget) he calls at the village store, tries the scales and notes carefully whether he is going "over" or "under" the permitted two hundred and twenty pounds.

On one occasion he was astonished to observe the machine register two hundred and thirty-three pounds. "Tut, tut! Dear me! This will never do," he frowned. Then a happy smile twinkled in his eyes as he reflected: "Of course! Last week I wore no overcoat."

Removing his outer garment, he threw it over one arm and again consulted the figures. Two hundred and thirty-three pounds!

With a look of scholarly perplexity Professor Rounder walked out into the cold street, still carrying the overcoat over his arm and muttering, "Tut, tut! Dear me! Then I am gaining. This is very serious."

WHERE TO STAY IN OTTAWA.


For actual comfort, there is not an hotel in Canada that can surpass the Cecil, in Ottawa. It has become the favorite hotel of commercial men visiting the Capital solely on its merits. The cuisine is unexcelled, the meals being of the highest order at all times. Service is prompt and courteous. The rooms, everyone of them new, are modern in all respects, having electric light, running water, and other conveniences. Walter B. Walby, for many years connected with various widely known Canadian hotels is the manager of the Cecil, thus assuring the running of the hostelry along up-to-date yet business lines. —Advt.

How to Get
the
Family Trade



will help you. They are biscuits which will convert the transient customer into a steady one. When these crisp, toothsome sodas go into the home you also secure an entrance for other goods of quality and value.

THE MOONEY
BISCUIT & CANDY
COMPANY
LIMITED
STRATFORD, CANADA



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

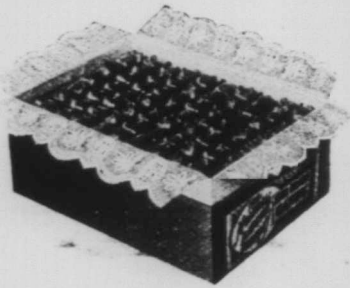
PURITY GUARANTEED BY THE MAKERS

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

Policy in Giving Assistance to Competitors

Cut-throat Methods Belong to a Past Which Should be Forgotten—How an Irishman and Dutchman Were Led to a Friendly and Successful Business Life From One of Intense Hatred—As Enemies They Lost While as Friends They Gained.

By M. Moyer.



“BORDO”

(REG.)

CHOCOLATES

What can they mean to you?

Just what you make them.

They're winners, profit-getters, customer landers.

Why?

Because 25 years' experience in turning out this particular chocolate—our leader—has taught us just how to make it to suit the taste of the critical public.

Therefore, these Bordo Chocolates, pleasing the fancy of the public, meet a popular demand.

By having Bordo Chocolates in stock you cater to the public get this profitable, “waiting to be taken” trade.

A Sample and Prices obtainable from

The Montreal Biscuit Company, “The Originators”
MONTREAL

Not only in Toronto, but in cities and towns all over, there are decided evidences of improvement in the methods of storekeeping, but at the same time there are still some of the old fogies laboring in the same old ruts and don't know how to get out of them. They know that something is wrong, they know that they are losing ground in the race for business, but instead of finding the trouble in themselves they are hating their neighbors because they set the pace too fast for them.

The retail trade is waking up to the fact that it must give the service the people demand. This they cannot do by watching and finding fault with their neighbors, and by trying to undersell them. All up-to-date merchants want fair play: they are trying to work on higher planes, are not struggling to put one another out of business, and are even not doing business on the principle of “live and let live,” but “live and help others to live.” Stores are kept cleaner, goods are in better shape and the service is more cheerful and more obliging.

Experience and practice has proven the fact that early closing and even Wednesday afternoon holidays are means of increasing trade instead of losing it. Clerks enjoy their work better, take more interest in the business. Even the “boss” himself wears a more cheerful get-up and the customers are treated better.

Many Exceptions Yet.

While all this is happily going on there are still a few little bunches of grocers here and there to be found, who deserve the pity of the community. They are still of the old school, and are rivalling each other to an extent that it should attract the attention of the humane society. They are watching each other and wishing the other fellow would quit, but neither of them has the moral courage to take a manly stand. There are cases in Toronto where rival grocers get up at 5 o'clock

in the morning and never close before 10 o'clock at night; and this is done just because the other fellow does it. They are injuring their healths by overwork, and injuring their trade through this ridiculous slavery, which nobody respects, and they themselves dislike. But they are too bitter to be decent and neighborly to each other.

Should not such cases fall under the care of the humane society; if a few boys have a scrap, kind hearted people at once interfere and save them from being hurt, but here are grown up men, men of standing engaged in a fight to wear one another out, and even trying to hinder each other in business, and nobody comes to their assistance. They are not members of an association; they are too disgusted with their competitor to read their own trade paper. They simply stand in the way of each other and are powerless to help themselves out of it.

Religion in an Association.

A very interesting and a true story is told of two merchants who were rivalling each other for a long time. The one was a Dutchman and the other an Irishman. They were cutting and slashing and keeping open to all hours, and they didn't even speak to each other. They carried this on until the Irishman was nearly used up and could not get any more goods on credit. The Dutchman this time got the best of it. However neither were making money. By this time the merchants of



When telephoning your orders for groceries, don't forget

WILSON'S FLY PADS

The present demand is more active than ever before, and your profit is from 66 $\frac{2}{3}$ % to 80%.

When John Starts in Business For Himself

- ¶ John, you'll admit, is a *good* clerk.
- ¶ Expert salesman, ambitious, courteous, imbued with the policies of the house, many friends—*almost as many as the store*.
- ¶ Suppose you should lose John!
- ¶ Because he *is* ambitious and serves *you* so well, it's only natural he should covet a store of his own.
- ¶ When John starts in business for himself, he'll start among friends—*his* friends are *your* best customers—divide your trade, maybe.
- ¶ In the bosom of your own business *you* are nursing *your* most formidable competitor—
- ¶ Unless—
- ¶ The recollection of years of quality service outweighs personal friendship—make *your* store absolutely necessary to your trade, your *exclusive* goods essential to them.
- ¶ John's friends may like John, but they love themselves *more*—they want what they want when they want it, and *you have it and have had it for years*.
- ¶ Needs must sell *quality goods*—the best *your* buying judgment discovers—must guarantee results—that *you* sell the goods is a warranty of merit—*best quality*.
- ¶ We'll guarantee FIVE ROSES flour, Lake of the Woods quality. Don't call upon *past* achievements to vouch for *present* standard—don't mention a quarter century of "knowing how."
- ¶ We'll guarantee the future—to make the very best flour we know how—to use our immense buying facilities and mammoth mills always to improve FIVE ROSES quality—to increase *your* chain of satisfied users—to make the best flour in the world *still better*.
- ¶ What flour can better take care of *your* ambitions than FIVE ROSES?

LAKE OF THE WOODS MILLING COMPANY, Limited

MONTREAL

Sole Makers of "Five Roses" Flour.

WINNIPEG

the town organized an association, for the betterment of the retail trade, and they took special pains to get these two bitter rivals to attend their meetings and to become members. Here at the first meeting they met and for the first time in their lives they spoke to each other. One of the speakers that night showed the absurdity of trying to ruin each other by cutting prices. Having made the acquaintance of his Irish rival, and found him not such a bad fellow after all he went over to his store the next morning and found that he was so nearly used up that he had very little stock, and no credit to buy any more. They were both convinced of the folly of their past conduct, and agreed to be friends, and live and help others to live.

The Dutchman advanced him money to buy stock, which he did, and after that they were always close friends, and both made money.

After years of business as neighbors, during which time they were a great help and benefit to each other, the Irishman took sick, and the Dutchman was his best friend and the last one at his bedside when he died.

Where is there a better religion than that which was taught at that retail merchants' association meeting?

TOBACCO AREA REDUCED

Seed Plots Not Successful—Experimental Stations Being Installed.

The Dominion Government reports that the installation of the experimental stations in the counties of Essex, Ontario, and of Montcalm and Rouville, Quebec, is progressing rapidly. These stations include a farm of 25 acres situated at Harrow in Essex and intended for the study of the tobaccos generally cultivated in Ontario, viz., Burleys, and also that of a type newly introduced into this part of Canada, viz., Virginia, the drying of which is done by the special flue curing process. Two special drying rooms have been built for this purpose. In spite of the somewhat unfavorable spring nine acres have been planted with different varieties of tobacco; the plants took well and the crop has now a fine appearance.

The Quebec stations, St. Jacques l'Achigan, Mont., and St. Cesaire, are devoted more particularly to the study of pipe and cigar tobaccos. The seed plots have been successful and the experimental fields are in a favorable condition in spite of some damage from insects and delays of planting caused by a rather too rainy spring.

Independently of the study of the respective varieties cultivated in each district, the stations undertake ordinary cultivation experiments, comprising the trial of different kinds of manure used in tobacco cultivation and of rotations from which a better yield is hoped for than that which is obtained in certain sections where continuous and exhaustive cultivation has sometimes led to the impoverishment of the soil.

As to the general area planted with

tobacco in Canada this, owing to the ill success of the seed plots, will have been reduced by about one-quarter in the province of Quebec. In Ontario a large number of growers intended to plant the same areas with tobacco that they had cultivated two years ago, but these areas have also been reduced owing to the failure of the seedlings.

A WORD OF WARNING.

There has crept into usage recently, in several large firms, a system of drawing up their checks in typewriting. This is a very dangerous procedure, for it will be readily understood, inasmuch as typewritten words and figures may be erased, with what ease a check could be raised or altered. —Bankers' Magazine.

GUIDE-POSTS TO PEACE.

To be glad of life because it gives you the chance to love and to work and to play and to look up at the stars.

To be satisfied with your possessions but not content with yourself until you have made the best of them. To despise nothing in the world except falsehood and meanness, and to fear nothing but cowardice. To be governed by your admirations rather than by your disgusts, to covet nothing that is your neighbor's except his kindness of heart and gentleness of manner. To think seldom of your enemies, often of your friends, and every day of Heaven, and to spend as much time as you can, with body and spirit, in God's out-of-doors. These are little guide-posts on the footpaths to peace.

—Henry Van Dyke.

Tell Your Customers That :

SHAMROCK BIG PLUG SMOKING TOBACCO

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

CLAY PIPES

The best in the world are made by
McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Every Progressive Grocer handles
PICHET TEA BISCUITS

as well as every First Class Hotel and Leading
Tobacconist handles the Famous Imported

**Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.**

No equal value on the market for the money.

JOS. COTE, Importer, Sole Agent.
186-188 St. Paul St. Branch—179 St. Joseph St.
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch

The Big Black Plug
Chewing Tobacco

Already a Big Seller

Sold by all the Wholesale Trade



THE
7-20-4
CIGAR

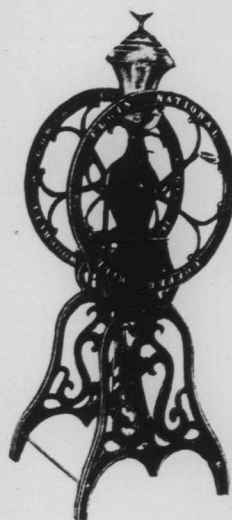
Pleases Everybody

It appeals to the smoker for its uniformly fine flavor, the same all the way through, and always to be depended upon.

It will appeal to YOU, because it is a popular seller and yields a good profit.

Have You a Stock?

The Sherbrooke Cigar Co.
Sherbrooke, Que.



FAST, SIMPLE
and
COMPLETE

ELGIN NATIONAL
COFFEE MILLS

are unsurpassed in finish and beauty. They run easy, are high speed and are strong favorites by reason of their force feed and steel cutting burrs—
—All our mills are warranted.

Ask any of the following Jobbers for our Catalogue.

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
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HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barboûr Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

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

IF NOT WHY NOT ?

“Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Canadian Fruit, Vegetable and Fish Markets

Canadian FRUITS

are in good supply and this week should see

RASPBERRIES at their best
CURRANTS red and black.
CHERRIES, Cooking and Eating

VEGETABLES

NEW POTATOES TOMATOES
CUCUMBERS BEANS



25-27 CHURCH ST. - TORONTO
For good satisfaction, order
LATE VALENCIA ORANGES
NEW VERDILLI LEMONS
CALIFORNIA LEMONS
California Peaches, Pears and Plums
Watermelons and Cantaloupes

Whether
Hot or Cold
St. Nicholas
Home Guard
Lemons are always in demand. Never let your supply run out.
AGENT:
J. J. McCabe
32 CHURCH ST.
TORONTO

Early Apples Make Their Appearance—All Fruits Selling Well
—Old Potatoes Disappearing—Watermelons and Cantaloupes
Good Stock—Lobsters Scarce and High in Price.

MONTREAL.

GREEN FRUITS—Early apples are selling by the basket this week, 50c. being asked. Currants, red and black, are now obtainable, though prices asked are rather high. Cherries are nearly through. Pears and peaches, California, are in good demand at lower prices. Plums are easier, while raspberries are slightly lower, too. Dealers report excellent demand all along the line, with sales of oranges and lemons increasing with the coming of very warm weather.

| | | |
|---------------------------------------|------|------|
| Apples, Spies, XXX, bbl. | 7 00 | 7 50 |
| early, basket | 1 25 | 1 50 |
| Bananas crated, bunch | 2 50 | 2 50 |
| Blueberries, 16-qt. box | 2 50 | 2 50 |
| Cherries, California, black, per box | 2 50 | 2 50 |
| white | 2 50 | 2 50 |
| Canadian, basket | 1 00 | 1 25 |
| Cantaloupes, crate | 5 00 | 5 50 |
| Cranberries, per crate | 5 00 | 5 00 |
| Cucumbers, bag | 4 00 | 4 00 |
| Curants, red, pail | 0 75 | 1 00 |
| black, basket | 1 00 | 1 00 |
| Gooseberries, 6-qt. boxes | 0 45 | 0 50 |
| Grape fruit, per box | 7 00 | 7 00 |
| Lemons, box | 2 75 | 5 00 |
| Limes, per box | 1 00 | 1 25 |
| Oranges, late Valencia | 3 50 | 3 75 |
| Sorrento | 2 50 | 2 50 |
| Messina Ovals, half boxes | 1 50 | 1 50 |
| Peaches, California, box | 1 50 | 1 75 |
| Plums, California, per crate | 2 25 | 2 50 |
| Pears, California, (Bartlett) per box | 0 10 | 0 12 |
| Raspberries, quart | 0 30 | 0 40 |
| Watermelons, each | 0 30 | 0 40 |

VEGETABLES—All kinds of farm garden truck are arriving in large quantity and sales are frequent. With receipts so large it is not surprising that prices have tumbled all along the line, practically. New potatoes are called for in most every order sent in these days. They are selling by the barrel and by the basket, prices being the same as last week. Old potatoes are done. Old carrots are finished, too. Tomatoes, Montreal, are arriving freely and sales are frequent at 80c. to \$1 a gin box. Cucumbers are plentiful, and selling from 15c to 20c. a dozen. There are plenty of cabbage and prices are easier. String beans are much cheaper. On the whole business is very satisfactory.

| | | |
|-----------------------------|------|------|
| Beets, old, bag | 1 25 | 1 25 |
| new, dozen bunches | 1 50 | 1 50 |
| Carrots, new, dozen bunches | 1 50 | 1 50 |
| Cabbage, dozen | 0 20 | 0 35 |
| Celery, Canadian, dozen | 0 50 | 0 50 |
| Cauliflowers, dozen | 1 00 | 2 50 |
| Carumbers, dozen | 0 15 | 0 20 |
| Green peppers, crate | 3 00 | 3 00 |
| Horse radish, lb. | 0 15 | 0 20 |
| Lettuce, dozen | 0 15 | 0 40 |
| Leeks, dozen | 1 00 | 1 25 |
| Mushrooms, lb. | 0 50 | 0 75 |
| Onions, doz. bunches | 1 00 | 1 00 |
| Egyptian, 112-lb. bag, lb. | 0 02 | 0 03 |
| large, white, dozen | 0 50 | 0 50 |
| Potatoes, American, bbl. | 3 50 | 3 50 |
| Montreal, bbl. | 3 00 | 3 50 |
| basket | 0 35 | 0 35 |
| Parsley, dozen | 0 15 | 0 15 |
| Peas, Canadian, bag | 0 75 | 0 75 |
| Parsnips, bag | 1 25 | 1 25 |
| local, dozen | 0 40 | 0 50 |
| Sage, dozen | 0 60 | 0 60 |
| Savory, dozen | 0 50 | 0 50 |
| Spinach, Canadian, box | 0 40 | 0 50 |
| String beans, bag | 0 35 | 0 50 |
| basket | 0 30 | 0 35 |
| Tomatoes, Montreal, gin box | 0 80 | 1 00 |
| hot-house, lb. | 0 08 | 0 08 |
| Jersey, bushel box | 1 00 | 1 00 |
| Turnips, bag | 0 50 | 0 50 |
| new, dozen | 0 15 | 0 15 |
| Waterress, dozen | 0 40 | 0 40 |

FISH—Gaspé salmon is no longer arriving, the season being over. Orders are now being filled from stocks of frozen salmon. There have been advances in several lines of fresh fish since last week, namely, in halibut, 1c.; had-

dock, 1c.; steak cod, 1c.; mackerel 2c.; Gaspé salmon, 2c.; brook trout 3c. Lake fish are very scarce, dore being especially so. Supplies of lake trout and whitefish are fairly satisfactory. Mackerel are not arriving freely, and dealers are never sure of having the fish in stock when wanted. Lobsters are very scarce, and high. Smoked, prepared and pickled fish are quiet.

FRESH

| | | |
|-----------------------|------|------|
| Blue-fish, per lb. | 0 10 | 0 10 |
| Brook trout, per lb. | 0 10 | 0 10 |
| Dore, per lb. | 0 10 | 0 10 |
| Flounders, per lb. | 0 10 | 0 10 |
| Gaspé Salmon, per lb. | 0 10 | 0 10 |
| Grass pike, per lb. | 0 10 | 0 10 |
| Halibut, per lb. | 0 10 | 0 10 |
| Haddock, per lb. | 0 10 | 0 10 |
| Lake trout, per lb. | 0 10 | 0 10 |
| Mackerel, per lb. | 0 10 | 0 10 |
| Steak cod, per lb. | 0 10 | 0 10 |
| Whitefish, per lb. | 0 10 | 0 10 |

FROZEN

| | | |
|------------------------------|------|------|
| Dore, winter caught, per lb. | 0 10 | 0 10 |
| Halibut, per lb. | 0 10 | 0 10 |
| Steak cod, per lb. | 0 10 | 0 10 |
| Salmon, B.C., red, per lb. | 0 10 | 0 10 |
| Salmon, Fall, per lb. | 0 10 | 0 10 |
| Salmon, Qualla, per lb. | 0 10 | 0 10 |
| Whitefish, large, per lb. | 0 10 | 0 10 |
| Whitefish, small, per lb. | 0 10 | 0 10 |

SALTED AND PICKLED

| | | |
|---|------|------|
| Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c. per lb. | 1 25 | 1 25 |
| Labrador herring, half barrel | 1 25 | 1 25 |
| Labrador sea trout, bbls. | 1 25 | 1 25 |
| half bbls. | 1 25 | 1 25 |
| No 1 mackerel, pail | 2 00 | 2 00 |
| No 1 half bbls. | 2 00 | 2 00 |
| Skidless cod, 100 lb. case | 2 00 | 2 00 |
| Salmon, B.C., half bbls. | 2 00 | 2 00 |
| Salt sardines, 20 lb. pail | 1 00 | 1 00 |

SMOKED

| | | |
|--------------------------------------|------|------|
| Haddies, 15 lb. bxs., per lb. | 0 10 | 0 10 |
| Kipperd herring, per box | 1 00 | 1 00 |
| Smoked herring, small boxes, per box | 0 75 | 0 75 |
| Smoked salmon, sugar cured, per lb. | 0 10 | 0 10 |

SHELL FISH

| | | |
|----------------------------------|------|------|
| Lobsters, live, per lb. | 0 25 | 0 25 |
| Oysters, choice, bulk, Imp. gal. | 1 00 | 1 00 |
| "Seedship" Imp. gal. | 1 00 | 1 00 |

TORONTO.

GREEN FRUITS—All kinds of fruit are arriving in large quantities this week, though trading is not so brisk as was expected. California peaches and plums are the choice lines, and some fair peaches are also coming forward from that State. Native peaches, too, have made their appearance, though they are offered at purchaser's risk. Blueberries, red raspberries are yet the favorite, with a big demand for Lawton berries. Blueberries are coming in firmer and more plentiful, and red currants and gooseberries are going off. Late Valencias hold the orange market for quality, and they are still coming in car lots. Lemons are firmer and scarcer. Bananas, though plentiful enough in other markets are not yet a drug here. Watermelons and cantaloupes are in good stock. Domestic fruit generally is opening well. Prices are slightly changed.

| | | |
|-------------------------------|------|------|
| Oranges, Cal. Valencia | 3 00 | 3 00 |
| Cal. small | 2 75 | 2 75 |
| Lemons, Verdelli | 5 00 | 5 00 |
| Bananas, Canadian, per basket | 1 75 | 2 00 |
| Cherries, eating | 1 00 | 1 00 |
| Currants, red, basket | 0 60 | 0 60 |
| black, basket | 1 25 | 1 25 |
| Raspberries, red | 0 09 | 0 09 |
| black | 0 09 | 0 09 |
| Lawtonberries | 0 10 | 0 10 |
| Peaches, Cal., per case | 1 50 | 1 50 |
| Canadian, basket | 0 60 | 0 60 |
| Apricots, Cal., per case | 1 25 | 1 25 |
| Plums, Cal., per case | 1 50 | 1 50 |
| Canadian, basket | 1 00 | 1 00 |
| Pears, Cal., per case | 2 75 | 3 00 |

| | | |
|-----------------------------------|------|------|
| Gooseberries, per basket..... | 0 75 | 1 50 |
| Blueberries, per basket..... | 1 25 | |
| Watermelons, each..... | 0 30 | 0 40 |
| Cantaloupes, Baltimore, case..... | 3 25 | 4 00 |
| Rockyford, case..... | 5 50 | |
| Limes, crate..... | 1 25 | |
| Apples, green, basket..... | 0 40 | 0 50 |

VEGETABLES—Old Ontario potatoes are about done. Very few of the dealers have any in stock, and the number of bags available in Toronto could easily be counted at the present time. In fact all kinds of old potatoes are nearly off. Imported lines are still coming in, but within ten days the native early lines will supplant them. Red tomatoes are arriving freely just now, those from Kent and Essex commanding higher prices by about 15 cents than other Ontario lines. Early native vegetables are of better quality than at any time this season. Some splendid numbers were shown early this week. Prices are easing off slightly, and will be very reasonable in a month's time.

| | | |
|---|------|------|
| Potatoes, Tennessee, per barrel..... | 3 25 | |
| Canadian, per basket..... | 0 50 | |
| Onions, Canadian, green, per dozen..... | 0 25 | |
| Danvers, bag..... | 1 15 | 1 25 |
| new, Valencias, crate..... | 3 50 | |
| Carrots, evergreen, dozen..... | 0 15 | |
| Early, Michigan, doz..... | 0 50 | 0 65 |
| Peas, green, basket..... | 0 50 | 0 65 |
| Tomatoes, Jersey, per bushel..... | 2 25 | |
| Canadian, per basket..... | 0 60 | 0 75 |
| Carrots, new, per bunch..... | 0 75 | |
| Cabbage, Canadian, per barrel..... | 1 25 | 1 50 |
| Turnips..... | 0 50 | 0 60 |
| Green peppers, per basket..... | 0 40 | 0 50 |
| Peas, per basket..... | 0 30 | 0 40 |
| Beans, per basket..... | 0 25 | 0 30 |
| Beets, new, bunch..... | 0 75 | |
| Beans wax, basket..... | 0 25 | 0 30 |
| Peas, per basket..... | 0 40 | 0 50 |
| Cress, per basket..... | 0 75 | |
| Fig plant, per basket..... | 0 75 | |

FISH—Fresh fish supplies are expected to show a big decline this week. With the arrival of August, fresh water fish take to the deep water and no amount of coaxing will get them to bite, and at the same time to net them is equally difficult. Prices on the whole are easier than a week ago. Finnan haddie may yet be obtained, but dealers say they have no holding-up qualities at this season, and are withdrawing quotations though they will obtain supplies for customers wanting that line.

| | | |
|---|------|------|
| Herring, in shawl, per lb., fresh caught..... | 0 05 | 0 06 |
| Whitefish, fresh caught..... | 0 10 | |
| Trout, fresh caught..... | 0 10 | |

Local Fruits

We handle every line of fruit grown by Ontario Fruit Growers.

Plums, Peaches, Raspberries, Lawton Berries, Tomatoes, Apples, Onions, etc. Oranges, Lemons, Bananas, Californian Fruit, Watermelons.

WHITE & CO., Limited

TORONTO and HAMILTON



"BUSTER BROWN"

is the brand of Lemons that you all should handle. A steadily increasing trade is what it means.

FRATELLI FOLLINA, Packers

W. B. STRINGER, Agent

Thimble Berries

Peaches

Plums

Apples

Tomatoes

are in good supply.

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.
HAMILTON, ONTARIO
Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s

Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON

GUELPH, ONTARIO

| | | | |
|----------------------------|------|----------------------|-----------|
| Cod, fresh caught..... | 0 07 | Yellow pickered..... | 0 09 |
| Halibut, fresh caught..... | 0 09 | Sea salmon..... | 0 17 |
| Haddock, fresh caught..... | 0 07 | Mackerel, each..... | 0 15 0 20 |
| Pike..... | 0 06 | Eels, per lb..... | 0 08 |
| Perch..... | 0 07 | Blue fish..... | 0 06 1/2 |
| Carp..... | 0 03 | Lobsters, each..... | 0 25 0 30 |

Canadian Trade Changes of Recent Occurrence

Damages Done By Fires And Assignments Made—Those Who Have Sold Their Businesses During The Past Week.

Ontario.

H. W. Harris, grocer, Hamilton, has left that city.

Annie Richardson, grocer, Toronto, succeeds Jas. Mitken.

M. Sheehan, grocer, Toronto, sustained loss by fire recently.

F. Somerville, grocer, Toronto, advertises his business for sale.

J. C. Groom, grocer, Niagara Falls, Ont., has assigned to John Ross.

A meeting of creditors of M. J. Lakey, grocer, London, has been called.

M. J. Lakey, grocer, London, has assigned to the London and Western Trusts Co.

Appleford Counter Check Book Co., Hamilton, succeeds the Commercial Printing Co.

Quebec.

E. Sequin, grocer, Hull, Que., has assigned.

A. Bessette & Co., grocers, Montreal, have assigned.

J. Osear, Charrier, grocer, St. Paul, Que., has assigned.

Assets of G. Bourget, grocer, Levis, Que., have been sold.

J. A. Gagnon, general merchant, Staudon, Que., has assigned.

Assets of L. T. Demers, grocer, Quebec, are to be sold on 30th inst.

T. de la Vallée, general merchant, St. Stanislas, Que., has assigned.

T. Bonnyer, general merchant, St. Nazaire, Que., has compromised.

L. A. Corberre, general merchant, Lacolle, Que., is offering a compromise.

A. J. Smith, general merchant, Pointe Gatineau, Que., was burned out recently.

Assets of A. Bessette & Co., grocers, Montreal, are to be sold on August 2nd.

J. M. Macarrie is liquidator of the Red Cross Macaroni and Vermicelli Co., Montreal.

Maritime Provinces.

D. H. Holland, general merchant, Inverness, N.S., has assigned to G. O. Forsyth.

Western Canada.

C. H. Shiplett, grocer, Calgary, has sold to Jenkins & Cornfoot.

Alex E. Vandriek, grocer, Edmonton, has sold to Jno. S. Sands.

Schaire Bros., general merchants, Erskine, Alta., have dissolved.

J. B. Hobson, general merchant, Bullock, B.C., was recently burned out.

Arkin & Leith, general merchants, Melfort, Sask., succeed Golden & Leith.

Larsen Bros., general merchants, Grassy, Lake, Alta., succeed Haley, Larson & Co.

H. J. Biggar, general merchant, White Horse, Yukon Territory, has sold to D. Snare.

D. E. Wilson, general merchant, Knee Hill Valley, Alta., are succeeded by Wilson Bros.

Unity Trading Co., general merchants, Unity, Sask., have been succeeded by E. M. Clarke.

Hensbrough & Robeson, general merchants, Carcross, Yukon Territory, have sold to F. McPhee, who moves there from Conrad City.

F. A. McKinnon, grocer and baker, Prince Albert, B.C., is succeeded by McDonald & McKinnon, adding clothing and boots and shoes.

PARCEL POST FOR BAHAMAS.

A convention between the Post Office of Canada and the post Office of the Bahamas for the direct exchange of close parcels by mail came into force on the first day of July 1909.

The parcel mails from Canada are made up at the Halifax Post Office, and parcels addressed to the Bahamas should, therefore, be forwarded promptly to Halifax under registration.

The rate of postage on parcels for the Bahamas is twelve cents for each pound or fraction of a pound; the limit of weight is seven pounds, and the maximum dimensions two feet in length by one foot in width or depth.

STATEMENTS ABOUT STARCH.

An authority on starch says:

There is a good deal of powdered or pulverized starch used in various branches of manufacture. Bakers, confectioners, ice cream and candy makers require a finely powdered, thoroughly dried article, free of moisture, with a high degree of absorptiveness, and employ this grade of goods for moulding, as well as manufacture of gum drops, lozenges, chocolate creams, etc. Laundry and edible starch is made from pre-

cisely the same stock, the raw material being identical. The process is a little different at some stages of manufacture, more especially in respect to the length of time the stock is kept in the kilns drying. Lump or laundry starch takes longer to dry than powdered. Lump starch of the best quality takes about twelve days to dry out thoroughly, while the powdered or pearl only takes relatively two days, which accounts in a measure for the difference in price.

PERTH CORRESPONDENCE

Aug. 4. The Inspector of Weights and Measures visited town last week and we hear the usual complaints in connection with his charges. Grocers in most cases paid from 75c up to be simply told their scales were correct. The Inspector would spend 10 minutes probably, collect his dues with 10c additional for cartage and then move on.

Quite a number of pails of wild raspberries and blueberries from the hill district west of here have been shipped in. They found ready sale last week at \$1 each.

A number of stores are this year handling beans by the pound instead of quart and taken all around it seems fairer.

C. A. Farmer & Son have added a 10 foot counter refrigerator to their store fixtures. This keeps fruit, meats, etc., in first class shape. It can be used as a counter and shows goods in the refrigerator to the best advantage.

With the exception of hay, crops in this section are in first class shape. Good crops will mean solid autumn business.

Last Monday was Perth's civic holiday. Travelers always lose quite a little time through civic holidays coming on different days in different places. Would it not be a good thing if one civic holiday common all over the province could be arranged.

Travelers are booking orders for salmon for fall delivery; \$1.70 is being asked for best grade of "falls."

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON
JAMES BOMERVILLE, Manager

There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.

THE DAWSON COMMISSION CO., TORONTO

SARD
ALIVE

Lo

CC

AGE
Bros., M.
Calgary:

T

J.

Sea Foods that give satisfaction



Quality, Cleanliness, Purity,
Wholesomeness are all found in

Celebrated Brunswick Brand



Look at the splendid selections:

¼ Oil Sardines, ¾ Mustard Sardines, Kipper Herring, Herring in Tomato Sauce,
Finnan Haddies, both oval and round tins, Clams, Scallops.

Stock your shelves with them. They are a remunerative line for you.

They will give your customers perfect satisfaction.

ALWAYS DEPENDABLE.

CONNORS BROS., Limited, Black's Harbour, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

That Nice, Creamy Corn

Say, isn't it hard to secure? There is no line of canned goods in which it is more difficult to please critical customers. So you certainly are anxious to get the BEST.

“Ice Castle” Brand

IS

Unequaled in Canada

Packed right on the border
of the U.S., where the famous
Maine corn grows.

We guarantee it to be
superior to anything in
Canada.

Write to us for samples and prices.

J. W. WINDSOR : Montreal

Packers of largest variety canned foods in Canada.



THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"



The Walker Bin and Store Fixture Co.,

LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

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Montreal: Kenneth H. Munro, Coristine Building
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

TO WHOLESALE TRADE:—

Buy your

Whole Spices, Coffees, Sardines, etc.,

from

H. COLLINGS & CO.

16 Philpot Lane, E.C. LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
KINGSTON, Mr. C. de Carteret.
TORONTO, Mr. James Haywood.
HAMILTON, Messrs. John W. Bickle & Greening.
LONDON, Mr. Geo. H. Gillespie.
WINNIPEG, Mr. W. H. Escott.

Established 1856

The Condensed Ads. in The Canadian Grocer bring results

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—

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- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
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MacLean Publishing Co.
Technical Book Dept.

10 Front St. East - - Toronto

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No past books, no charging, no lost time, no errors, no disputes.



Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

Order them from your Jobber

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. \$2.00 a bottle at dealers or delivered. Horse Book 9 D free.
ABSORBINE, JR., for mankind, \$1 a bottle, removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicocities, Old Sores, Allays Pain.
W. F. YOUNG, P.O.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

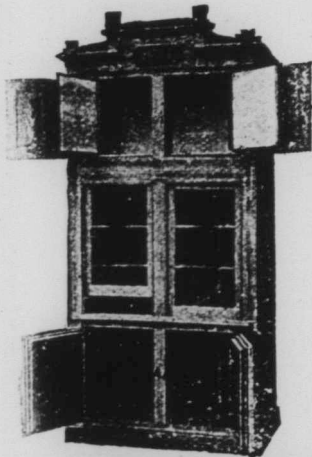
THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



**Our Guarantee
Goes With Every
ARCTIC REFRIGERATOR**

It is built on the latest scientific principles, of honest materials and embodies in its construction so many advantages over the ordinary kind, that you must have a demonstration to fully appreciate our claims of what the ARCTIC will really do.

Our catalogue will tell you more

JOHN HILLOCK & CO., Limited
154 George St., Toronto

Tea Lead,

Best Incorrodible

"Pride of the Island"

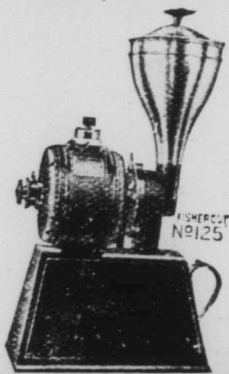
Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,
LONDON, E., ENG.**

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO,
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL**

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent **BAG HOLDER**

It holds all kinds from 1 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

Keep Your Gasolene Outdoors

Store it in a Bowser Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

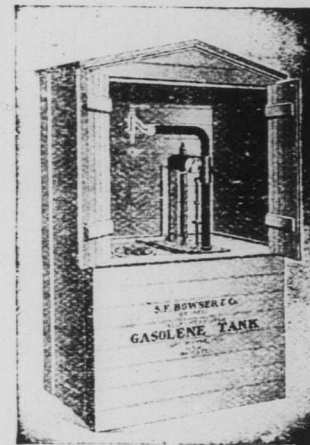
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent., through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5045. It's free.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.



Cut 10—Outdoor Cabinet

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

PRESIDENT TAFT'S GOOD EXAMPLE

By
A. B. LEVER

PRESIDENT TAFT of the United States believes in trade newspapers. He is such a thorough believer that when he wanted to make an announcement of particular interest to business men of the United States he selected a business man's paper as his medium. It was one of the first acts of his administration.

This is the era of the trade newspaper. At any rate it is the dawn of the era.

Business men the world over are gradually coming to recognize the fact that if they want to reach firms in their own particular line of business the best and most direct method is through the columns of the trade newspaper devoted to their particular interests.

Manufacturers and wholesalers who do not recognize this fact are obviously behind the times. Those who do not catch up are likely to be overtaken and lapped by their more progressive competitors.

This is an age of progressive business methods and those who are not progressive in advertising are like those who prefer to travel by the old fashioned ox team instead of by the swiftly moving express.

Surely if Mr. Taft from his presidential chair is awake to the importance of addressing business men through the columns of a trade publication, manufacturers and wholesalers should not be less awake to their opportunities.

Just as a well aimed rifle carries the bullet to the bull's eye, so the trade newspaper carries the announcement of the manufacturer and wholesaler direct to the customer whom they desire to reach.

No manufacturer or wholesaler can carry on an effective advertising campaign that does not include the use of the trade newspaper.

9
Sak
W. H.
Diamond—
1 lb. tins, 2 doz. 1
1 lb. tins, 3
1 lb. tins, 4
IMPERIA
Cases.
4 doz.
3 doz.
2 doz.
1 doz.
1 doz.



CANADIAN
Wholesale price
Glass Jars
per
Blackberries
White cherries
Black raspberries
Red raspberries
Black raspberries
Black raspberries
Black cherries
Black cherries
Less 121 p.c. t
Delivered
SIMCOE
Packed
1 doz. Simcoe Pu
Less 15 p.c. fo
WHITE SWAN SI
White Swan Hal
1 lb. tins, 3-doz
1 lb.
1 lb.



Cook's Fr
1 1 lb. 4 doz.
2
2 5-oz. 6 doz.
3
3 21 oz. 4 doz.
4 12 oz. 4 doz.
5 12 oz. 6 doz.
6 12 oz. 6 doz.
7
8 1 lb. 2 doz.
9 8 oz. 3
10 4 oz. 4
11 2 1/2 lbs.
12 5 lbs.



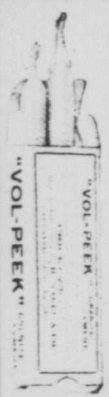
White Swan Wh
White Swan Flak
White Swan Flak
Cook's Oxford, p

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real, live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



HERE YOU ARE
A FINE PROFIT WINNER

You never sold anything more popular than this

"VOL-PEEK"

GRANITE CEMENT FOR MENDING
HOLES IN POTS AND PANS

A never-failing cement. Can be used on Iron, Copper, Tinware, Aluminum, etc., etc.
Quick seller at 25 cents a package.
Order from your jobber or direct.

H. NACLE & COMPANY, Laprairie, Que.



Royal Polishes

If you would sell a line of polishes that will ever please your trade, by meeting every demand and at the same time a line yielding you BIG profits, stock the above brand.

Prices from
**ROYAL POLISHES COMPANY
MONTREAL**

AGENTS: Ottawa: General Supply Co. of Canada; Ltd. Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Frithson & Son. Halifax: J. C. Calder. St. John's: E. H. Bowen. And all dealers.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/2 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

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

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.



Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.



There are many kinds of Shoe Polish, but no brand equals in worth, popularity, brilliancy or durability the ever reliable

POL 2-in-1 ISH

We tell all Canadians who wear shoes that every up-to-date grocer can supply him. Are you handling this widely advertised Shoe Polish or some inferior and unknown brand?

Sold by all Jobbers

**The F. F. DALLEY CO., Limited, HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.**

WHITE SWAN

100%
PERFUMED - POWDERED

LYE

**BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR
CUSTOMERS**

Per lb. 0 06
Assorted jam, 1 lb. glass jars; 2 doz in case 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited.



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Berry (Straight) Contains 2 doz. \$1.80
Each (Straight) Contains 2 doz. \$1.80
Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

THE GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec
More than 5 cases. 5 00
75 cases, or more. 4 95



THE ROBERT GREG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price
"Sheriff's" (all flavors), per doz. 0
Discounts on application.

Lard.

N. E. FAIRBANK CO. BOARS HEAD LARD COMPOUND.

Tierces... \$0 10
4-bbls. 0 11
Tubs, 60 lbs. 0 11
20-lb. Pails. 2 25
20-lb. tins. 2 15
Cases 3-lb. 0 11
" 5-lb. 0 11
" 10-lb. 0 10



F.O.B. Montreal.



GUNNS
"EASIFIRST"
LARD
COMPOUND.

Tierces ... 0 10
Tubs ... 0 10
20-lb. pails. 0 11
20-lb. tins. 0 10
10-lb. " 0 11
5-lb. " 0 11
3-lb. " 0 11

List Price

NATIONAL LIORICOR CO.

5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (50 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 0 40
" Acme " pellets, 5-lb. cans... per can 2 00
" " (fancy boxes 60) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00

Licorice lozenges, 1/2 lb. glass jars... 1 75
" " 3/4 lb. cans... 1 50
" Privy " licorice 10 sticks... 1 45
" " 100 sticks... 0 75
Dale large coat sticks, 100 in box... ..

Lye (Concentrated)

SILLET'S PERFUMED. Per case
1 case of 4 dozen... \$3 50
3 cases of 4 dozen... 3 50
5 cases of more... 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jars, 2 doz. in case... 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen... 2 00



ST. CHARLES CONDENSING CO.

PRICES:
St. Charles Cream—family size, per case \$4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk 4.70
Good Luck 4.00

Mustard

COLMAN'S OR KEENS
D.S.F. 1/2 lb. tins... per doz \$ 1 40
" 1/4 lb. tins... 2 50
" 1-lb. tins... 5 00
Durham 4-lb. jar... per jar 0 75
" 1-lb. jar... 0 25
F.D. 1/2 lb. tins... per doz. 0 85
" 1-lb. tins... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's... \$ 5 75
" pts. 24's... 6 50
" 1/2 pts. 24's... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Lafamme, Montreal and Toronto
4-pint bottles, 3 & 5 doz., per doz. 0 90
pint " 3 doz. 1 75

Soda
COW BRAND



Case of 1-lb. containing 60 packets, per box, \$3.00
Case of 1/2-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pk. a per box \$3.00
Case of 50. pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND

Per case
No. 1, cases 60 1-lb. packages... \$ 2 75
No. 2, " 120 1/2-lb. " " 2 75
No. 3, " 60 1-lb. " " 2 75
No. 4, " 60 1/2-lb. " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs
1 case... 2 85
5 cases... 2 75

SHERIFF BRAND

"Imperial Scotch"—
1-lb. glass, dos. 1 55
2-lb. " " 3 80
4-lb. tins, " 4 85
7-lb. " " 7 35
"Shredded"—
1-lb. glass, dos. 1 90
2-lb. " " 3 10
7-lb. tins, " 8 35



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz. \$0 95
Parrot Food, 1 lb. pkts., 1 doz cartons 0 45
Parrot Food, 2-lb. pkts. 1 35
Bird Cage Sand, about 1 1/2-lb. bags, 1 gross cases, per doz. 0 30
Bird Cage Grit, about 1 1/2-lb. bags, 1 gross cases, per doz. 0 30

Mince Meat

Wesley's condensed, per gross net... \$13 00
" per case of 5 doz. net... 3 00

Tell your Doggy Customers that you Stock
Spratt's MEAT **Dog Cakes**
"FIBRINE"

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

"The Can Without The Cap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and
 therefore **GOES FURTHEST** of any
 Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pick-
 ford and Black steamer
 leaves Halifax for Ber-
 muda, The British West
 Indies and Demerara, and
 is away thirty-eight days.
 A delightful trip for
 moderate cost. Write us.

PICKFORD & BLACK
 HALIFAX

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine
 Preparation for Cleaning Cut-
 lery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and
 Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
 MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

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

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

A Car Shortage is Likely

MORAL:

Order now, and avoid possible delay.

SALT
FOR EVERY USE

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

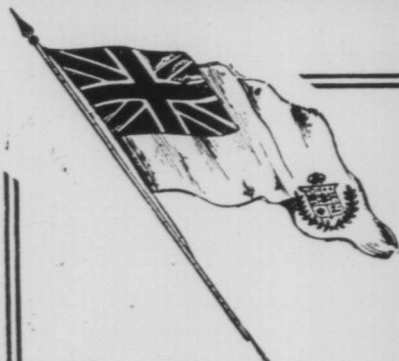
WETHEY'S
LAUREL
BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

+ Phones

Free to you

Use them

NO TRAVELERS OUT

Are glad so many phoned us.

Did you? If not

Try it and be convinced.

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON,

ONTARIO

C

Montreal: 70

VOL. XX



mad

Fra

Me

EDV

53 Front