

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

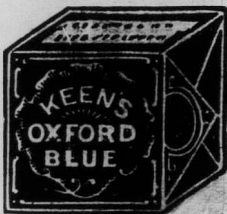
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, AUGUST 16, 1907.

NO. 33.



*It's a wise saying:*

"Never change horses while crossing a stream."—

Applied commercially it is especially true as regards

## Keen's Oxford Blue

Don't ask your customers to change to another brand—It's too risky—Stick to Keen's Oxford Blue.

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

## Canada's Starch Standards

For Cooking Purposes

### Benson's "Prepared" Corn

(THE ORIGINAL YELLOW PACKAGE)

For Laundry Purposes

### Edwardsburg "Silver Gloss" Starch

The merits of these two brands have been acknowledged unequalled  
by any other makes for nearly fifty years.

FOR SALE BY ALL JOBBERS

## EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

63 Front St. East  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

St. James Street  
MONTREAL, P.Q.

# ARE YOU

# AWARE

of the fact that we put up a Chutney Sauce which is admittedly the best sauce on the market? If you are not, let us make you aware of the fact. If you are, let us send you a shipment, for it is the one sauce no grocer can afford to be without. It possesses a piquancy and distinctive flavor which render it absolutely unique and the man who has not yet tasted it on cold roasts or hot steaks or chops, has missed a treat. It shows a good margin of profit and is in demand all over the world, amongst all classes of men. Place an order with your wholesaler at once, and instead of his giving you what you and your customers want, if he does not stock our Chutney Sauce, have him import it for you.

## CROSSE & BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

## Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade?

Common sense says plainly “buy standard goods”; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

## Griffin & Skelley's Dried Fruits

“The pick of the pack,” please remember that. Don't forget, either, that they come from the largest vineyards and orchards on the Pacific Coast---picked and packed right where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

### Cox's Gelatine

Standard Gelatine of known worth ---known quality---known purity. Never disappoints the most particular housekeeper. Oldest brand and “best,” because tried, tested, trusted. In powdered and shredded form.

*Sold by leading wholesalers.*

**Arthur P. Tippet & Co., Agents**

8 Place Royale,  
Montreal.

84 Victoria St.,  
Toronto.

Aug 16

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**HALIFAX, N.S.**

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

**NEWFOUNDLAND**

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

**TORONTO.**

**SELECTED  
VALENCIA RAISINS**

BEST BRANDS  
Now in Stock.

**Anderson, Powis & Co.**  
15 Wellington St. E., Toronto

**HAMILTON.**

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

**TORONTO.**

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

**VANCOUVER.**

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

**MONTREAL**

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

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

**A. G. STUART**

Commission Broker  
Correspondence Solicited  
P.O. Box 1163, Vancouver, B.C.

**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 23

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

**WINNIPEG.**

DO YOU wish to extend your business to this  
GREAT WEST COUNTRY  
WE CAN handle your account to our  
MUTUAL ADVANTAGE.  
Correspondence solicited. Established over 13 years  
**George Adam & Co.**  
Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA

**REGINA.**

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

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

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

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

**Evaporated Apples  
White Beans  
on Spot**  
**W. H. MILLMAN & SONS**  
Wholesale Grocery Brokers  
TORONTO

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

(Continued on page 4.)



# Do you smoke ?

Even if you don't, do you know the great majority of your customers do, and the most of them enjoy a good cigar.

Now, here's your chance—sell them an

The Best  
5c straight  
on the market

## “ANCHOR” brand CIGAR

The quality is such that they will come back for more and become steady, profitable customers.

Why not YOU make the profit the other fellow has been making ?

When you are looking for something extra special in Cigar bargains—Remember we are headquarters.

We carry a large, well-kept stock of cigars—all money makers.







A Cigar Department in your business will pay you handsomely.



The EBY, BLAIN CO., Limited  
Wholesale Grocers, TORONTO



## FOR GROCERS

-  1 Blue Ribbon Tea is the “ uick sale ” Tea.
-  2 Blue Ribbon Tea delights your customers.
-  3 Blue Ribbon Tea is blended by experts in a new up-to-date factory.
-  4 Blue Ribbon Tea has no equal.
-  5 Blue Ribbon Tea shows a handsome profit.
-  6 No grocer can be up to date without Blue Ribbon Tea.  
The TEA of to-day

Manufacturers' Agents—Continued.

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

**CARMAN-ESCOTT CO.**  
Wholesale Grocery Brokers and Agents  
Established 1887  
722-723 Union Bank Building  
WINNIPEG, MAN.

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

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

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

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

**F. J. FOLEY & CO.**  
Manufacturers' and General Commission Agents for  
**ALBERTA and SASKATCHEWAN**  
Agencies Solicited  
Office and Warehouse—  
LARUE-PICARD BLOCK, EDMONTON, ALTA.

**THE MOOSE JAW FRUIT AND PRODUCE CO.**  
J. J. McLean - - - Prop.  
Manufacturer's Agents and Wholesale Commission Merchants  
Storage, Forwarding and Transfer Agents  
Office, 45 Main St. P.O. Box 793  
MOOSE JAW, SASK.

**EXPORT TRADE DEPARTMENT**

*Firms Abroad Open for Canadian Business*

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

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

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

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

**Selected Shelled Almonds**  
4 Crown 30c., 3 Crown 29c., 2 Crown 28c., Unselected 27c., for prompt shipment. Headquarters for all kinds of Confectionery supplies.  
**JOHN T. McBRIDE,** - 64 Canada Life Chambers, Montreal

...ESTABLISHED 1849...

**BRADSTREET'S**

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

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

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

—OFFICES IN CANADA—

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

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

Five hundred neatly printed Business Cards, Bill heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

**FRANK H. BARNARD, PRINTER**  
246 Spadina Ave. Telephone Main 6357, Toronto.

**WOULDN'T IT PAY YOU**

to have a

**Resident Representative**

in TORONTO?

Think favorably of the question and write to

**JNO. J. WATT**

Manufacturers' Agent

Good References TORONTO, ONT.  
Special Attention to Advertising

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

**BASKETS**

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

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

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



**TRADE WINNERS.**

Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.

MANY STYLES.  
Satisfaction Guaranteed.  
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

**BUSINESS CHANCES**

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

**COMMON SENSE**

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

All Dealers and 381 Queen St. W

TORONTO, ONT.

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

## Here's a "Tip."

All fruits and vegetables look to be short this year.

If you haven't ordered your season's supply of canned goods, do it **at once**.

Remember, a pleased customer is your best advertisement. Therefore only buy and sell **Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Simcoe, Delhi, Lion, Thistle, Grand River, White Rose Brands.**

Guaranteed as to quality by

**Canadian Cannery, Limited.**

## The Wants of Women—Study Them

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

# OLD HOMESTEAD BRAND

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

# OLD HOMESTEAD BRAND

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

**IT PAYS TO STOCK THE BEST**

**The Old Homestead Canning Co.**  
**PICTON, ONTARIO**

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## The Natural Feeling of Buyer Toward Seller is Distrust

but you cannot have distrust toward

# "SALADA"

Why? Because, unlike sellers of other teas, we never want you to keep a pound of "SALADA" in stock if you desire to get rid of it. It costs you in interest and insurance 10 per cent yearly to carry tea. We paid the freight when sending it to you and will pay the freight back again if you want to return it, and allow you the full cost. Look around at your stock of bulk and packet teas. Would you not gladly return a lot of it if you could do so on the same conditions?

"SALADA" Toronto, Montreal, New York, Etc.

## PHENIX WASHING POWDER

is in greater demand than ever. Housewives are finding new uses for it every day. Its suitability for house, store, office cleaning of every description makes it invaluable in the home or place of business. Grocers supplying the great demand for

### Phenix Washing Powder

are reaping satisfying profits.

If you are not selling **Phenix Washing Powder**, write us.

Sole Canadian Distributing Agents

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

14 Place Royale, MONTREAL

The hot weather will continue with us for sometime yet, and

## LYTLE'S LIME FRUIT JUICE

will be in constant demand. Wide-a-wake grocers will keep stocked up in this popular selling line.

## STERLING BRAND PICKLES


are in large demand, too, in this outing season.

Made in Canada by

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

Limited

TORONTO, CANADA



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

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

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

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

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

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

Ashley & Lightcap, Agents, Winnipeg, Man.  
H. S. DALY, Agent, St. John, N.B.

J. F. MOWAT & Co., Agents, Vancouver, B.C.

**"Gingerbread"**  
**BRAND**  
**Molasses**

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

**Dominion Molasses Co.,**  
**LIMITED**  
**Halifax, - Nova Scotia**

**Agents**

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

**Valencia Raisins**

Next Time You  
Order, Ask for

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

**"W. Abel"** Standard  
Quality

4 Cr. Layers  
Selected  
Fine Off-Stalk

Packed by  
Mahiques, Domenech & Co.

Canadian Agent:  
Rose & Laflamme  
Montreal and Toronto

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

Specify

**"Pansy" and "Daphne"**  
**Brand Brand**  
**Always of the Highest Quality**

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

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

**QUAKER  
CANNED  
GOODS**

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

# NEW RAISINS

1ST SHIPMENT AUSTRALIAN RAISINS IN 50-LB. BOXES NOW IN STORE.

THESE GOODS ARE EQUAL TO VALENCIAS IN EVERY RESPECT AND ARE SURE TO PLEASE.

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

### THE DOMINION SALT AGENCY

LONDON, ONT.

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

### THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

## JAPAN TEAS

"Third crop leaf is now coming in but also limited. At time of writing there is absolutely no sign of market declining. Those who have not yet been able to complete their requirements I recommend communicating with me immediately as the United States buyers are now contracting for a very large percentage of Third crop."

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

55 St. Francois Xavier Street, MONTREAL

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

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SNOW  
449 St.

# Tartan BRAND

SIGN OF PURITY

We thank our many friends for their generous patronage during the travellers' vacation. Our travellers start on the road Monday, heavily loaded with bargains.

## WAGSTAFFE'S GOODS

Tremendous sale of these goods recorded. We have full supply. Get in your orders before it is too late.

Mail or phone orders promptly attended to. Long Distance Phone 596, free to buyers.

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

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You are missing the opportunity of a lifetime if you are not to-day selling our famous package of Jelly Powder, **Bee Brand**, which retails **6 for a quarter**.

Our flavors are **Raspberry, Strawberry, Lemon, Pineapple, Cherry** and **Nutto**, but we can make any other desired.

**Bee Jelly Powder** is very attractively put up, and the price makes it a quick seller.

**LEARN BY EXPERIENCE**

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

**"ROYAL CROWN"**

## Witch-Hazel Toilet Soap

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

Write for prices.

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

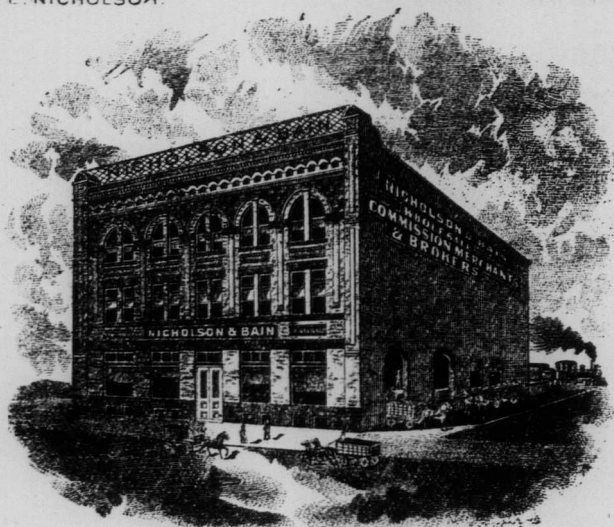
**W. H. Millman & Sons, 27 Front St. E., Toronto**  
Ontario Agents.

**Wm. H. Dunn, 594-596 St. Paul St. Montreal**  
Agent for Quebec and Lower Provinces

F. NICHOLSON.

CABLE ADDRESS D. H. BAIN  
NICHOLSON, WINNIPEG.

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



BANNATYNE ST. EAST.  
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



*Winnipeg,* July 30th, 1907.

# TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

We wish to take an account, as exclusive representatives, for your line.

There is a splendid opportunity, now, to introduce your goods, and we have special facilities for pushing them.

We have grown up with the country, and have friends and clients everywhere. To take care of these, **we have established warehouses at Winnipeg, Calgary, and Edmonton,** all natural distributing centres for the most progressive sections of Western Canada.

We cover the territory thoroughly and effectively, our selling organization being of the best.

Let us know your terms. We take consignments on commission, and feel certain that we could develop a large trade for you, if placed in charge of your interests.

Very truly yours,

## NICHOLSON & BAIN,

**CALGARY**

**WINNIPEG**

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Canadian Ag  
& Co. Ross

## A Matter of Common Sense

Stocking Groceries and Provisions calls for the exercise of common sense—nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for



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

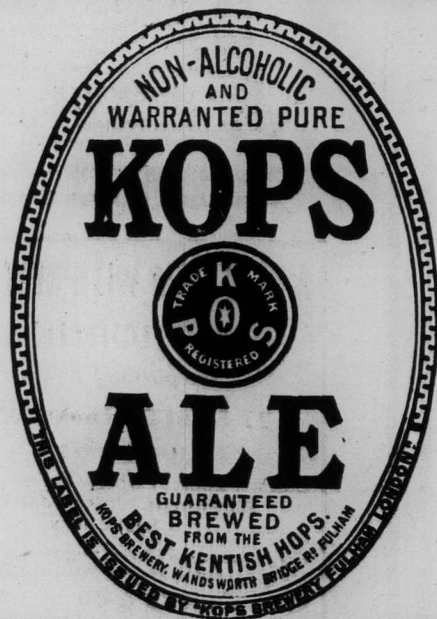
I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E. D. S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

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

### *E. D. Smith's Fruit Farms,*

WINONA, - ONTARIO

### THE PERFECT BEVERAGE



Unexcelled for Dinner or Luncheon. Submit it to your customers. It is sure to be appreciated. There is nothing else like it.

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

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Muaro, Coristine Bldgs., Mon-St. E., Toronto. Royal Stores, St. John's, N.F.

### DRIED FRUITS

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

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

REPRESENTING:

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

ALL RELIABLE SHIPPERS

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

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



**NO "CLOUDY" SURFACES**

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. <sup>72</sup>

**MAJESTIC POLISHES, Limited**  
575 Yonge Street, Toronto, Canada

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



**Ridgway's Celebrated Teas**

Sold in 1/4, 1/2 and 1-lb. Tins, also 3-lb. Canisters

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

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

To **John Robertson & Son, Ltd.**  
41 Common St., MONTREAL  
SOLE AGENTS FOR CANADA

**They Prove Indispensable** to the retail merchant who has mean accounts to collect — and every one of them has.



**Allison Coupon Books**

prevent the friction attendant on those annoying collections, and keep peaceful relations between the dealer and his customers. Goods are paid for as they are bought and still the customer has his charge account.

For sale by the jobbing trade everywhere

Manufactured by

**ALLISON COUPON CO.,**  
Indianapolis, Indiana.



**ABSORBINE**

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle, delivered with full directions. Book 5-C, free.

**ABSORBINE, JR.**, for mankind, \$1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. Young, P.D.F., 204 Monmouth St. Springfield, Mass.  
Canadian Agents, Lyman Sons & Co., Montreal

**A NEW FIRM WITH NEW GOODS**

**A. M. THORNE & CO.**

are pushing things at

**77 Front St. East, Toronto**

with lines of

Bags, Paper, Twine, Toilets, Tissues, Pergamyn, Jute Goods and Stationery

They have some interesting things to tell you about them. Write them.

**A. M. THORNE & CO., TORONTO**

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.



**GREIG'S**  
**WHITE**  
**SWAN**  
**WHEAT**  
**KERNELS**

made from the heart of the finest Canadian wheat—essentially the **CREAM** of the wheat.

It is not heating to the blood—therefore particularly desirable as a warm weather dish. Can be prepared either as a breakfast cereal or as a dessert—but tasty either way.

Three dozen packages in a case, to retail at 15c. Have some?

**THE ROBERT GREIG CO., Limited**  
**TORONTO**

**FOR THE PICNIC SEASON!**

**BRANSON'S**

**CONCENTRATED**  
**COFFEE**

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

Good cup results assured.

Unvarying Quality.

Large Bottles.



**CONCENTRATED**  
**COFFEE**

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

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

**Canadian Agents, GREEN & CO., 23 Scott St., TORONTO**

## PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells *the best*. You will find the *market leader* in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

*A Trial is Convincing*

*Order Without Delay*

### S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

## Wholesale Grocers and Jobbers

When estimating your requirements  
get our prices on following lines:

Raw and Refined

Sugars

Molasses

Walnuts

Almonds

Filberts

Raisins

Currants

Shelled Nuts

Either for import orders or from spot consignments

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

### DO YOU CONSIGN?

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

*Best Results Obtained*

*Enquiries Solicited*

*Cable Address: BOYD, TRINIDAD*

*Prompt Returns*

*All Codes Used*

LONDON AND NEW YORK: FRAME & CO.

## A Good Salesman

is a valuable man to the merchant who stocks the best brand on the market. That may explain why most shrewd grocers stock the far-famed

# Burlington Brand Canned Goods

but there are other reasons. BURLINGTON BRAND Canned Goods is the acme of perfection. Whatever is delicious and appetizing about ripe, juicy fruit and fresh vegetables is retained in BURLINGTON BRAND—the brand the best trade demands.

**Burlington Canning Co., Ltd., - Burlington, Ont.**



**Pure Food is Essential  
to Good Health**

**Wagstaffe's**

**New Season's Goods**

If you wish to secure some of these celebrated goods see your jobber early.

**Wagstaffe Limited**

**PURE FRUIT PRESERVERS  
HAMILTON, CANADA**

**STOCK THE BEST.**

# "KIT"

## COFFEE

IS

**BEST in QUALITY  
SMARTEST in FINISH  
KEENEST in PRICE**

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

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

For Prices and all Particulars apply to

**KIT Coffee Ltd., Govan,  
GLASGOW.**



# Red Feather B.B.C. FANCY TABLE SUGAR

Have you bought a case yet?  
5-lb. bags, 12 in case—can be  
bought with or without a handsome  
glass shaker with each bag. For  
table use this is the finest sugar  
you can buy, and everybody likes it.  
Ask our travellers about this.

**Fruit Syrups**  
For Fountain and Ice Cream Use  
Quality Unexcelled

## W. H. GILLARD & CO.

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

*Manufactured by*

THE  
**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

# Manufacturers!

Do you want your goods  
Sold in British Columbia?

If so, write the up-to-date Brokers,

## The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

# VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

# S

# THE

Dealers v  
order the



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THE A  
701

THE CANADIAN GROCER

# SALMON

Our travellers have an interesting offer for you in Salmon for prompt shipment.  
It will pay you to see them.

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, TORONTO

## STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex Brand" based on these prime facts:—



- We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.
- We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.
- We claim for the "Essex Brand" a higher standard of quality than is usually considered necessary. The finest of *Fruits* and *Vegetables*, gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex Company's" goods will give a larger measure of satisfaction to your customers than any other within your reach.

*Stock up with the Best, it costs no more.*

**The Essex Canning and Preserving Co.** LIMITED  
28 FRONT STREET EAST - - - TORONTO, CAN.  
*Factory at Essex, Ontario.*



**Pays for itself every  
90 Days**

LASTS A LIFETIME

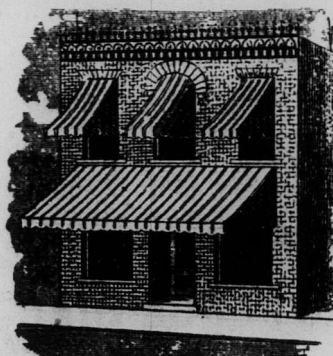
**The Perfection Computing  
Cheese Cutter**

Does this. Ask one of the many  
thousand grocers who use it.

**SIMPLE ACCURATE  
ATTRACTIVE**

Sold by all up-to-date jobbers  
or shipped direct from factory  
by

**THE AMERICAN COMPUTING CO.,**  
701-705 Indiana Ave., Indianapolis, Ind.



**IF YOU  
WANT AN  
AWNING,**

**WHY  
NOT  
TRY**

**The Tobin Tent & Awning Co., - Ottawa?**  
IT'S WORTH CONSIDERING.

Every pound of  
**Crystal Granulated  
Sugar**

is guaranteed to be unsurpassed by any sugar in the world for  
**PRESERVING PURPOSES.**

Insist on getting **CRYSTAL** granulated

MANUFACTURED BY

**The Wallaceburg Sugar Co.  
LIMITED**

**WALLACEBURG, - ONT.**

Western Representatives—Mason & Hickey, Winnipeg

**Mr. Grocer!**

Do not damage the effective-  
ness of shrewd buying and  
enterprise by stocking any  
old kind of starch. Feature

**IVORINE**

and it will talk strong and to  
the point for you because it  
saves her ladyship considerable  
trouble. Of course, she'll  
trade at your store if you handle  
the right starch—**IVORINE.**

**ST. LAWRENCE STARCH CO.  
LIMITED  
PORT CREDIT, ONT.**

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

**Wonderful  
Soap**

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

=====  
**THE GUELPH SOAP CO.**

## DON'T TAKE CHANCES

Some grocers do that very thing. They expect the best trade, yet will not stock the best goods. Since it's an easily proven fact that

## FARMER BRAND CANNED FRUITS AND VEGETABLES

is immensely superior to the next best brand—a fact admitted generally by our competitors—it's up to the grocer who wants more business to stock the best—Farmer Brand. Remember, **we are the only canning concern on earth which cans all the goodness of ripe, juicy fruit and all the energy-building qualities of fresh vegetables.**

**WE KNOW HOW.**

You can corner the paying trade of your town by pushing Farmer Brand.

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

## ICE CASTLE KIPPED HERRING

**BEST ON THE MARKET.**

**ALL NEW PACK GOODS**

**and every tin guaranteed.**

We are able to accept a few more orders for the above line, but we are nearly sold in full. Order at once to get a supply.

**J. W. WINDSOR  
MONTREAL**

## ONE OR TWO REASONS

why our Jams and Jellies are popular with the best class of housewives



They are made only from the best of fruit by processes which are the result of careful study.

They have proven themselves—you'd know it if you sold them—to be the most wholesome manufactured in Canada.

*Our Pure Apple Juice is exceedingly tasty*

**The Belleville Fruit & Vinegar Co.  
LIMITED**

**BELLEVILLE, ONT.**

### Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

**GOLDENETTE**

Pure Cane  
Table Syrup

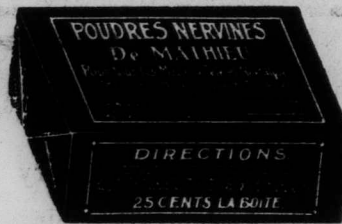
The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

**Imperial Syrup Company**

Refiners of Natural  
Flavor Food Products

**Montreal - - - Canada**



**Build for  
Future Sales**

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

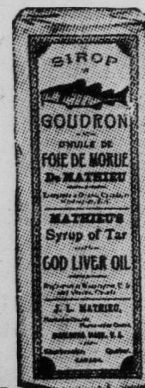
## Mathieu's Nervine Powders

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

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

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

Proprietors, **SHERBROOKE, P.Q.**



Never complain of  
your profits in

## MATCHES

It is not necessary  
when you handle

**OUR  
MATCHES**

There's the "Togo" brand  
and the "Laurier."

Order a trial shipment. Our freight terms  
are advantageous. Write for particulars.

**The Improved Match Co.,**

Limited

Head Office:  
**BOARD OF TRADE,  
MONTREAL.**

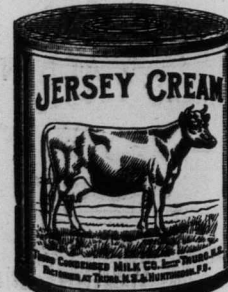
Factory:  
**DRUMMONDVILLE,  
P.Q.**

## A LONG STORY IN FEW WORDS

Reliable



Preferable



Saleable



Profitable

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



# IMPORTANT

## DO NOT WAIT--BUY NOW

Prices for all grades of Teas have advanced

### We still quote our Condor Japan Teas at old prices

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

Cable reports of the third crop are unfavorable, therefore prices will be higher

#### SPECIAL

178 Cads. P.S. Gunpowder - - - - 17½c.      100 30 lb. Boxes Japan - - - - 20c.

#### TO ARRIVE

53 Chests Ceylon Orange Pekoe "Medde-      43 H/ch. Choicest Japan, May Siftings 10½c.  
kande" - - - - - 20c.  
76 H/ch. Choicest Japan, May Fannings - 11½c.      100 H/ch. Karsom Congou - - - - 13½c.

Special Prices to Jobbers

## Why is it our Coffee business has increased so rapidly?

Because all our different grades are bought for their high cup qualities, perfectly cleaned, blended and roasted by the most up-to-date machinery, and are cheaper in value than those offered by our competitors.

#### TRY OUR

#### WHOLE OR PURE GROUND

Imperial Blend - - - - -	15c.	N.T.S. Blend - - - - -	22½c.
Plantation Blend - - - - -	18½c.	Old Crow Blend - - - - -	25c.
Special Blend - - - - -	20c.	V.S.C. Blend - - - - -	27½c.
La Parisienne, 40c.		Condor Blend, 30c.	3MD Blend, 35c.

Madam Huor's Coffee—THE GEM—1 lb. tins, 32c., 2 lb. tins, 62c.

Freight paid on 50-lb. trial orders

## The E. D. MARCEAU CO., Limited

WHOLESALE TEAS, COFFEES,  
SPICES AND VINEGARS

### Montreal



# THE TELEPHONE

Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

## LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

**THE BELL TELEPHONE COMPANY OF CANADA**

## A BUSINESS CHANCE

is often missed when it might  
have been easily embraced by

### Systematic Saving

Begin now to prepare for the day of opportunity by depositing your savings in *The Metropolitan Bank*. In the *Savings Department* \$1.00 or upwards opens an account. Interest is allowed from date of deposit, and compounded *four* times a year. No delay in withdrawal.

## THE METROPOLITAN

Capital Paid Up  
\$1,000,000.00

# BANK

Reserve Fund and  
Undivided Profits,  
\$1,183,713.23

## British America Assurance Company

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

**W. B. Meikle, General Manager; P. H. Sims, Secretary**

CAPITAL \$1,400,000.00  
ASSETS 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

## WESTERN ASSURANCE COMPANY.

Incorporated  
1851

**FIRE  
AND  
MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President,

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

### HOTEL DIRECTORY

#### WINDSOR HOTEL

HAMILTON, BERUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNicol, Prop.

#### WINTER RESORT

QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

## A NEAT PARCEL

is a customer-pleaser. Our

**Bags,  
Paper,  
Twine and  
Stationery**

are the finest in the market,  
and will help to the desired end.

**A. M. THORNE & CO., 77 Front E.  
TORONTO**

#### TOWER HOTEL

GEORGETOWN  
DEMERARA

BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stables, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

#### THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

#### WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets  
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

#### HALIFAX HOTEL

HALIFAX, N.S.

#### HOTEL IMPERIAL

Large Sample Rooms

Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask

#### VICTORIA LODGE

HAMILTON, BERUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.  
Private Board \$12 to \$14 per week.  
Open Nov. 1 Closes in May.

#### ACCOUNTANTS AND AUDITORS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto.  
445 Temple Building, Montreal.

## BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business 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

**MATHEWSON'S  
RED  
VICEROY SALMON**

Price \$1.75 dozen

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

**The Choicest Red Salmon Procurable**

We solicit a trial of this most excellent brand

**Mathewson's Sons**

WHOLESALE GROCERS

**MONTREAL**

**Keystone Brand  
Solid Back Brushes**

now recognized as the standard.

The proof of the quality of these Brushes is to be found in the IMMENSE INCREASE IN SALES, necessitating the erection of LARGE NEW ADDITIONS with floor space of 35,000 square feet.

If you want the Best,  
Buy Keystone Brand.

MANUFACTURED BY

**Stevens-Hepner Company**

Limited

Port Elgin, Ontario

**Money**

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

**Confederation Life  
ASSOCIATION**

W. H. BEATTY, President.

W. O. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.



**Diamond Brand  
Maple Syrup**

**Twin Block  
Pure Maple Sugar**

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

**Sugars, Limited Montreal**

# Dominion Fair at Sherbrooke

From the 2nd to the 14th September

MR. GROCER, YOU ARE COMING, ARE YOU NOT ?

*Come in and see us, we can convince you in no time that we save you freight on Groceries*

**T. A. Bourque & Co.,** Wholesale Grocers **Sherbrooke, Que.**

**EASY**

Easy to buy and easy to sell—that's

## 'Camp' COFFEE

No coffee sells so well. No coffee pleases so well. No coffee pays so well. Have you stocked it yet? Order to-day from your wholesaler. You will not regret it.

R. PATERSON & SONS  
Coffee Specialists, GLASGOW.

Agents—  
**Rose & Laflamme**  
Montreal



**BE SURE**

That the Polishes you sell are **Reliable**

You wouldn't sell a customer a tin of bad meat for anything. Why, then, will you let him go off with that cheap and injurious polish ?

**2 in 1**

can always be relied on to please the customer. That means he'll come again.

When ordering, please mention The Canadian Grocer.

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

Hamilton, Canada.

Buffalo, U.S.A.

## SEASON IN, SEASON OUT

You have a steady demand for

**STOVE POLISH**

# JAMES DOME BLACK LEAD

has been on the market for 60 years and has proved its worth. The best stove polish that can be bought.

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



Ever  
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**JAM**

Past Du

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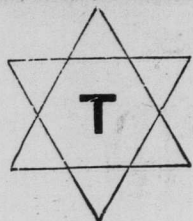
The Bear

Claims, C  
Comme

313 New York I



MANU  
Supplied under-co



# CANNED GOODS 1907

Everything points to short pack.

Lines now ready are short.

If you have not yet located your order for Triangle or Red Feather Brands let us urge you to do so at once, either through our Travellers or by wire or mail.

Triangle and Red Feather Brands cannot be excelled.

More "repeats" than ever this year.

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

## Past Due Accounts.

We have just issued an eight page booklet regarding our Collection Department. If you have not received one write us. It will interest you.

### The Beardwood Agency

Claims, Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

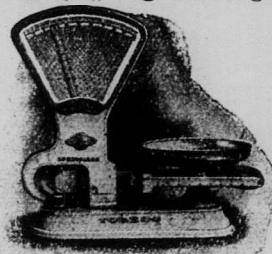
## Do You Lose Money ?

by giving overweight? You may say not, but are you sure? An ounce here and an ounce there soon means pounds lost. That means a dead loss of many dollars. You can't afford it. Are you going to keep on losing by giving overweight when you can be sure that your customers get correct weight—and no more? The

### Toledo Computing Scale

is a sure means by which you can stop this loss in your business and it does not require long to prove it. Let us demonstrate its great saving power to you.

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



## Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

### Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock.

**WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.**

MANUFACTURED SINCE 1849

Supplied under contract to British and Indian Governments

# "CANADA'S PRIDE" BRAND

Represents the highest standard of Canned Fruits  
and Vegetables possible to obtain

A TRIAL WILL CONVINC



Home of "Canada's Pride" Canned Goods

Great Care is exercised in the picking and packing of every line, and our factory is a model of cleanliness and sanitary perfection.

WHOLESALE AGENTS :

*Messrs. Wm. Galbraith & Son, Montreal, Que.*

*Messrs. Medland Bros., Toronto, Ont.*

**The Napanee Canning Co., Limited**

W. A. CARSON, Manager



Battery of Roasters (incomplete) in Chase & Sanborn's New Factory. Two more Roasters to be installed.

The Coffee Requirements of over 2500 Grocers throughout the Dominion are supplied from this up-to-date roasting plant—because Purity, Uniformity and Even Quality have begotten Confidence in Chase & Sanborn's High-Grade Coffees.

# CHASE & SANBORN

## COFFEE IMPORTERS

9 and 11 St. Helen St. . . . . MONTREAL

**CURRANTS AND THE PRIVILEGED COMPANY**

How the crop and prices are controlled—Interesting report made in March by British Consul P. B. Wood.

In dealing with the currant question, the all important fact to be borne in mind is the existence of the "Privileged Company for the Protection of Currant Growers and Traders," which was established last year by charter for a period of 20 years. This company to a great extent regulates the currant market, for one of the essential clauses in its charter is its obligation to purchase from any grower or holder of currants, regardless of the size of the crop or any other consideration, any quantity of good dried merchantable currants which he may offer to it for sale at the minimum price of 115dr. per 1,000 lbs. great Venetian\* which is equivalent (at the present rate of exchange of 27 dr. to the £) to £9 per ton first cost, or £14 5s. per ton f.o.b., packed in quarter cases, reckoning that the price of retention warrants would rule about 10 per cent. below that of currants. As long, therefore, as the Privileged Company continues to exist, the position of the currant grower is assured, for the above mentioned minimum price for currants of the lower and medium quality—and these are what are mainly affected—is fairly remunerative. To currant traders in this country and foreign dealers in the article, this obligation of the Company is a great boon, for, in seasons of great abundance there is no longer the apprehension of any undue burdening of consumption markets with stock, for, unless they are prepared to pay the equivalent of the minimum price offered by the Company, any surplus would naturally remain in this country, and be transferred to the Company's warehouses. Dealers abroad in a large crop year, having minimum sterling f.o.b. price to guide them, can regulate their business on a safer basis. In seasons of reduced production, like the present, when prices are considerable higher than the Company's minimum, there is obviously no great risk incurred, for these prices are fixed by the relative supply and demand, which in an article like currants is easily estimated; and consequently the ruling rates represent pretty fairly the value of the article.

**Company's Privileges.**

It will naturally be asked what privilege the Company enjoys in return for such a great concession to currant growers; for it must be remembered that the Company is not allowed to export the currants which it buys at this minimum price in their original form. They can only be sold locally to wine makers and distillers or exporters in a liquid state, either as wine, alcohol or syrup, or pulped in a manner which makes them unfit for eating purposes, and in none of these forms do currants, under normal circumstances, give even half the equivalent of what the com-

\*1 lb. great Venetian equals 1.052 lbs. avirdupois, about.

pany has paid for them. The set-off consists in the payment to the company of 7dr. per 1,000 lbs. of dried currants produced—say about 11s. per ton at the present rate of exchange.

A total average crop of currants may now be reckoned, under normal circumstances, at 160,000 to 170,000 tons, and there is no chance of any great increase in production; for, so long as the Privileged Company's charter lasts, no new currant plantations are allowed, excepting by payment of an almost prohibitive area tax.

The company also derives the benefit of the 35 per cent. export duty (retention) which is paid in kind and deposited in its warehouses. Reckoning the usual annual export at 120,000 tons, the company receives, as a free gift, 42,000 tons of currants; but against this it is compelled to pay to the Greek Government about 4,000,000 dr.—say about £147,000 against the export duty in cash, which it used formerly to receive.

It is difficult to estimate the real value of these 42,000 tons received by the company, for, as it has been stated, these can only be used for wine making and distillation, and their value consequently varies according to the importance of the vintages, etc., in foreign countries, as these latter are the principal buyers of products derived from these currants. But, taking one year with the other, about £4 per ton would be about a fair estimate of their value.

**Crops and Company's Position.**

It will be seen that, in normal currant seasons, when the total crop does not exceed 160,000 tons, of which 120,000 tons are usually exported and 42,000 tons handed in against retention purposes, the company's position is a satisfactory one; but total crops of 170,000 to 180,000 tons are possible, and then the tables are turned, as the company would then, presumably, have to buy all the surplus of 8,000 to 18,000 tons at its minimum price of £9 per ton.

A clause favorable to the company was embodied in its charter, at the instance of foreign fruit dealers, which stipulates that it must sell from the retention currants any quantity of good merchantable currants applied for by any exporters at the fixed price of 200dr. per 1,000 lbs., which at present rate of exchange, is equal to £1 ls. f.o.b. per cwt. net in quarter cases.

This clause was inserted in order to check any undue enhancement of prices short one, such as the crop of 1900, when the total crop happens to be a which was reduced to one-third of its usual weight by "peronosporos," and prices for average provincial were pushed as high as £3 per cwt. f.o.b., to the great detriment of the trade generally.

It is, however, only in season of very small crops, like the present, that the company will be applied to for the retention currants by exporters, as the

price of £1 ls. per cwt. f.o.b. for provincial is extremely high, and is only obtainable in markets of consumption under abnormal circumstances. At the present moment, stock in the hands of growers and merchants will be insufficient to supply the usual demand of the next five months, and were it not for the above clauses, prices would certainly have been pushed very high. As it is, however, holders are unable to get higher prices than the company is authorized to sell at, and when their stocks are depleted it is probable that the company will be able to sell 2,000 to 3,000 tons of the retention currants at the equivalent of £1 ls. f.o.b. per cwt. and naturally derives a great advantage from these sales.

At the opening of the currant season the Privileged Company, in conjunction with the Greek Government, draws up an official estimate of the crop, including the remaining stock of old currants and retention receipts. Deducting from the estimate of new crop and stocks of old currants remaining in Greece, the 35 per cent. retention duty in kind, which is levied on the export of currants, the net amount of currants available for export during the succeeding twelve months is obtained. Deducting 10 per cent. from this quantity, it announces publicly in August that when shipments reach the estimated amount available for export minus the deduction, the export duty of 35 per cent. up till then levied in kind, will be taken in cash at a fixed rate of 40.25dr. per 1,000 lbs. of currants exported—say £3 3s. per ton. This is done as it is manifestly absurd that a retention of 35 per cent. in kind should be levied when the stock of currants remaining on this side is insufficient to supply the requirements of consumption.

**Estimates of Last Crop.**

At the opening of the present currant season the Privileged Company issued the following estimate, and stated that when the total export of currants reached 200,000,000 lbs. great Venetian (94,000 tons) retention warrants would be no longer accepted at the custom house, but payment in cash at the above mentioned price of 40.25dr. per mill exported:

	Quantity lbs.
Estimate of total crop of currants, 1906.....	280,000,000
Stock of 1905 currants remaining in Greece.....	6,500,000
<b>Total .....</b>	<b>286,500,000</b>
	lbs.*
35 per cent. export duty in kind (retention) on an estimated export of 200,000,000 lbs. including Ionian Islands, which pay 40 per cent.....	71,000,000
Less retention warrants held over from preceding crop	6,891,200
	<b>64,108,800</b>
Available for export.....	<b>222,291,200</b>

\*Great Venetian.

or about 104,500 tons, against a usual export of about 120,000 to 125,000 tons. The total export will reach the amount of 200,000,000 lbs. or 94,000 tons by about the middle of April, when

the 35 per cent. retention duty in kind will cause a shortage in the market which need not be met by dealers and exporters abroad have a continuous and short supply of about 2s. che. been prevailed in five months.

Retention warrants issued by anyone deposited with the Privileged Company on their behalf. These warrants are a market to worth 10 per cent. of the currant

**Cash**

Since the price of goods has been advanced (great Venetian) retention warrants of 1,000 lbs. A payable in w. 1,000 lbs., is of 63dr. per as above stated fixed rate of charge of 40d £3 3s. per and this is the quotations have the first cost declined, nor fruit.

The Privileged Company gives consideration per cent. export instead of in 40dr., £25, per as in kind it which if sold wine making give it a retentions, of mill.

**Estimate**

In the present seemed to be the currant crop, had been not fruit was abundant and fine crop were so much that very large in May and June which at about which the Privileged Company is compelled to pay for currants. in the United States and Germany 16s. 6d. cost cwt. in barrel at 17s. cost to Canada and 6d. c.i.f. in Canada

By the month of August, the currants from all the less glowing fairs, the business remained small and withering and the result of the finally, when reached, it would be a The following August, was exact:



THE CANADIAN GROCER

the 35 per cent. export duty will be taken in cash instead of kind, and this will cause about 1s. 9d. per cwt. reduction in the export charges, a matter which needs a little explanation, for dealers and importers of currants abroad have been much perplexed, after continuous reports of strong markets and short stocks, to hear quotations about 2s. cheaper than those which have been prevailing during the last four or five months.

Retention warrants are delivered to anyone depositing currants in the Privileged Company's warehouses and bear on their face the amount delivered. These warrants are sold in the open market to exporters and are usually worth 10 per cent. less than the value of the currants.

**Cash Instead of Kind.**

Since the beginning of this year the price of good sound provincial currants has been about 200dr. per 1,000 lbs. (great Venetian) first cost, and retention warrants have averaged 180dr. per 1,000 lbs. A retention of 35 per cent. payable in warrants costing 180dr. per 1,000 lbs., is equal to an export charge of 63dr. per 1,000 lbs., the duty in cash, as above stated, will be levied at the fixed rate of 115dr., equal to an export charge of 40dr., £25, per 1,000 lbs.—say £3 3s. per ton—1s. 9d. per cwt. less, and this is the only reason why low quotations have been heard of lately, as the first cost of currants has in no way declined, nor is it likely to, for 1906 fruit.

The Privileged Company naturally derives considerable benefit from the 35 per cent. export duty paid in cash instead of in kind. In cash it receives 40dr., £25, per 1,000 lbs. shipped, whereas in kind it gets 350 lbs. of currants, which if sold locally, or exported for wine making or distillation, does not give it a return, under normal circumstances, of more than 15dr. per like mill.

**Estimate of Currant Crop, 1906.**

In the spring of 1906 everything seemed to be going favorably with the currant crop, no symptoms of disease had been noted anywhere, the show of fruit was abundant, and a very large and fine crop was expected; merchants were so much impressed with the idea that very large forward sales were made in May and June to all consuming markets at about the equivalent of the price which the Privileged Company is compelled to pay for good average provincial currants. Thus currants were sold in the United States, the Netherlands and Germany at the price of 16s. to 16s. 6d. cost freight and insurance per cwt. in barrels, to the United Kingdom at 17s. cost freight and insurance, and to Canada and Australia at 18s. to 18s. 6d. c.i.f. in cases and half cases.

By the month of July, however, rumors from all producing districts gave a less glowing view of the state of affairs, the bunches of currants had remained small in size, in places fruit was withering and dropping off, evidently the result of latent "peronosporos," and finally, when the harvest time was reached, it became evident that the crop would be a comparatively small one.

The following estimate, arrived at in August, was generally considered about exact:

District	Quantity	
	In 1906 Tons	Estimated In 1905 Tons
Gulf of Corinth.....	12,000	14,000
Vostizza (Aegium).....	8,000	9,000
Patras and Achaia.....	8,000	12,000
Pyrgos and Olympia.....	26,000	32,000
Campos and Gastuni.....	16,000	19,000
Kyparissia and Filiatra	13,000	16,000
Pylos Madone & Corone	13,000	16,000
Calamata and Nissi.....	24,000	27,000
Messolonghi and Lepanto	2,500	4,000
Naupila .....	500	4,000
Island of Zante.....	5,000	7,000
Cephalonia and Santa Maura .....	7,000	8,000
<b>Total.....</b>	<b>135,000</b>	<b>165,000</b>
Less 35 per cent. retention on 100,000 tons exported.....	35,000	42,000
<b>Estimated amount avail- able for export.....</b>	<b>100,000</b>	<b>123,000</b>

\*On 120,000 tons.

**Reduced Fruit Crops in Mediterranean.**

The effect of this greatly reduced crop of currants was still further enhanced by the falling off in the Smyrna and Spanish crops of sultanas and raisins. It is reckoned that the annual consumption of Mediterranean dried grapes and currants amounts to close upon 200,000 tons, whereas the visible supply for 1906 did not exceed 140,000 tons.

**Opening Prices.**

The market for currants opened very briskly in August, and prices, in response to an active demand from all markets of consumption, kept rising daily, and to such an extent that many contracts entered into during the months of May and June for forward delivery at comparatively low prices were not carried out, sellers being unable to face the heavy loss. The following table shows the gradual rise in the price of the various growths of currants during the season 1906-07.

Price per cwt. f.o.b. packed in quarter cases:

	August 1906.		September to October 1906.		March, 1907.	
	From— £ s. d.	To— £ s. d.	From— £ s. d.	To— £ s. d.	From— £ s. d.	To— £ s. d.
Good sound provincial	0 16 0	0 16 6	0 18 0	1 0 0	1 0 0	1 1 0
Fine Amalias.....	0 16 6	0 17 6	0 19 6	1 1 0	1 1 6	1 2 0
Good average Patras	0 17 6	0 18 0	1 0 0	1 2 0	1 3 0	1 4 0
Fine Patras and Gulf	0 19 0	1 0 0	1 3 0	1 3 6	1 4 6	1 5 6
Vostizza (Aegium).....	1 1 0	1 3 0	1 4 0	1 5 0	* * *	* * *

\*None remains.

**Stocks.**

Those remaining at present (March) in hands of growers and merchants are reduced to about 7,000 to 8,000 tons, which is barely sufficient to supply the

demand during the next five months, so that shippers will be compelled to have recourse to the Privileged Company, and buy from the retention stock, which even with the reduced export duty, will cost fully £1 ls. f.o.b. and this is the lowest price at which currants are likely to be sold during the present season.

**Export of Currants.**

Exports of currants from August, 1906, to March, 1907, as compared with the same period in the previous season, are:

	Quantity	
	Season 1906-07 Tons	Season 1905-06 Tons
London .....	24,450	22,950
Liverpool.....	22,050	23,130
British out-ports .....	7,820	2,970
United States.....	12,500	10,520
Canada .....	1,280	1,470
France .....	130	350
Germany, Belgium, the Netherlands, Austria- Hungary .....	23,250	23,140
Australia .....	4,320	3,720
<b>Total .....</b>	<b>95,800</b>	<b>88,250</b>

Shipments from the opening of the season were very brisk, especially to the British markets, due partly to the comparatively high prices demanded for sultanas, raisins, and all other dried fruits, also to the marked increase in the consumption of currants in the United Kingdom, averaging about 15 to 20 per cent. above the last season's.

**Total Value of Crop, 1906.**

The total encashed by growers for the currant crop of 1906, including what they got from the sale of retention warrants, will amount to about £1,700,000, against £1,400,000 in 1905, £1,500,000 in 1904, £1,450,000 in 1903, and £1,358,000 in 1902.

**Prospects for Crop, 1907.**

The crop prospects for 1907 are good, for one of the severest winters ever remembered has visited this country. Snow on several occasions has fallen on the plains bordering the sea coast, and frosts of considerable severity have been noted frequently, and it has been observed that a severe winter is usually followed by abundant fruit crops, owing to the destruction by cold of various insects and other pests to which they are very subject. An abundant crop of currants has no longer terror for growers, as the Privileged Company with its guaranteed minimum prices assures them a remunerative return, whatever may happen.

**Sultanas.**

Like currants, sultanas were a short crop last season, but the quality was excellent, and realized very satisfactory prices in markets of consumption. The total produce of the Morea did not exceed 900 to 1,000 tons, and was sold at from £1 7s. to £2 2s. per cwt. f.o.b. in quarter cases.

The cultivation of this favorite raisin has been much neglected in this country during the last few years, owing to the increased production in the district of Smyrna which has brought about a serious decline in the price of the article; still, as new currant plantations are now prohibited, it is likely that growers will turn their attention to the sultana.

## GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE  
IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL  
PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GRO-  
CER CORRESPONDENT.

### BELLEVILLE.

James Eadie, organizer of the Retail Merchants' Association, was in the city last week and addressed a meeting of the local branch in the City Hall, at which there was a good attendance.

A. L. Geen, president of the local branch, was in the chair, and reported on the annual convention recently held in Hamilton. He went fully into the work which the convention had accomplished during the three days. Mr. Eadie said the association was growing to be large and its work important, both to the public and to merchants. "It is an age of organization," he said. "All classes are organized. The merchants play a very important part in the city and town life, and are a necessity. There is a most useful association, protecting the public as well as the merchants, and through the association the merchants are endeavoring to give the very best of service to the public."

Whilst almost all the merchants of Belleville belong to the association, they have not displayed the necessary amount of enthusiasm, and have not met together as often as they should have done. If you get to know and understand each other you can discuss many matters of importance. Conditions are continually changing. It is an age of change as regards the association and legislation. My contention is that both houses are made up of farmers, doctors, lawyers and bankers who do not know the wants of the retail merchants. Through the association all this is now changed, and we can place our views intelligently before our legislators. Our membership is large, and as the majority of the members are large property holders, and consequently heavy taxpayers, we find both Governments very willing to hear and help us.

"A very important bill which was introduced this last year, was Mr. Monk's in favor of co-operative stores. A committee of the House was appointed to take evidence. Earl Grey, the Postmaster-General, Mr. King, the Deputy Minister of Labor and others had given evidence in favor of them, whilst the merchants had opposed. Mr. Eadie said his experience in Edinburgh, Scotland, had been that they had depreciated property and narrowed down the employment of labor, and had been very hurtful to the people themselves, to the store-keepers, as well as to the cities and towns, and when the bill came before Parliament he trusted the merchants throughout the whole Dominion would take means to defeat the measure in the interest of the towns and cities. It was of vast importance that the merchants and those interest-

ed in the growth of our great country should awaken and give every consideration to such a change. His own personal opinion was that those who were supporting such a measure were not taking the all round view, and were only looking from one side of this great question. The merchants were also very anxious that the public should deal in their own towns and cities, where they get their goods as cheap, and help to build up the prosperity of their own localities. He knew towns and villages to-day which were going down largely through those who get their money therein, sending to Toronto and other large places. It was for the thinking public to consider the great harm they were doing. They had been the means of stopping a bill being introduced favoring a parcel-post c.o.d., which would have played into the hands of the departmental stores. The postmasters had formed a very strong organization and wanted to compile a list of the leading citizens to sell to other departmental stores and mail order companies, which the association took active means to defeat. A strong company called "The Canada Mail Order Co." has also ceased to exist, largely through the efforts of the retail merchants. The present Business Assessment Bill had to some extent been the work of the organization, and the association was anxious to know the opinion of merchants, as there was talk of the desire of some M.P.'s to return to the old methods.

Mr. Eadie entered into a large number of questions which had been discussed and action was taken. In closing he said: "All legislative measures that are introduced into Parliament come before the watchful eye of our active executive. They oppose injurious legislation, and promote measures that will benefit the retail trade. The merchants thereafter discussed the work of the association, and all were deeply impressed with the work done. It was agreed to hold a banquet in the fall of the year, and to get together oftener."

### CALGARY.

By E. L. Richardson, Secretary Board of Trade.  
Calgary, Aug. 2.

The grain crops, upon which so much depends in the west, are progressing very favorably, and everything points to a very large crop, particularly in southern Alberta, where the crops are more forward than in the northern part of the province. The Alberta crops are considerably ahead of those of Manitoba and Saskatchewan, particularly southern Manitoba. Our barley and winter wheat is just beginning to turn, and we

will be harvesting it in a week or ten days.

The city is progressing very favorably. The census recently taken shows that we have a population of 21,040 at the present time, and it is expected that within a year we will have a population of 25,000. The custom house receipts for July, were \$57,851, as against \$30,035 the same month 1906. Some of our citizens, just returned from England, report that a very large amount of capital is looking towards southern Alberta for investment, and the greatest interest is taken in western Canada.

Work has been started on the new gravity system of waterworks, which is to cost \$345,000, and which will be sufficient to supply Calgary's wants until the city reaches over 100,000 population. The municipal electric light plant is proving a success, and the staff is being considerably increased. At the present rate of increase, over 500 new connections will be made within the next six months. Preparations for the new street railway system are now being made. It is proposed to run 10½ miles of track at present, and to have the main street double-tracked. The cars and equipment will be up to date, and will add one more comfort of city life to Calgary. A by-law was recently passed to build a \$150,000 city hall. In case the tenders are too high for the plans which have been accepted, the building will likely be put up by day labor by the city. Work on municipal improvements, such as sidewalks, sewers, etc., etc., is progressing favorably, and several magnificent blocks are in course of erection, such as the Y.M.C.A. building, the new Normal school, Cushing Bros.' new brick factory, large additions to the Standard Soap Works, Calgary Brewing & Malting Co.'s plant, and three or four substantial wholesale blocks. A street delivery of letters was recently inaugurated. In fact, when our street car line is in operation, Calgary will have all the adjuncts necessary to make a fine, up-to-date city.

### CHATHAM.

Early closing has scored another advance in this city, the men's furnishing stores having mutually agreed to close at 7 o'clock every evening during the month of August. Six firms are included in the agreement, the seventh, Thornton & Douglas, having made early closing a practice since their establishment here.

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The Dominion Fisheries Commission, comprising John Birnie, K.C., and J. J. Noble, met in this city July 31 and Aug. 1. Much conflicting evidence as to the local situation as affecting the Thames and Lakes Erie and St. Clair was submitted. The fishermen, who desired the abolition of the present restrictions, represented that the scarcity of fish was due to the depredations of the carp, while the representatives of the Fish and Game Protective Association laid the blame upon the seine nets. Mr. Wheeler, representative of the latter interests, declared that while this vicinity possessed the cream of the fishing waters, the people of Kent and Chatham hadn't a fish to eat.

Last week J. C. Lar grocer and misfortune to hand. The wou but Mr. McCe ended for some

N. A. McGea menced work ice cream paric establishment.

Jas. R. Pal shortly erect a ham. Negotiat der way for t building. Mr. time past cor Chatham, and tically an assu

Wilfred McC & Son, has ret Jamestown l visiting New more and othe route.

Mrs. Annie l grocery stock Adelaide stree Frank Snook.

Lamon Bros their new prer Clair street ar new plant is a one, the baki ovens with a c firm are going shipping busine front part of sessed a good used as a con parlor.

The Tilbury in canning be employed in tl

Fred. Dean, Creameries, w He stated that ter creameries triet, extendin onto.

H. E. Hugh tist, has just on the wall of the corner of Grand avenue. life-sized repre taking a loaf advertised "M oven.

Geo. Hewson cery, is taking Lakes on the :

Wallaceburg week, in the Firemen's conv of visitors we: parts of Onta resplendent wi chants adornir ner befitting t tion comprised being taken r and prize cont

Last week John McCorvie, the popular grocer and school trustee, had the misfortune to run a file through his hand. The wound is progressing nicely, but Mr. McCorvie will be inconvenienced for some time as a result.

N. A. McGeachy & Sons have commenced work on an extension to the ice cream parlor in their "all white" establishment.

Jas. R. Palmer, of Tilbury, will shortly erect a steam bakery in Chatham. Negotiations are at present under way for the construction of the building. Mr. Palmer has for some time past contemplated locating in Chatham, and his coming is now practically an assured fact.

Wilfred McCorvie, of John McCorvie & Son, has returned from a trip to the Jamestown Exposition, incidentally visiting New York, Washington, Baltimore and other important points en route.

Mrs. Annie Rumble has moved her grocery stock into the premises on Adelaide street, recently occupied by Frank Snook.

Lamon Bros. recently moved into their new premises at the corner of St. Clair street and Grand avenue. Their new plant is a large and comprehensive one, the bakery containing two big ovens with a capacity of 800 loaves. The firm are going into the wholesale and shipping business very extensively. The front part of the building, which possessed a good show window, will be used as a confectionery and ice cream parlor.

The Tilbury Canning Co. are engaged in canning beans, a large staff being employed in the factory and the fields.

Fred. Dean, Government Inspector of Creameries, was a city visitor recently. He stated that Chatham possessed better creameries than any city in his district, extending from Windsor to Toronto.

H. E. Hughson, the local sign artist, has just finished a striking sign on the wall of Lamon Bros' bakery at the corner of St. Clair street and Grand avenue. It takes the form of a life-sized representation of a lady just taking a loaf of their new and widely advertised "Mother's Bread" from the oven.

Geo. Hewson, of Malcolmson's grocery, is taking a holiday trip up the Lakes on the steamer A. D. Morrell.

Wallaceburg had a big gathering last week, in the shape of the Volunteer Firemen's convention. A large number of visitors were present from various parts of Ontario, and the town was resplendent with decorations, the merchants adorning their premises in a manner befitting the occasion. The convention comprised two days, a third day being taken up with firemen's sports and prize contests.

### HAMILTON.

While waiting further developments about that suggested meeting of manufacturers, wholesalers and retailers, I would like to have some opinions on the subject from your readers—both wholesale and retail, as well as the manufacturers. Why not send a letter to your paper with their idea of a general organization? Their names need not necessarily be published. Personally I think this meeting should be held, if only a few people get together and thresh out the question as to the best thing for the retailer to do. Both the others have associations now and realize the benefits to be derived, and if some way can be pointed out to the retailer it would be time well spent. As I understand now there is considerable friction between the manufacturer and the jobber, and it looks to me as if some of these troubles might be smoothed over if some good retail men were called in to the confidence of the others.

The fruit and vegetable growers of Wentworth and Halton held their annual picnic at the Brant House Park, Hamilton Beach, on Wednesday last. It proved a grand success, beautiful weather, large attendance and some capital speeches from some prominent growers like Frank Lalor, M.P., of Dunnville, E. D. Smith, M.P., Winona; Thos. Stock, Oscar Sealey and Jim Livingstone. The speeches were eloquent, instructive and amusing, and the deliberations of the association were along practical lines.

One of the important subjects was the using of second hand crates and boxes. The conclusion arrived at was that this should cease at once, particularly on sanitary grounds, as they are bought and sold by Jews and other dealers along with rags and bottles, and consequently reputable dealers will not handle fruit in boxes that have once been used, and will request the buyer to burn when empty. This outing is largely patronized by the retail grocers of Hamilton, and they certainly appear to get nearly as much pleasure out of it as they do at their own mammoth picnic.

The president of the fruit growers proposes to ask some of them for papers on agricultural questions, as, say, James Main on the "Early planting of macaroni," and Adam Ballantine on "Training of vermicelli," and John Forth on the "Pulling of grape nuts." These papers in the hands of the able grocers mentioned should be both interesting and instructive, and would no doubt have to be repeated before city audiences.

### LONDON.

Grocery travellers are all back on the road after having enjoyed two weeks' holiday. Wholesalers report business to have been well maintained during the vacation period.

Brokers report prices advancing almost all along the line. Teas, especially Japans, continue to go up. Coffees are unchanged, fine qualities realizing good prices. Sugars remain stationary, the unusually small demand for this season of the year no doubt preventing any advance in prices. Prepared cocoanut is up one cent per pound. The crop and quality of both

raisins and currants are reported excellent. Prices for September and October shipment are about the same as a week ago. The New York market is bare, and it is said that so high is the price demanded for California raisins that New York dealers are importing Valencias in large quantities at lower prices than they can get home-grown fruit.

Canners have placed the opening price for peas at 92½ cents per dozen for standards, as against 85 cents a year ago, and early Junes at \$1.02½, compared with 95 cents last year. No. 2 group are 2½ cents lower. An advance in these prices is looked for, and it may be taken for granted that the figures for other vegetables will be put up correspondingly. These advances bear hard on the retailers, who, to meet them, need to add a cent a tin to the price. This they can hardly do, and as the profit is small enough at best, it will readily be seen how they are affected.

The scarcity and consequent high price of small fruits is setting the housewife thinking how she is going to get along the coming year, if not exactly without these dainties, at least with a considerably smaller store than she has been accustomed to. On Saturday last raspberries sold for 14 to 15 cents a quart wholesale on the local market, and 16 to 18 cents retail. The warm weather in March brought out the buds on the berry plants, but the cold weather later killed the bulk of them. Black currants are selling at the high price of \$1.60 wholesale for what is called a twelve quart basket, but which really contains not more than nine or ten quarts. Harvest apples, too, are scarce, the yield being the smallest in years. However, the later varieties promise to be larger. The peach, pear and plum crops are said to be more promising. The present week will probably see the last of the berries. On Saturday evening every box in the market was sold out by eleven o'clock at prices that almost forbid canning. People have been advised to turn to the despised prunes as a substitute; but here they are met with the news that prunes this year promise not more than half a crop. If, however, it was only the fruits that were high in price people might manage to worry along somehow, but everything is dear, and bids fair to be dearer, so that one does not need to be a pessimist to see a hard time ahead the coming winter for those accustomed to a hand-to-mouth existence.

R. A. Ross, a London grocer, took a second plunge into the matrimonial swim Wednesday, and his many friends are wishing him and the bride-elect every good thing.

The members of the Retail Grocers' Association know how to enjoy themselves on occasions if anyone does. The mid-week half holidays during the summer months have been put to good use, but after this week there will be only two of these recreation periods left them for this season. Ed. Ryan and Gordon Drake got up an outing for Wednesday which was among the most enjoyable of the year. The grounds and fishing stream of the London Gun Club at Dorchester were placed at the disposal of these gentlemen and their friends for the afternoon. Fishing, a baseball match and a banquet in the

village hotel in the evening constituted the programme.

The Ontario Government has inaugurated a crusade against the diluting of milk with water by farmers in cheese factory communities, and as a result two London Township men have been fined \$10 and costs each. In all likelihood others will be called upon to answer a similar charge, as many complaints have been sent to Inspector Farrington, of Woodstock, regarding the quality of the milk furnished the factories. Samples of milk recently examined here were found to contain from ten to thirty per cent. of adulteration. It is considered not a little significant that, following these prosecutions and convictions, there has been an increase in the price of milk of one cent a quart.

**STRATFORD.**

"Business is dull," said a grocer dealer on Ontario street, and he was dead right. The holiday season is the cause, and the citizens are making holiday by the lake side at Grand Bend near Goderich. One grocer remarked, "It would surprise you if I told you to what extent the vacation season affects the trade. When a half dozen or more regular customers leave the city in one week it is soon noticeable in the falling off in the trade." Other grocers spoke in the same tone.

Not a few of the retail grocers are displeased at the actions of one of the leading establishments in the city. This firm has recently made a decisive cut in the price of granulated sugar. They are advertising 22 pounds for the dollar, while the general price throughout the city is 19 and 20 pounds for the dollar for the same brand of sugar. In Woodstock, Ingersoll and other cities the ruling quotation is 18 pounds for the dollar. Lately the merchants in Stratford have been cutting prices in other lines as well.

A few of the grocers have huckleberries on sale, but the supply doesn't meet the demand. They are very scarce in the city.

Raspberries have had a splendid run, and now that boxes are becoming scarce the price goes up by notches.

The market is well supplied with all the seasonable produce. Green vegetables are especially delicious at this time of the year.

**GUELPH.**

Last week was another good week for the grocers for this time of year, fruit, sugar and jars being in good demand. Plums made their first appearance on the market on Saturday, and sold readily at 80c. a basket. Tomatoes also have improved in quality and price, 60c. to 80c. a basket. Raspberries still continue to come.

I saw a down-town grocer this morning sweeping his store and kicking an old tin can along and went in to investigate. He has a good thing for keeping down the dust. He takes an old piece of carpet, soaks it in floor oil, then puts it into an old, wide-mouthed tin, big enough to dip the broom in, every little while rubbing the broom against the

piece of carpet. The broom then catches all the dust. Of course, a man needs a clean floor to start with, as it won't scrub the floor. It certainly is a good dust protector.

For the last two years we have had screens on the store doors and found we had considerable trouble trying to keep the flies out, very often the customers standing holding the door open to talk as they went in and out. This year we have thrown both doors wide open and left the screens up-stairs and have not as many flies as last year, but still have plenty, thank you. But we have the nice cool breeze blowing and a good deal more light, and use strips of fly paper along the fronts of the windows. We are not yet convinced which is the best.

**INGERSOLL.**

The first lots of this season's honey are now being marketed. The supply, according to present information, will hardly be up to the average in quantity, although the quality, generally speaking, is excellent. The cold weather of the early spring retarded the work of the bees very much, a fact which explains the shortage to a great extent. They were denied the privilege of working on the early flowers as usual, and their efforts have been confined very largely to the clover and other flowers which bloom later on. The clover honey this season is of fine quality and is already in good demand. Very little buckwheat or basswood honey has been seen, but it will likely find its way on to the market in due course of time. Judging from present indications, the prices will be about the same as last year. The first quality clover honey is now selling at 18 cents per section, with number two quality at a shilling, or two sections for a quarter.

\*\*\*

That H. Walter Knight, for the past seven years superintendent of the factory of the St. Charles Condensing Co., earned the highest regard and good will of the employees of that institution was indicated in a tangible manner a few days ago. As briefly noted in these columns recently, Mr. Knight has severed his connection with the St. Charles Co. to accept the general management of the Canadian Condensed Milk Co. A few days ago he was pleasantly surprised by being made the recipient of a solid gold watch suitably inscribed and a gold watch fob, bearing the Masonic emblem. An address which accompanied the gifts explained that they were from the employees of the St. Charles Condensing factory. The address was signed by the employees of each department.

From the time that it became known that Mr. Knight had resigned as superintendent of the condensing factory, speculation was rife as to who would be his successor, and it was with a marked degree of pleasure that citizens learned that the mantle had fallen onto the capable shoulders of R. B. Hutt. Mr. Hutt is an Ingersoll boy who has been associated with the firm for several years in the capacity of assistant superintendent, and he is well qualified for his new duties.

**RED ROSE TEA TRAVELERS.**

**Pleasure and Business at St. John—The Annual Conference.**

The men who preach the good qualities of Red Rose Tea have been having a gala time in St. John, at the annual convention held there from August 6 to 10. The travelers were quartered at the Royal Hotel during their stay, and the week was pleasantly and profitably spent in pleasure trips and conferences on matters connected with the tea trade.

The members of the staff attending were: Rupert Pratt, R. E. Miller, J. H. Boyd, Fred Rose, G. E. Taylor, T. C. Pott, Toronto; H. A. Howey, Stratford; R. W. Vout, Brockville; S. Hustwitt, G. L. Palmer, Winnipeg; W. C. Gaden, Montreal; A. P. Murchie, Portland (Me.); L. W. Cox, Truro; N. D. LeBlanc, Shediac; G. A. Trites, Salisbury; L. B. Moore, St. John's (Nfld.); J. V. Keirstead, A. W. Birmingham, L. C. Armstrong, B. M. Armstrong, St. John. Also Geo. H. Campbell, manager of the Toronto office, with Mrs. Campbell. Many of the married men in the party were accompanied by their wives.

The first day was spent in preliminary skirmishes and in getting acquainted. On the second day an excursion on the Bay of Fundy across to Digby was greatly enjoyed. The steamer Prince Rupert was boarded early in the morning, and the "Red Rose party" numbering over forty were safely piloted to the pretty little Nova Scotia town. Here backboards were engaged for a drive around town and to the baseball grounds, where a baseball game was played between the easterners and westerners, resulting in a victory for the latter by a score of 10 to 6. It was a wonderful game in many ways, and no doubt the readers of the Grocer all over Canada will be regaled by their Red Rose man with lurid stories of how he played the whole game.

The excursion was under the personal direction of Theodore H. Estabrooks, the popular proprietor of "Canada's largest tea house," and he left nothing undone to provide for the comfort and pleasure of the party. After the game the players were conveyed to the steamer, some of them being kindly assisted by friends, and an excellent dinner was partaken of.

The return to St. John was made in the afternoon, all pronouncing the outing a grand success. The victorious westerners were somewhat startled however, to find this bold defiance presented to them by the office staff: "The office staff of T. H. Estabrooks challenge the western railroad tea travelers to a friendly game of baseball to be played on the Every Day Club grounds on a date to be arranged later."

This game has not yet been played, but it should be a terrible contest if it should materialize.

Thursday evening the 8th, the travelers were the guests of Mr. and Mrs. Estabrooks, at their handsome residence on Mount Pleasant avenue.

On Saturday and Monday the members of the party started out again on their missionary work among the grocers of the Dominion.

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**HONEY**

Honey is going year. The price tario Beekeepers Toronto Monday 12½ cents for str \$2.50 to \$2.75 honey crop, whic Ontario, is gather about ten days. during those ten and the crop wa A bad crop is a keepers careless and perhaps a sl easoned a loss of of the stock du President Sibba places the loss at weather this year er bees were w honey has alread than the prices tion, and wholesa strong in the fe can be maintaine Honey is a co sell above a certa have a taste for low prices greatl When prices go

**THE CANADIAN GROCER**

Established . . . . . 1886

The  
**MACLEAN PUBLISHING CO.**  
Limited.

**JOHN BAYNE MACLEAN** . . . . . *President*

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**HONEY SCARCE.**

Honey is going to be dear again this year. The price committee of the Ontario Beekeepers' Association met in Toronto Monday and decided on 11 to 12½ cents for strained clover honey, and \$2.50 to \$2.75 for comb honey. The honey crop, which is produced mainly in Ontario, is gathered by the honey bees in about ten days. Last year the weather during those ten days was wet and bad and the crop was practically a failure. A bad crop is apt to make some beekeepers careless of their stock. This, and perhaps a shortage of supplies, occasioned a loss of a considerable portion of the stock during the winter. Past President Sibbald of the association places the loss at 75 to 50 per cent. The weather this year was all right, but fewer bees were working. Considerable honey has already been bought at less than the prices named by the association, and wholesale dealers are not very strong in the feeling that these prices can be maintained.

Honey is a commodity that will not sell above a certain price, but the people have a taste for it, for a good year and low prices greatly increase the demand. When prices go up, however, consumers

turn readily to something else. One thing is certain, comb honey is very scarce this year, and there won't be much sold over the counter this season at less than 25c. a section. The Beekeepers' Association try to adjust the price to just ensure consumption of the crop. Honey was brought in last year from the West Indies and may be again.

**SALT IN CANADA.**

The Geological Survey Department, Ottawa, has just issued a report for 1905 of the mineral industries of Canada. Of course, the volume is of much value as a record, but its commercial value seems to us to have been lost in the year and a half's delay. If the Government is going to publish reports, it should be done promptly; else a heavy saving might be made in the printing department.

The report states:

"The production and sales of salt in Canada in 1905 reached a total, according to direct returns from operators, of about 67,340 tons, valued at \$320,858, while stock in hand on December 31, 1905, amounted to about 5,206 tons. The value of the packages used was \$113,004. The number of men employed was about 191, and the total wages paid, \$83,391. This output is derived altogether from the Province of Ontario, from the deposits in the counties of Essex, Lambton, Middlesex, Huron and Bruce. Large quantities of salt exist in the underlying formations of that part of the country, at depths varying from 975 feet to 1,400 feet, and the industry is practically only limited by the demand.

"In 1896 a few tons of salt were produced at the south end of Lake Winnipegosis, Manitoba, but the industry was not followed up in this district. Small quantities of brine have occasionally been evaporated at Plumweseep, New Brunswick, and sold locally along the line of the Intercolonial Railway, and it is reported that preparations are being made to renew production at this place.

"The exports of salt are of small amount. The value of salt imported on which duty is levied has ranged from \$20,000 to \$80,000 a year, the value in 1905 being \$58,056.

"Salt imported from the United Kingdom or any British possession, or imported for the use of the sea or gulf fisheries is free of duty, and a large portion of the trade of eastern Canada is

supplied with salt imported under this class. The quantity imported, duty free, in 1905, was 98,453 tons, valued at \$240,954."

**LOOKING PROSPEROUS.**

A short time ago a leading Canadian banker deprecated the growing tendency among bankers of spending a lot of time and tying up a lot of money in elaborate buildings. No doubt all good things are capable of being overdone. Nevertheless, it is extremely hard to tell whether or not the banks are putting too much money in buildings. The finer and more substantial the building, the greater the confidence of the public in the bank's stability. In these days of tight money conditions, when all banks are eagerly reaching out after the depositor, elaborate buildings assume the form of an advertisement, as well as an ornament to the community. The bankers realize that an appearance of prosperity tends to beget the real thing.

As with banks, so with grocers, appearances count for a whole lot. If your store has an untidy, out-of-repair appearance, it is liable to be shunned by the best class of trade. It is certainly the best policy to spend considerable thought and some money upon the appearance of the store and to look fully—perhaps a little more—as prosperous as circumstances permit.

**FREIGHT RATES COME DOWN.**

After some months of careful consideration, the members of the Dominion Board of Railway Commissioners have issued an order which will have a far-reaching effect on the commerce of the Dominion east of the great lakes.

The order remedies the long standing complaint of Ontario and eastern Canada shippers that the railways discriminate in favor of through traffic from the United States to eastern Canada points as compared with traffic originating on this side of the border, and puts into effect the principle of uniform rates for equal distances. As a result, there will be a marked reduction of freight rates to the east from practically all points in western Ontario, the existing unfair discrimination will be done away with, and shippers and the public generally will greatly benefit.

The change will make a difference of several cents in connection with all points. Another feature is that the "owner's risk" condition has been dropped, according to the order, against some 250 items.

# LEA'S

**THE PICKLE WITH THE HO**

## PRICE LIST OF BULK GOODS

**7 R**

			<i>10 Gal.</i>	<i>5 Gal.</i>	<i>3 Gal.</i>
<b>Sweet Mixed</b>	-	-	<b>\$8.00</b>	<b>\$4.00</b>	<b>\$2.50</b>
<b>Chow Chow</b>	-	-	<b>7.00</b>	<b>3.50</b>	<b>2.20</b>
<b>Sweet Cherkins</b>	-	-	<b>8.00</b>	<b>4.00</b>	<b>2.50</b>
<b>Mustard</b>	-	-	<b>6.00</b>	<b>3.00</b>	<b>1.90</b>
<b>Sour Mixed</b>	-	-	<b>2.00</b>	<b>2.50</b>	<b>1.60</b>

Last week we published a list of Bottles we are offering. Above is the list of Bulk Goods. We use the same care in packing these goods that we do the bottles, and we guarantee them both as to their quality and their keeping.

**For one month we will pay freight on 5 packages to  
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**A CANADIAN PICKLE OF QUALITY.**

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# LEA'S

**THE HOME-MADE FLAVOR**

## 7 REASONS WHY YOU SHOULD HANDLE LEA'S PICKLES:

- No. 1.—The Home-Made Flavor.
- No. 2.—Canadian Goods.
- No. 3.—The Finest Spices.
- No. 4.—High Grade Vinegars.
- No. 5.—No Saccharine.
- No. 6.—Our Guarantee.
- No. 7.—The Increasing Demand.

5 packages to any point in Ontario as far north  
your wholesale representative

**MADE IN CANADA FROM CANADIAN PRODUCTS**

# Markets and Market Notes

## QUEBEC MARKETS

POINTERS—  
Canned Goods—New prices.  
Fish—Revised.  
Raisins—New Quotations.  
Teas—Very firm.  
Tapioca—Buying Activity.

Montreal, August 15, 1907.

Summer trade continues brisk and already wholesalers are looking forward to fall, preparing plans for campaigns which will net them big orders. People are returning from the country and business at retail is improving for that reason.

This week the feature of interest is the new price list issued by the canners. It quotes peas, beans, raspberries and Lawton berries. It must be admitted that prices on the two fruit lines are extremely high, whether they are justified or not, and jobbers are wondering where in Canada they are going to find a market for such high priced specialties. The vegetables quoted, while above last year's prices, do not show such a percentage of advance. Stiffer prices on these lines were expected anyway. Canned vegetables are reported in good demand, but fruits are slow. From reports to hand it looks as though the salmon pack this year would be below the average. New prices are out on some lines. Teas are still high and are advancing. It is certainly up to the retailer to advance his prices now, if he is going to sell Japan teas bought today at any sort of profit. Sugar is rather quiet, few sales of any importance being made. Deliveries of molasses are being made by jobbers, but few sales are being made. New prices are out on valencia and sultana raisins. New crop currants are also quoted. Strong demand is reported for the Australian raisins which are now on the market. Evaporated apples are slow. There has been considerable activity in tapioca lately on the part of wholesalers, some good round lots having been purchased. Dairy products are high and markets are firm.

SUGAR.—The sugar market has been uninteresting during the past few days and developments have been nil. Business transacted is not large, the jobbers not being greatly interested, while the retailers are anything but heavy buyers.

Granulated, bbls	44 40
4-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
Extra ground, bbls	4 80
" 50-lb. boxes	5 09
" 25-lb. boxes	5 21
Powdered, bbls	4 60
50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 00
No. 1 " bags	3 95

TEA.—The situation in teas remains unchanged and the market is still very firm. Japan teas are practically unobtainable locally, very few lots coming forward. Low grade Japans are up above last year's prices by 2c.; medium grades 2½c. and low grades 3c., though in some instances, in order to get the tea at all, and this applies especially

to high grade teas, an advance of 5c. or more must be paid. Medium grade black teas have been advanced and something worthy of note is the fact that dust of quality and flavor commands a higher price than broken teas in some instances. Ceylon greens are higher.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	0 18	0 20
Common	0 17½	0 19
Ceylon—Yok-n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
pea leaf	0 19	0 22
pinhead	0 30	0 35

COFFEES.—The coffee situation has not changed during the past week. The market is featureless locally.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 18	0 29
Santos	0 09½	0 11
Masacaibo	0 11	0 13
Roasted and ground 20 per cent. additional		

FOREIGN DRIED FRUITS.—No particularly interesting reports have been received from Spain lately regarding crop prospects for valencia raisins. Quotations have been given out, however, from which it may be inferred that packers have a fair idea as to what is coming. Fine off-stalk valencias are quoted at 6c. to 6½c.; fine selected, 7c. to 7½c.; 4-crown layers, 7½c. to 8c. At wholesale prices are down a cent on old stock, which is not surprising, considering that it will not be long before the new goods are offering for delivery within a short period. California seeded raisins are up, and it would be hard to obtain anything for delivery in November from New York at a smaller cost to the retailer than 12c. or 12½c. Australian raisins have taken the market here by storm, and the wholesalers are likely to have but little trouble in disposing of small stocks. Good business is being done in figs, which are quoted from 7c. to 9c. Importers have been busy taking orders for dates at open prices and some are just about sold up. First steamer will arrive in New York about the beginning of November, having on board an assortment of Khadrawees, Hallawees and Sayers. Quotations are being made on new crop currants arriving by the first direct steamer, dealers asking of wholesalers 19s. 6d. for fine Filiatras in half cases; 20s. for cleaned. For choice Amalias in barrels, jobbers are quoted 19s. 6d.; 20s. for half cases, and 20s. 6d. for cleaned. Sultana raisin prices are out also. Dealers quoting around 9c. for 3-crown and 9½c. for 4-crown, October delivery.

Valencia Raisins—		
Fine off-stalk per lb.	0 08	0 08
Selected, per lb.	0 08	0 09
Layers	0 08	0 09
Dates—		
Hallowees per lb	0 03	0 04
Sairs, per lb.	0 03	0 03½
Packages	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 30	
Peaches	0 18	
Pears	0 16	
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	3 00	
1-box	1 00	
"Royal Buckingham Clusters," 1-boxes	1 37½	
boxes	4 50	
"Excelsior Window Clusters"	5 50	
1's	1 50	

California Raisins—		
Fancy seeded 1-lb. pkgs	0 12	0 13
Choice seed d. 1-lb. pkgs	0 10½	0 11
Loose muscatels 3 crown	0 11½	0 12
4 crown		
Prunes—	per lb.	
30-40s	0 08½	
40-50s	0 07½	
50-60s	0 07	
60-70s	0 06½	
70-80s	0 06	
80-90s	0 05	
90-100s	0 05	
Oregon prunes (Italian style), 40-50s	0 07	
50-60s	0 07	
Oregon prunes (French style), 60-70s	0 07	
90-100s	0 06½	
100-120s	0 05	0 04½
Currants—		
Filiatras, uncleaned, barrels	0 08½	0 09
Fine Filiatras, per lb., in cases	0 08	
" cleaned	0 08	
" in 1-lb cartons	0 08	
Finest Vostizzas	0 03½	0 09
Amalias	0 08	0 08½
1 lb. packages	0 08	
Sultana Raisins—		
Sultana raisins, per lb.	0 13½	0 15
1-lb cartons	0 15	
Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " box	0 25	0 30

EVAPORATED APPLES.—Very little business is being done in evaporated apples, which are still quoted around 9c.

SYRUPS AND MOLASSES.—Molasses is featureless. Jobbers are making deliveries of goods sold some time ago, and are not devoting much time to the sale of this article. Syrups are dull, owing to warm weather.

Barbadoes, in puncheons	0 29	0 31½
" fancy	0 30	0 32½
" extra fancy	0 30	0 35
" in barrels	0 31½	0 33½
" in half-barrels	0 34	
New Orleans	0 22	0 25
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" 1-bbls	0 13	
" 2-bbls	0 03½	
" 25 lb pails	1 60	
Cases, 2 lb tins, 2 doz per case	2 25	
" 5-lb. " 1 doz.	2 55	
" 10-lb. " 1 doz.	2 50	
" 20-lb. " 1 doz.	2 45	

SPICES.—Trade being transacted in spices is dull considering the amount of pickling being done. Jobbers are disappointed at the turnover.

Peppers, black	Per lb.	0 16	0 20
white	0 25	0 30	
Ginger, whole	0 15	0 10	
Cochin	0 17	0 20	
Cloves, whole	0 20	0 30	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 18	
Nutmegs	0 30	0 55	

BEANS.—Beans remain high with demand fair.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 30	2 40
MAPLE PRODUCTS.—The market is featureless, Nominal prices are:		
Pure maple syrup, bulk, per lb.	0 06½	0 07
Compound maple syrup, per lb.	0 05	
Pure Townships sugar, per lb.	0 07	0 09

RICE AND TAPIOCA.—Rice continues in good demand at old prices. In tapioca, eastern sellers appear to have been more disposed lately to meet buyers' ideas, with a consequence that a fair amount of business has been done from various Canadian points for July-September shipment, of medium pearl and seed pearl tapioca, and sago. It has apparently been at last realized that present prices are likely to rule and buyers have had the courage to go in and buy for direct shipment, instead of paying dearly for small

parcels from land. According to reports the market for the eastern ho all.

B rice, in 10 bag lots.  
R rice, less than 10 bag lots.  
C C rice, in 10 bag lots.  
C C rice in less than 10 bag lots.  
Tapioca, medium pearl

## CAN

MONTREAL to announce ne given out by berries, red an and peas. In high. Raspber last year's qu are 15c. to 55 away up, thou so great. Pea bers feel that not so much i as in fruits. peas and bean will be difficul at the figures in this part of such prices as lon solid pac easily dispose there is alway Vegetables are demand, but Salmon prices flats. \$2.10; t flats, \$1.20; ½ lb. flats, \$1 There appears usual.

Group No. 1 compris "Canada First," shoe" and "Aut Group No. 2 compris "Lynnvalley," "Thistle," and Group No. 3 compris "Globe," "Jub

Apples, standard, 3 preserved, 3 " standard, g

Blueberries— 2's, standard... 2's, preserved... Gals., standard...

Cherries— 2's, red, pitted... 2's, " not pitted... Gals., red pitted... " not pitted... 2's, black, pitted... 2's, " not pitted... 2's, white, pitted... 2's, " not pitted...

Currants— Gals., red, solid... Gals., red, stand... 2's, red preserved... 2's, red, H.S... 2's, black, H.S... Gals., black, stan... Gals., " solid

Gooseberries— 2's, H.S... 2's, preserved... Gals., standard... Gals., solid pack

Lawtonberries— 2's, H.S... 2's, preserved... Gals., standard

Peaches— 1½'s, yellow (flat) 2's, yellow... 2½'s, yellow... 3's, yellow... 3's, yellow (whole) 2's, white... 2½'s, white... 3's, white...



parcels from New York and England. According to latest reports the market is quite firm. Some of the eastern houses are not selling at all.

B rice, in 10 bag lots.....	3 10
R rice, less than 10 bags.....	3 20
C C rice, in 10 bag lots.....	3 00
C C rice in less than 10 bag lots.....	3 10
Tapioca, medium pearl.....	0 7 1/2 0 08

CANNED GOODS

MONTREAL — This week we have to announce new prices which have been given out by the canners on Lawtonberries, red and black raspberries, beans and peas. In every instance prices are high. Raspberries are 40c. to 60c. above last year's quotations. Lawtonberries are 45c. to 55c. advanced. Beans are away up, though the percentage is not so great. Peas are up 5c. to 10c. Jobbers feel that these prices are too high, not so much in the case of vegetables as in fruits. They will be able to sell peas and beans at the advance, but it will be difficult to get rid of raspberries at the figures quoted to-day. The trade in this part of the country will not pay such prices as are now asked. The gallon solid pack goods are likely to be easily disposed of in the west, where there is always some demand for them. Vegetables are reported as being in good demand, but canned fruits seem slow. Salmon prices out read: Fraser River flats, \$2.10; talls, \$1.85 to \$1.90; 1/2 lb. flats, \$1.20; Red Spring talls, \$1.60; 1/2 lb. flats, \$1; Humpbacks, talls, \$1. There appears to be a smaller pack than usual.

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

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

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

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3's.....	1 07 1/2	1 05	
" preserved, 3's.....	1 33 1/2	1 30	
" standard, gal.....		2 95	
Blueberries—			
2's, standard.....	0 95	0 92 1/2	
2's, preserved.....	1 45	1 42 1/2	
Gals., standard.....		4 50	
Cherries—			
2's, red, pitted.....	2 27 1/2	2 25	
2's, " not pitted.....	1 77 1/2	1 75	
Gals., red pitted.....		8 90	
" " not pitted.....		7 40	
2's, black, pitted.....	2 27 1/2	2 25	
2's, " not pitted.....	1 77 1/2	1 75	
2's, white, pitted.....	2 42 1/2	2 40	
2's, " not pitted.....	1 92 1/2	1 90	
Currants—			
Gals., red, solid pack.....		7 65	
Gals., red, standard.....		5 40	
2's, red preserved.....	2 19 1/2	2 10	
2's, red, H.S.....	1 92 1/2	1 90	
2's, black, H.S.....	2 02 1/2	2 00	
2's, black, preserved.....	3 25	2 22 1/2	
Gals., black, standard.....		5 90	
Gals., " solid pack.....		8 40	
Gooseberries—			
2's, H.S.....	2 27 1/2	2 25	
2's, preserved.....	2 50	2 47 1/2	
Gals., standard.....		6 75	
Gals., solid pack.....		8 75	
Lawtonberries—			
2's, H.S.....	2 27 1/2	2 25	
2's, preserved.....	2 52 1/2	2 50	
Gals., standard.....	7 77 1/2	7 75	
Peaches—			
1 1/2's, yellow (flats).....	1 72 1/2	1 70	
2's, yellow.....		2 25	
2 1/2's, yellow.....	2 65	2 62 1/2	
3's, yellow.....	3 21	3 15	
3's, yellow (whole).....	2 42 1/2	2 40	
2's, white.....	1 77 1/2	1 75	
2 1/2's, white.....	2 65	2 62 1/2	
3's, white.....	2 75	2 72 1/2	

3's, pie.....	1 32 1/2	1 30
Gal., pie, peeled.....	4 67 1/2	4 45
Gal., pie, not peeled.....	3 72 1/2	3 70
Pears—		
2's, Flemish Beauty.....	1 67 1/2	1 65
2 1/2's, Flemish Beauty.....	2 02 1/2	2 00
3's, Flemish Beauty.....	2 17 1/2	2 15
2's, Bartlett.....	1 82 1/2	1 80
2 1/2's, Bartlett.....	2 22 1/2	2 20
3's, Bartlett.....	2 37 1/2	2 35
3's, pie, not peeled.....	1 32 1/2	1 30
Gal., pie, peeled.....	4 02 1/2	4 00
Gal., pie, not peeled.....	3 42 1/2	3 40
Pineapple—		
2's, sliced.....	2 02 1/2	2 00
3's, grated.....	2 12 1/2	2 10
2 1/2's, whole.....	2 82 1/2	2 80
Florida 2's, sliced or grated.....		2 60
Singapore, 1 1/2's, sliced.....	1 50	
" 2 1/2's, whole.....		2 30
Plums, Damson—		
2's, light syrup.....	1 20	1 17 1/2
3's, light syrup.....	1 72 1/2	1 70
2 1/2's, heavy syrup.....	1 35	1 32 1/2
2 1/2's, heavy syrup.....	1 67 1/2	1 65
3's, heavy syrup.....	1 97 1/2	1 95
Gal., standard.....	3 37 1/2	3 35
Plums, Lombard—		
2's, light syrup.....	1 25	1 22 1/2
3's, light syrup.....	1 75	1 72 1/2
2 1/2's, heavy syrup.....	1 40	1 37 1/2
2 1/2's, heavy syrup.....	1 72 1/2	1 70
3's, heavy syrup.....	1 97 1/2	1 95
Gal., standard.....	3 57 1/2	3 55
Plums, greengage—		
2's, light syrup.....	1 30	1 27 1/2
2's, heavy syrup.....	1 45	1 42 1/2
2 1/2's, heavy syrup.....	1 72 1/2	1 70
3's, heavy syrup.....	2 00	1 97 1/2
Gal., standard.....	3 87 1/2	3 85
Plums, egg—		
2's, heavy syrup.....	1 72 1/2	1 70
2 1/2's, heavy syrup.....	2 00	1 97 1/2
3's, heavy syrup.....	2 32 1/2	2 30
Rhubarb—		
2's, preserved.....	1 77 1/2	1 75
3's.....	2 52 1/2	2 50
Gal., standard.....	3 52 1/2	3 50

LAST MINUTE PROVISION MARKETS.

Montreal, August 15, 1907.

BUTTER — Situation unchanged since last report, quoting 22 1/2 cents for finest creamery.

CHEESE — Trade fairly good. Prices unchanged.

EGGS—Market featureless.

PROVISIONS—Business continues good at old figures.

Raspberries, Red—		
2's, L. S. (Shafferberries).....	2 12 1/2	2 10
2's, H. S.....	2 2 1/2	2 25
2's, preserved.....	2 52 1/2	2 50
Gals., standard.....	7 77 1/2	7 75
" solid pack.....	10 52 1/2	10 50
Raspberries, Black—		
2's, black, H. S.....	2 27 1/2	2 25
2's, preserved.....	2 52 1/2	2 50
Gals., standard.....	7 77 1/2	7 75
" solid pack.....	10 52 1/2	10 50
Strawberries—		
2's, heavy syrup.....	2 27 1/2	2 25
2's, preserved.....	2 52 1/2	2 50
Gals., " standard.....	7 77 1/2	7 75
Gals., " solid pack.....	10 52 1/2	10 50
Asparagus—		
2 1/2's, tips, California.....	3 77 1/2	3 75
2's, Canadian.....	2 80	2 77 1/2
Beets—		
2's, sliced, sugar and blood red.....	1 10	
2's, whole.....	1 00	
3's, sliced, " ".....	1 35	
3's, whole, " ".....	1 25	
Beans—		
Fancy brands.....	1 32 1/2	1 30
2's, golden wax.....	0 92 1/2	0 90
3's.....	1 37 1/2	1 35
Gals., ".....	4 02 1/2	4 00
2's, refugee or valentine (green).....	0 92 1/2	0 90
2's, crystal wax.....	1 02 1/2	1 00
Red kidney, 2's.....	1 07 1/2	1 05
Lima 2's.....	1 32 1/2	1 30
Corn—		
2's.....	0 92 1/2	
Gal., on cob.....	4 65	
Carrots—		
2's.....	0 97 1/2	0 95
3's.....	1 07 1/2	1 05

Cabbage—		
3's.....	0 92 1/2	0 90
Cauliflower—		
2's.....	1 47 1/2	1 45
3's.....	1 87 1/2	1 85
Paranips—		
2's.....	0 97 1/2	0 95
3's.....	1 07 1/2	1 05
Peas—		
1's, extra fine sifted.....	1 07 1/2	1 05
2's, standard.....	0 92 1/2	0 90
2's, early June.....	1 02 1/2	1 00
2's, sweet wrinkled.....	1 07 1/2	1 05
2's extra fine sifted.....	1 37 1/2	1 35
Gals., No. 4.....	3 72 1/2	3 70
Pumpkins, 3's.....	0 95	0 92 1/2
Gal.....	3 02 1/2	3 00
Spinach—		
2's.....	1 52 1/2	1 50
3's.....	2 12 1/2	2 00
Gals.....	5 17 1/2	5 15
Squash—		
3's.....	1 20	1 17 1/2
Gal.....	3 52 1/2	3 50
Tomatoes—		
2's.....	1 00	0 97 1/2
3's, all kinds.....	1 20	1 17 1/2
Gals., all kinds.....	3 62 1/2	3 60

TORONTO—The fact that is interesting the trade at the moment is the reported shortage in the Fraser river sock-eye pack, only 40,000 cases, against 120,000 cases last year, itself a very short pack. The northern rivers' pack is better, however, so while salmon may be dear, it will not be unobtainable. In the meantime packers have withdrawn from the market until final results are known.

Canned tomatoes are still going out freely and it looks as if the old pack would be pretty thoroughly cleaned up. Just as last year, the trade is wondering how the new pack will go at the advanced prices. Raspberries and lawton berries are about 50c. a dozen higher than last year. Beans are just a little higher. It is the small advances that tantalize the retailer because he feels they come out of his profits. Peas are 5c. higher.

FRUITS.		Group No. 1	Group No. 2
2's Black Cherries, pitted.....	\$2 27 1/2	\$2 25	
2's " not pitted.....	1 77 1/2	1 75	
2's Red " pitted.....	2 27 1/2	2 25	
2's " not pitted.....	1 77 1/2	1 75	
Gal. Red " pitted.....		8 90	
Gal. " not pitted.....		7 40	
2's White " pitted.....	2 42 1/2	2 40	
2's " not pitted.....	1 92 1/2	1 90	
2's Black Currants H.S.....	2 12 1/2	2 10	
2's " preserved.....	2 25	2 22 1/2	
Gal. " standard.....		5 90	
Gal. " solid pack.....		8 40	
2's Red " H.S.....	1 92 1/2	1 90	
2's " preserved.....	2 12 1/2	2 10	
Gal. " standard.....		5 40	
Gal. " solid pack.....		7 65	
2's Gooseberries H.S.....	2 27 1/2	2 25	
2's " preserved.....	2 50	2 47 1/2	
Gal. " standard.....		6 75	
Gal. " solid pack.....		8 75	
2's Pineapple sliced.....	2 02 1/2	2 00	
2's " grated.....	2 12 1/2	2 10	
3's " whole.....	2 82 1/2	2 80	
2's Rhubarb preserved.....	1 77 1/2	1 75	
3's " standard.....	2 52 1/2	2 50	
Gal. " standard.....	3 52 1/2	3 50	
2's Strawberries, H.S.....	2 27 1/2	2 25	
2's " preserved.....	2 52 1/2	2 50	
Gal. " standard.....	7 77 1/2	7 75	
Gal. " solid pack.....	10 52 1/2	10 50	

VEGETABLES.		Group No. 1	Group No. 2
2's Asparagus Tirs.....	3 77 1/2	3 75	
2's Sliced Beets, blood red, simcoe.....	1 00	1 00	
2's Beets, whole.....	1 35	1 35	
2's " sliced " rosebud.....	1 35	1 35	
2's " whole " simcoe.....	1 25	1 25	
3's " " rosebud.....	1 50	1 50	
3's Spinach, Table.....	1 52 1/2	1 50	
3's.....	2 02 1/2	2 00	
Gal. ".....	5 17 1/2	5 15	

W. C. Smith, who for some years has conducted a general store at Decewsville, has removed to Hamilton and established a wholesale provision business.

ONTARIO MARKETS.

POINTERS—

Sockeye Salmon Pack.—A failure.  
Australian Raisins.—Being delivered.  
Sugar Market.—Steady.  
Butter and Eggs.—Firm,er,  
Fresh Tomatoes.—Lower.

Toronto, Aug. 15, 1907.

There is a good general trade in groceries passing this week, and wholesalers here seem satisfied. The facts of interest are the reported failure of the Fraser River sockeye pack and the fresh arrivals of Australian raisins. Canned tomatoes continue to go out freely, and a pretty thorough clean up of last year's pack is expected. The sugar market is steady, but consumptions seem still to be below the average. This is attributed to the shortage in fruits. An improvement is looked for when the plum crop comes in.

TEA—Trade is inactive at the moment, with no market changes of note. Thompson's Tea Circular, London, under date of Aug. 1st, says: "We learn from several quarters that the month of June has been and the prospects for July are unfavorable to manufacture, and so far the Indian crop is both not equal in quality or quantity to last season's, so that the present time appears a favorable one for buyers to increase their holdings, as all grades of tea, except the lowest seem exceptionally cheap, and the quantity available when trade becomes more active is likely to be smaller than usual."

COFFEE—The world's visible supply on Aug. 1 was 16,075,812 bags, against 9,948,053 bags a year ago, and 16,399,954 on July 1. This is a pretty heavy load for the market, but the outlook for the coming crop is not good. Willett & Gray, New York, quote the following report from a "well-informed and conservative source" in San Paulo:

"Since the picking commenced it has rained frequently, so that the 'pluviometer' in June indicated a rainfall of 98.2 millimeters.

"The already very small crop is in great danger of suffering in quality, as the largest part of the coffee has been beaten from the trees by stormy weather and the still continuing rains will finally spoil it.

"The bad weather prevails throughout the entire State, so I fear that but few good qualities will come to market.

"As a bad omen may be considered the fact that the barometer is still standing very low, which points towards a prolongation of this situation. Owing to the constant damp weather, the trees naturally develop, so that instead of blossoms there are appearing young shoots and leaves, exactly as was the case three years ago, when a large crop was generally expected, which finally turned out to be a small one. At that time also, the twigs could not mature, which is always the case when the rainy weather continues into the winter months.

"The coffee tree, in order to give a good yield, must have damp and warm weather during the summer months, so that the young shoots can develop properly. After that there must be a certain period of dry weather, so that the young branches can mature in order to bear a healthy flowering.

"Since the weather has actually been so irregular up to the present time, I really do not know how there can be any people left who still believe in a large crop for 1908-1909."

SUGAR—The market for raws is quiet and steady, but absolutely without incident. The Montreal Journal of Commerce said on Tuesday: "There was no change in the situation that has existed in the raw sugar market. It was as it has been for about ten days. Refiners were not disposed to purchase, influenced by the dullness in the refined market, and holders were not making offers."

The cause of the quietness is the lack of business in refined. A New York authority says: "The refined market showed a little better inquiry, but that was not saying much. The weather is propitious, but the country still has a large supply on former contracts. Any day may witness a decided improvement in the demand, which would have an early effect on the raw market." Conditions here are quite in line with those in the States, but the advent of the larger fruits, peaches, plums, pears and apples, is expected to work a change for the better.

MOLASSES AND SYRUPS—Quotations are unchanged.

Syrups—		
Dark	0 33	0 35
Medium	0 33	0 35
Bright	0 38	
Corn syrup, bbl, per lb.	0 63	
" bbls	0 03	
" kegs	0 03	
" 3 gal. pails each	1 60	
" 2 gal.	1 15	
" 2-lb. tins (in 2 doz. case) per case	2 25	
" 5-lb. (in 1 " " )	2 55	
" 10-lb. (in 1 " " )	2 50	
" 20-lb. (in 1 " " )	2 45	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts.	0 87 1/2	
1-gal. cans	0 95	

DRIED FRUITS—The arrival of Australian raisins was the event of interest in the grocery trade this week. The fruit looks very fine, and much satisfaction is expressed with it by the trade generally. The flavor of it is excellent and the keeping quality is to be tested. Whatever may be its future as a competitor of the Valencia raisin, the fruit was very welcome by many wholesalers to fill in the present gap following last year's failure of the Valencia crop and before this year's crop arrives. It is quoted at 8 1/2c., and Valentias at 8 1/2c.

Prunes, Santa Clara—		
100-120s	0 05	
90-100s, 50-lb boxes	0 05 1/2	0 05 1/2
80-90s	0 06	0 06 1/2
70-80s		0 08
60-70s, 50-lb boxes		0 08 1/2
Note—25 lb. boxes 1/2c. higher than 50 lb.		
Candied and Drained Peels—		
Lemon	0 11	0 11 1/2
Orange	0 11	0 12
Peaches		0 18
Figs—		
Elemes, per lb.	0 08	0 15
Tappets	0 03 1/2	0 03 1/2
Bag Figs	0 04 1/2	0 05
Currants—		
Fine Filistras	0 07 1/2	0 08
Patras	0 08 1/2	0 08 1/2
Vostizzas	0 09 1/2	0 10
Uncleaned, 1/2c. less.		
Raisins—		
Sultans	0 12 1/2	0 10
" Fancy		
" Extra fancy		
Valentias, selected	0 08 1/2	
Australian	0 08 1/2	
Seeded, 1-lb packets, fancy	0 11 1/2	
" 16 oz. packets, choice	0 11	
" 12 oz. "	0 11	

Dates—		
Hallowees	0 05	Fards choicest
Sais	0 04	" choice
Domestic evaporated apples	0 09	0 09 1/2

NUTS—Quotations are unchanged.

Almonds, Farragona, per lb.	0 15
" Formigetta	0 13 1/2
" shelled Valentias	0 32
Walnuts, Grenoble,	0 12 1/2
" Bordeaux,	0 10 1/2
" shelled	0 27
Filberts, per lb.	0 11

SPICES—Prices are unchanged.

Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	0 75	
Nutmeg	0 45	0 95
Cloves, whole	0 25	0 39
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	0 85	
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Demand is fair and prices are unchanged.

Rice, stand. B.	0 03 1/2	0 03 1/2
Bangoon	0 03 1/2	0 03 1/2
Patna	0 05	0 05 1/2
Japan	0 05 1/2	0 06 1/2
Java	0 06	0 07
Sago	0 04 1/2	0 05
Seed tapioca	0 07 1/2	
Carolina rice	0 10	
Tapioca, medium pearl	0 08	

BEANS—The crop is reported short, but no very definite information is available. In the meantime prices are unchanged.

Beans, hand picked, per bush.	1 75	1 80
" prime No. 1.		1 65
" Lima, per lb.	0 07	0 07

HIDES AND WOOL.—Trade is quiet and uninteresting. Lamb skins are higher.

Hides, inspected, cows and steers, No. 1	0 09
" No. 2	0 08
Country hides, fat, per lb., cured	0 07
Calf skins, No. 1, city	0 12
" No. 1, country	0 10
Lamb skins	0 40
Horse hides, No. 1	3 25
Rendered tallow, per lb.	0 05 1/2
Fulled wools, super, per lb.	0 24
" extra	0 26
Horse hair, per lb.	0 28
Wool, w washed	0 13
" washed	0 23
" rejections	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Aug. 15, 1907.)

An average business for the ordinarily quiet month of August is reported by the wholesale houses. Until the crop is assured buying is always light each summer.

New prices are announced this week on several lines of canned goods, and, as will be seen by an examination of the figures quoted below, there have been a number of advances which will not be welcomed either by the trade or the general public. A high level of prices will obtain throughout the entire list. In foreign dried fruits the tendency is also towards higher prices in almost every item but figs. Apricots are a very short crop and they will be scarcely obtainable this winter. Prunes have been very cheap for a year but a return to normal prices and perhaps to prices higher than normal is expected by the wholesale and commission trade.

CANEEED GOODS.—Apparently high prices are to prevail in practically all lines of canned goods this season. New prices are announced on raspberries, lawtonberries, peas and beans, and a reference to the lists below will show a very high level of values. Reports from British Columbia indicate a short

pack of salmon doubtedly prev

Apples—	
3's standard, per doz.	
gallons, per doz.	
Cherries New—	
2's, red, pitted, per	
currants New—	
2's, red, heavy syr	
2's black	
Gooseberries New—	
2's, heavy syrup	
Lawtonberries New—	
2's heavy syrup	
Peaches—	
2's yellow flats	
3's	
Pears—	
2's, F.B.	
3's	
2's Bartlett's	
3's	
2's Globe, light sy	
Plums—	
2's Damson, 1 s.	
2's Lombard, 1 s.	
2's Greengage, 1 s.	
2's Egg, heavy sy	
Raspberries—	
2's red, light syr	
2's black, heavy	
Pineapples, whole, 2	
" sliced, 2	
" grated, 1	
Strawberries (new),	
Beans (new) per doz	
golden wax,	
" refugee,	
" crystal wax,	
" red kidney,	
lima,	
Corn—	
2's	
Peas (new) per doz	
(No. 4) 2's	
(No. 3) 2's	
(No. 2) 2's sweet	
(No. 1) 2's extra	
Succotash—	
2's	
Beets—	
whole,	
sliced,	
whole, 3-lb.,	
sliced,	
Spinach—	
2's, per doz.	
3's,	
gallon, per doz	
Asparagus, per doz	
Tomatoes—	
per case	
Beans golden wax	
" refugee	
Pork and beans 1 1/2	
" 2 1/2	
Clark's 1 lb. plain,	
" 2 "	
" 3 "	
" 1 " tomato	
1 "	
3 "	
1 " Ohill	
2 "	
3 "	
Soups, per doz.	
Canned chicken (turkey)	
" chicken, 1	
" turkey	
duck	
Corned beef	
" Man, Ca	
Roast beef (Man.)	
(Clark)	
Potted meats, 1/2	
Veal loaf 1/2 lb., 1	
" 1 lb., 1	
Ham loaf 1/2 lb.,	
" 1 lb.,	
Chicken loaf 1/2 lb.	
" 1 lb.	
Lunchonue 1's	
Sliced smoked b	
Chipped "	
" "	
Sliced bacon,	
Corned beef 1-lb	
2-lb.	
Lobsters (new) 1	
" 1/2 "	
" 3/4 "	
SUGAR.	
lows:	
SUGAR.	
Montreal granu	
" yellow	

THE CANADIAN GROCER

pack of salmon and high prices will undoubtedly prevail this season.

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 29	1 27
gallons, per doz.	3 47	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 04
2's black	2 19	2 14
Gooseberries New—		
2's, heavy syrup	2 31	2 29
Lawtonberries New—		
2's heavy syrup	2 41	2 31
Peaches—		
2's yellow flats	2 30	2 27
3's	3 12	3 09
Pears—		
2's, F.B.	1 81	1 79
3's	2 39	2 37
2's Bartlett's	1 96	1 94
3's	2 59	2 57
2's Globe, light syrup	1 51	1 49
Plums—		
2's Damson, l.s.	1 34	1 31
2's Lombard, l.s.	1 39	1 37
2's Greengage, l.s.	1 44	1 41
2's Egg, heavy syrup	1 86	1 84
Raspberries—		
2's red, light syrup	2 26	2 24
2's black, heavy syrup	2 41	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2's		4 51
" sliced, 2		3 85
" grated 2		4 40
Strawberries (new), per case	4 83	4 78

VEGETABLES.

Beans (new) per dozen—		
golden wax,	1 06	1 04
refugee,	1 06	1 04
" crystal wax,	1 16	1 14
" red kidney,	1 21	1 19
lima,	1 46	1 44
Corn—		
2's	2 13	2 08
Peas (new) per dozen—		
(No. 4) 2's	1 16	1 14
(No. 3) 2's	1 16	1 14
(No. 2) 2's sweet wrinkle	1 21	1 19
(No. 1) 2's extra fine sifted	1 51	1 49
Succotash—		
2's	2 63	2 58
Beets—		
whole,	2 08	2 08
sliced,	2 28	2 28
whole, 3-lb.,	2 64	2 64
sliced,	2 84	2 84
Spinach—		
2's, per doz.	3 13	3 08
3's	4 09	4 04
gallon, per doz.		11 10
Asparagus, per doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax,	1 98	1 93
refugee,	1 98	1 93

MEATS.

Pork and beans 1's, per doz.	1 25
2's,	1 90
3's,	2 60
Clark's 1 lb. plain, per case	2 25
" 2 "	1 80
" 3 "	2 25
" 1 " tomato sauce, per case	2 25
" 2 "	1 80
" 3 "	2 25
" Chili " " "	2 25
" 2 " " " "	1 90
" 3 " " " "	2 25
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey	3 25
" chicken, per doz	3 30
" turkey	3 30
" duck	3 30
Corned beef " 2's per case	2 75
" 1's	2 55
Man. Can. Co. 2's per doz.	2 50
" 1's	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" 1's	1 35
(Clark's), 1's, per doz	2 75
2's,	2 55
Potted meats, 1's, per doz.	0 55
Veal loaf 1 lb., per doz.	1 25
" 1 lb.	2 50
Ham loaf 1/2 lb. "	1 25
" 1 lb. "	2 50
Chicken loaf 1 lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " 1-lb. tins, "	1 45
" 1-lb. tins, "	2 50
" 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
Corned beef 1-lb. tins, per doz.	1 55
2-lb.	2 75
Lobsters (new) 1's, per doz	2 30
" 2's,	2 90
" 1's,	4 00

SUGAR.—Prices are quoted as follows:

SUGAR—	
Montreal granulated, in bbls.	5 00
" " in sacks.	4 95
" yellow, in bbls.	4 80
" " in sacks.	4 45

Wallaceburg, in bbls.	4 90
" " in sacks.	4 85
Berlin, granulated in bbls.	4 80
" " in sacks.	4 85
Icing sugar in bbls.	5 80
" " in small quantities.	6 20
Powdered sugar, in bbls.	5 40
" " in boxes.	5 60
" " in small quantities.	5 65
Lump, hard, in bbls.	5 95
" " in 100-lb cases.	5 95

SYRUPS AND MOLASSES.—

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

COFFEE.—Another decline in Rios was announced last week. Quotations are new, as follows:

Whole green Rio, per lb.	0 02
" roasted " per lb.	0 11
Ground roasted Rio	0 22
Standard Java in 25-lb. tins, per lb.	0 32
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio.	0 17
Pure	0 16 1/2
Seal Brand (O & S) in 2-lb tins, per lb.	0 32
" 1-lb	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb.	0 24

MINCE MEAT—

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

PICKLES.—Local brands are quoted as follows:

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

FOREIGN DRIED FRUITS.—Reports from California indicate that all lines of dried fruits from that state will be held at high prices this season. Quotations are as follows:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 08 1/2
Sultana raisins, bulk, per lb.	0 13
" cleaned,	0 14
" 1 lb pkgs.	0 16
Table raisins, Connoisseur clusters per case.	2 60
" extra dessert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (30 pkgs.)	3 35
" Connoisseur clusters, boxes (5 1/2 lbs.)	0 80
Valencia raisins, f. o. s.	1 75
" selected,	1 85
" layers,	2 10
Trenor's Valencia raisins, f. o. s., per case.	2 70
" selected,	2 85
" layers,	2 95
California raisins, muscatels, 2 crown, per lb.	0 10 1/2
" " 3 "	0 10 1/4
" " 4 "	10 1/2
" " choice seeded in 1-lb. packages per package	0 10 1/2
" " fancy seeded in 1-lb. packages per package	0 10 1/2
" " choice seeded in 1-lb. packages per package	0 12 1/2
" " fancy seeded, 1-lb. packages, per package	0 13
" " per package	0 06 1/2
Prunes 90-100 per lb	0 07
80-90	0 07

" 70-80 "	0 07 1/2
" 60-70 "	0 08
" 50-60 "	0 08 1/2
" 40-50 "	0 09 1/2
Currants, uncleaned, loose pack, per lb.	0 07 1/2
" dry cleaned, Filiatras, per lb.	0 07 1/2
" wet cleaned, per lb.	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 08 1/2
" Vostizzas, uncleaned.	0 08 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking, in tapnets, per lb.	0 05 1/2
" " in sacks	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 08 1/2
" " square boxes (12 oz) per box	0 08 1/2
" " 1 lb baskets, per basket.	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 15
Peaches.	0 15 1/2
Pears, choice (halves), per lb.	0 13 1/2
" standard "	0 13
Plums, choice (dark pitted) per lb.	0 14 1/2
Nectarines, choice.	0 16

EVAPORATED AND DRIED APPLES.—Quoted at 10 1/2 c. to 11 c. per lb.

HONEY.—	
Ontario honey, 5-lb. tins per case	8 75
" 10-lb.	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case.	8 40
" " 10-lb. " 1 doz	10 50
" " 60-lb. " per lb.	0 14

RICE, TAPIOCA AND SAGO.—	
Japan rice, per lb., cwt. lots	0 04 1/2
" " 50-lb. lots	0 04 1/2
Rangoon rice, per lb.	0 04
Patna	0 04 1/2
Tapioca, per cwt.	8 00
Sago, per lb.	0 04 1/2

NUTS—	
Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" " in small lots, per lb.	0 11 1/2
Filberts	0 11 1/2
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" green	0 11
Walnuts, new, Grenoble, per lb.	0 1
" " Marbots	0 1
" " shelled,	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 26
Brazils, per lb.	0 15

OATMEAL AND CORNMEAL—	
Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" " 20 " "	0 51 1/2
" " 8 " "	0 23 1/2
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal, 49's, per sack	0 9
" 48's,	1 80

EGGS.—Produce houses are paying 15c. to 16c. per dozen for eggs delivered in Winnipeg. This price is subject to candling.

BUTTER.—The dairy butter market shows little change. The price offered by the produce houses averages about 15c. f.o.b. country stations. For extra fine quality some dealers have got as high as 18c. recently. Creamery butter is advancing and the price to the trade is now 23c. to 24c. per lb.

Cheese.—Ontario cheese is quoted at 13 1/2 c. f.o.b. Winnipeg.

CAN PADDLE THEIR OWN CANOE.

R. C. Blackburn, city traveler for Davidson & Hay, Toronto, and Geo. Moffatt, of the sample room staff, succeeded in winning laurels at the Canadian Canoe Association meet in Montreal last week. Mr. Blackburn helped win the tandem championship and the intermediate fours. Mr. Moffatt was in the Toronto war canoe that won second place. There were over twenty clubs represented and over four hundred entries, so that the best canoeing talent in Canada was there.

W. A. Shackel., of Frank Magor & Co., Montreal, called at the Toronto office of The Canadian Grocer on his way home from a trip to Vancouver.

# Genuine Truffles Extra L. A. PRICE, BORDEAUX

600, 1-4 bottles, doz., \$9.00

Now in store—the best packed

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MONTREAL

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"There is no better printed in the world to-day for busy men." B. I. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorkton.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

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"I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.

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"The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefited for the short time given to each article." Wm Thoburn, Almonte.

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Bear in mind every timely, interesting and instructive article appearing in any of the current magazines and periodicals appears also in the **BUSY MAN'S**—a hundred magazines for the price of one.

WRITE US TO-DAY

## The Busy Man's Magazine

TORONTO



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making new record booking orders for new Valencia Raisins, to arrive about 12th September—"Fine Selected" and "Fine off Stalk." Can now fill orders for new pack Old Homestead canned Peas and Strawberries.

YOUR ORDERS SOLICITED

S. J. CARTER & CO.,

58 McGill St.,

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**There's a Peculiar Satisfaction**

in offering what you know to be the very best to your customers. That class of goods yields a remarkable percentage of profit also, as you know.

**Purnell's  
Sauces—Pickles—Vinegar**

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They Satisfy Particular People.

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**Bristol, Eng.**

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KYLE & HOOPER,	27 Front Street East- TORONTO.

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as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

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**WINNIPEG, MAN.** Limited

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**Capstan Brand  
Pure Tomato  
Catsup**

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

We guarantee it to give perfect satisfaction.

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**It pays to have proper connections in  
The West**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

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

meets the most exacting require-  
ments of your customers.

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

**Breakfast  
Bacon**

**Buy The Best**



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**FEARMAN**  
HAMILTON

**"That Nutty Flavor"**

That, with wholesomeness, is what  
your customers are looking for

**CORONA**  
HAMS  
and  
BREAKFAST  
BACON

have these qualities and are certain  
to tickle the palate.

They'll make money for you, why  
not try 'em ?

**The Montreal Packing Co.**  
LIMITED  
MONTREAL, P.Q.  
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**It Means This**

The RYAN BRAND means the  
maximum of purity and whole-  
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**Bacon**  
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**Bologna**  
**and**  
**Lard**

will be most pleasing to your cus-  
tomers.

It means, too, that they'll come  
back again.

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

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

During the past week there have been changes in cheese prices, but the figures quoted a week ago still hold good, and there are few dealers who have cheese they will sell under 11½c. The range offered now is: Finest Ontario, 11½c.; townships, 11½c.; Quebecs, 11½c. These figures are high, but it does not appear as though they were likely to decline very much. At these prices business being transacted with the Old Country is not good, although some good shipments have gone forward. One can see this upon realizing that 72,575 boxes were exported last week, as compared with 72,626 boxes the week previous, and against 83,987 boxes in 1906. These figures show also that shipments continue below last year; 963,687 boxes have been exported since May 1, as against 1,118,642 boxes last year.

One reason why shipments are not larger is the great talk there is in England about the very large make of English cheese. Everybody, or at least all the interested parties, are talking about the wonderfully large make. As a matter of fact, the make this year is not up to the average. Last year the make was a small one, owing greatly to the drought experienced, and people placing this year's figures against those of 1906 are inclined to overlook the fact that the make last year was not an average one. There is too much being said about the size of the make in England, and the casual observer will notice that buyers in England are aware of this fact, because they are picking up the cheese on offer at prices which would be too stiff in the face of a large make.

There is still time for Canadian cheese. So much will be wanted, and that much is sure to go forward in time. The actual decrease in shipments to the other side is 144,955 boxes.

Stocks held in London are less than they have been at this date in four years, being but 102,000 boxes. Locally also stocks are under what they were last season.

Receipts last week were 86,395 boxes, against 91,057 boxes previous week, and 95,609 boxes in 1906. Since May 1 receipts amount to 1,087,390 boxes, against 1,190,242 boxes same period 1906. The make is not so large as it has been, there being a falling off in the milk flow of about 25 per cent.

Transactions in butter have not been many during the past few days. Prices ruling are on too high a basis to interest Old Country buyers, and as a consequence few lots have been sold. Some dealers have paid as much as 22c. f.o.b. Townships for butter, while the price in the city hovers between 21½ and 21¾ cents. One can see how much money there is in butter working on these figures.

Under the circumstances, holders are firm in their views, and as stocks are not heavy, they are not likely to part with their butter at a loss. Some would let go at 22c., but others would not. Meantime, English houses are too low in their bids. There is some Siberian butter offering in England now, which is competing against Canadian. The price for this, some of which is creamery, but most dairy, is in the neighborhood of 4s. under our price. Speaking of dairy, the present situation is peculiar, one dealer stating that he could bring butter from Liverpool and lay it down at a

better price than he could buy in Canada.

Shipments of butter are 153,132 packages behind what they were last week. Last week 4,188 packages of butter went forward, against 9,349 packages for the previous week, and 19,845 packages for the corresponding week in 1906. Total shipments since May 1 amount to 40,250 packages, against 193,382 packages for the same period last year.

Receipts last week were 14,984 packages, against 18,805 the previous week, and 22,747 in 1906. Total receipts since May 1 are 233,538 packages, against 358,699 packages last season for the same period.

## THE PROVISION SITUATION

The provision market continues on about an even keel, trade and prices, both in Canada and the Old Country, being described as steady. The live hog prices range from \$6.60 to \$6.85 f.o.b. The largest packer is paying \$6.60 this week, as against \$6.65 east and \$6.75 west, last week. Other large operators quote \$6.65, and smaller men are paying a little more. The large exporters are looking ahead a few weeks, and their advices indicate very heavy Danish deliveries about the first of September which, they expect, will bring the market down several shillings. They propose to make the reduction gradual, rather than a sudden drop. In Ontario the harvest is now interfering with deliveries, and packers' receipts last week were only 22,000; but there are reported to be plenty of hogs in the country and fair free deliveries are expected by October. In Denmark the harvest is earlier and indications there are that deliveries will reach 40,000 a week by September 1. This will most certainly depress prices in England. At present the English market is about steady, with heavy bacon a little lower and a little better prices for sizable bacon. The market has been on about the same basis for three or four weeks. The best is quoted at 61s. in London, and heavy at 50s. to 54s.

In the domestic market the trade is steady. The hot weather helped some. There is no doubt the trade as a whole has not been up to expectations, with the result that the packers have evinced a little keener desire to sell. The easy falling has been perhaps most marked in hams. The net result has, however, been a slight shading of prices. The market has not been in any sense demoralized. The opinion prevails that high prices have, to some extent, hindered consumption and are responsible for the volume of trade being in a slight degree disappointing.

The American market is more mark-

edly depressed. Reviewing the past week the Journal of Commerce says:

"The past week has shown increased pressure from packers to sell both spot and future products on 100,000 increased receipts of hogs for the week at the west over a year ago, with corresponding accumulations in stocks in spite of heavy consignments abroad by packers of lard and meats. Cash trade has continued of the minimum summer volume, and the pressure to sell has been greater on spot stuff than on futures, without stimulating demand. The average weight of hogs continues far greater than a year ago, as it has done all the season, and to such an extent that heavy hams have declined 1c. to 1½c. from spring prices for forward delivery to boilers; and this has reduced the usual difference between these hams and light ones to the lowest figure in years, while light hams are so scarce as to command almost the same price, because of the excess of heavy hogs. This is a very bearish feature while the improved corn crop prospects is another, which is believed to have induced increased offerings of future deliveries during the week by packers themselves."

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—The sale of smoked meats continues surprisingly good. Packer say they have been doing an excellent trade and look forward to continued transactions to the end of the warm weather. Lard is none too brisk at the moment, but not much is expected of this line at the present season. Prices are steady.

Lard, pure, tierces	0 11 1/2	0 12 1/2
"	56-lb. tubs	0 12 1/2
"	30-lb. pails, wood	0 12 1/2
"	cases, 10-lb. tins, 60 lbs. in case	0 13 1/2
"	5-lb.	0 13 1/2
"	3-lb.	0 14 1/4

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

**WINDSOR SALT**  
 TABLE, DAIRY and CHEESE SALT  
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 Write for prices  
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**WINDSOR SALT**

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

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

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

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



There is Only One  
**FLY PAD**

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.

ARCHDALE WILSON, HAMILTON

Lard, compound, tierces, per lb.	0 10	0 10 1/2
" " tubs	0 10 1/2	0 10 1/2
" " 20-lb. pails, wood	0 10 1/2	0 10 1/2
" " 20-lb. pails, tin	0 10	0 10 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 10 1/2	0 11 1/2
" " 5-lb.	0 10 1/2	0 11 1/2
" " 3-lb.	0 10 1/2	0 11 1/2

Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	22 10	25 00
American fat back	22 00	23 00
Breakfast bacon, per lb.	0 14	0 16 1/2
Hams	0 12 1/2	0 16
Extra plate beef, per bbl.		14 00

**BUTTER**—A fair trade is being done in butter at present. Receipts are satisfactory, being larger than they have been for some time. The season is now at hand when supplies should be larger, and very likely there will be some sort of a decline in quotations once stocks accumulate. As it is, the market is slightly easier.

New creamery, choice, boxes	0 22	0 22 1/2
" " pound prints		0 23
Dairy tubs	0 17	0 19 1/2

**CHEESE**—Dealers report an ordinary demand for cheese at prices which are about steady. In some instances they are slightly lower than those quoted a week ago.

Cheese, old	0 14 1/2	0 15
" " new, large	0 11 1/2	0 12
" " twins	0 11 1/2	0 12

**EGGS**—Eggs are coming forward in good quantities, and some dealers say they will have to bring down prices in the country if they continue to arrive as heavily as at present. Prices range from 18 1/2c. for No. 1 to 22c. for selects. No storing is being done at present, the eggs not being of the quality to warrant putting away. It is likely, however, that they will be put into storage within the next couple of weeks if receipts accumulate.

**HONEY**—Prices on honey are easier this week. Business is fair.

White clover comb honey		0 12
Buckwheat	0 07	0 09
Clover, bulk	0 06	0 07

**TORONTO.**

**PROVISIONS** — Trade continues steady with practically unchanged prices. Consumption has been helped some by the hot weather, but as a whole, it has not been up to expectations. The only reason packers know is the high prices. The fresh meat trade is quiet, with prices steady.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 14 1/2	0 15 1/2
Large hams, per lb.	0 13 1/2	0 14
Shoulder hams, per lb.	0 10 1/2	0 11
Backs, plain, per lb.	0 16 1/2	0 17
" " pes meal	0 17 1/2	0 17 1/2
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 00	23 00
Lard, tierces, per lb.	0 11	0 11 1/2
" " tubs	0 11 1/2	0 11 1/2
" " pails		0 12
" " compounds, per lb.		0 10
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	9 00	10 00
" " front quarters	5 50	6 00
" " choice carcasses	7 50	8 25
" " common	5 00	6 00
Mutton	0 18	0 19
Lamb	0 12	0 13
Hogs, street lots	9 25	9 50
Veal	0 08	0 09 1/2

**BUTTER**—The market continues very firm, but prices are advancing rather unevenly. While some quote creamery prints as high as 25c., others say more is selling at 24c., and still more at 23c. Dairy prints are scarce on account of harvest, hot weather and dried-up pastures and as high as 22 1/2c. is being asked.

Creamery prints	Per lb.	
Creamery solids	0 23	0 25
" "	0 20	0 22
Dairy prints, choice	0 21	0 22 1/2
" " ordinary	0 18	0 19 1/2
" " tube choice	0 19	0 20
" " tubs, ordinary	0 17 1/2	0 18
Baker's butter		0 17

**EGGS**—Deliveries are not as free as they were, but the selling prices here are higher, mostly on account of the heavy shrink. Trade is fairly active.

**CHEESE**—Prices are following the upward course of the cheese board rulings.

Cheese, large	0 12	0 12 1/2
" " twins	0 12 1/2	0 12 1/2

**HONEY**—There is some demand for new honey, but generally the trade has not yet started. Prices are as yet unchanged, save that buckwheat comb is a shade less.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" " in the comb, per doz.	2 00
Buckwheat honey, per lb.	0 05
" " in comb, per doz.	1 25

**POULTRY**—Chickens are plentiful and a decline is looked for. Turkeys are a little higher.

Live Weight.	
Spring chickens, per lb.	0 12
Old fowl	0 09
Ducks	0 10
Dressed weight.	
Spring chickens, per lb.	0 15
Old fowl	0 10
Ducks	0 12
Tom Turkeys	0 14
Hen	0 14

**HEARS CALL OF THE WEST.**

Alfred D. Davis, Harbor Grace, Nfld., writes to the Canadian Grocer in a way that certainly wins our approval. He says:

"Having been on your list since October last, I am glad to be able to register my appreciation of your valuable trade paper. In fact, my 'source of inspiration' is the reading of the very pages of the 'Grocer.'

"We are a fairly good-sized town, but, sad to say, things are not by any means startling, at any rate, not to my idea. Do you know that after reading your Western Canada Number, I almost wish myself out in Edmonton, Prince Albert, Regina, or the border somewhere. I very much think that another such number would 'bring forth fruit' in yours truly.

"We are doing an exclusive grocery business, specializing on tea, for which we have the cream of the trade of our locality.

"Turning over about \$20,000 we are only a small concern, but the trade is not brisk enough for me. What would you really think now of a transfer? Or could you put me in communication with some of your people in the West?

"I have been giving about twelve good years to the business, and now only have twenty-six years behind me.

"Glad to note your wideawake ideas on advertising. I am sending a couple of our papers to you, just for fun. I have rather uphill work trying to make the ad. setter do the right thing."



**The L**

When you hurry for so she asks for meal recomm

**LUN**

It fills the bi more to yo other lines p you want to ties. Write

**WM. CL**

**The Ma**

Gran

**Lunc**

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A DEI

ORDER EAR

**NIGHC**

Winnip





### The Ideal Quick Lunch

When your lady customer comes to you in a hurry for something "for a quick lunch" or when she asks for something for the unexpected guest's meal recommend

### CLARK'S LUNCH TONGUE

It fills the bill every time and you add so much more to **your** reputation. Then there are **86** other lines put up by **Wm. Clark**. We are sure you want to know more about our canned specialties. Write for catalogue.

**WM. CLARK - MONTREAL**

## O'Mara's Bacon

I receive many unsolicited testimonials. The following is worthy of publication.

Toronto, July 19, '07

The English beef, the Welshman goat,  
The Scotchman mutton gnaws,  
The Eskimo holds walrus fat  
Between his greasy paws,  
The Frenchmen nibbles froggies' legs,  
New Yorkers gobble clams,  
But **Jack Canuck** who knows what's  
what  
Sticks to **O'Mara's Hams**.

**JOSEPH O'MARA**

Pork Packer, Palmerston, Ont.

## The Manitoba Canning Co.

Grande Pointe, Man. LTD.

Our 1907 Pack of

### Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

**NICHOLSON & BAIN**

Winnipeg, Calgary and Edmonton

### THE PREFERENCE EXTENDED

The Grocers of Canada



Have Extended the preference to

### "HORSESHOE" Brand

of **HAMS AND BREAKFAST BACON**

because of the proven superiority of the brand over the next best on the market.

*The Paying Trade* demands that you get in line. We beat the Dutch for cleanliness and there is no goodness about prime fresh pork which our process of curing does not retain.

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



Mr. Ledoux went West this week on an extended trip through Saskatchewan and Alberta, where there is no doubt that he will make substantial additions to the membership of the Association.

W. A. Coulson, Secretary of the Retail Merchants' Association of Western Canada, returned to Winnipeg last week from a well-earned holiday trip to Ottawa to attend the Ottawa Old Boys' reunion.

48 Highest Awards In Europe and America

# WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered,  
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

**Walter Baker & Co., Limited**  
Established 1780, Dorchester, Mass.  
Branch House, 86 St. Peter St.  
MONTREAL, CANADA

## ICE CREAM POWDER

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

**CHARLES C. BRYCE & CO.**  
43 and 45 Great Tower Street  
LONDON, E.C. - ENGLAND

## THEY KEEP CRISP

That's only one of the good points of

### McLauchlan's Cream Soda Biscuits

They hold your customers just as they hold their goodness.

McLAUHLAN & SONS CO., OWEN SOUND, ONT.

### THE POTATO SITUATION.

By our New Brunswick correspondent.

Because of the outlook for a potato crop easily double that of late years, the Government of New Brunswick is facing the problem of how successfully to house the crop. At a meeting of the Government in Fredericton on Friday, July 26, the Premier, Hon. C. W. Robinson, brought the matter up, and said it was proposed to investigate the facilities for the storage of the enormous crop of potatoes which is looked for in Carleton County this year. He said he had appointed Hon. L. P. Farris and Hon. W. P. Jones as a special committee to deal with the matter. N. S. Dow, of the Agricultural Department, has received instructions to meet the shippers at Woodstock, and also to consult the C.P.R. as to the prospects for handling the crop, which it is estimated will aggregate 3,000,000 bushels. The Government were taking these steps, the Premier explained, to prevent a possible heavy loss to the farmers from a glut in the market, which would follow the lack of buildings in which to store the crop. It might be necessary, he thought, to put up storehouses, as the cold storage facilities would likely prove inadequate.

It is understood that some fifteen storehouses are now being built by dealers who buy from the farmers, but it is figured that these will hold but 100,000 bushels. It is thought that storage room should be provided for nearly double this amount, so that the tubers can be held for better prices in the winter. Boards of trade have been asked to give the matter attention.

### BRITISH COMMERCIAL ATTACHES

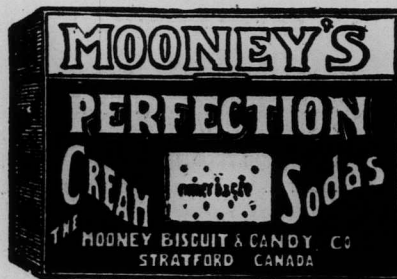
A London report from Consul-General R. J. Wynne states that there is a new scheme affecting the sphere of work of the British commercial attaches at Berlin, Vienna, Madrid, and St. Petersburg. It is proposed that these gentlemen shall pay periodical visits to the more important trade centers of the United Kingdom. The principal object of these visits will be to enable the commercial attaches to get into touch with those members of the commercial community who are interested in any particular branch of export trade to the countries with which the commercial attaches are officially connected. It is probable that the first of these visits will shortly be undertaken by the British attache for Austria-Hungary, Italy, and Greece.

The halibut fishing steamer New England recently arrived at Vancouver with 180,000 lbs. of fresh halibut aboard.

THERE ARE OTHER BISCUITS  
ALMOST AS GOOD AS

## Perfection Cream Sodas

but none quite as good. There are manufacturers who certainly bake splendid biscuits, but they do not seem to be able to bake biscuits with the same lasting qualities as



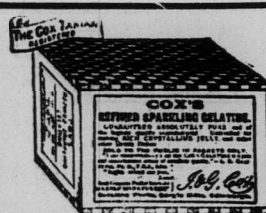
The goodness of our biscuits is not fleeting. It stays right with them. That's what lifts

## Mooney's Perfection Cream Sodas

out of the really good class into a class by themselves.

## The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



## COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents: **J. & O. COX, Ltd.**  
O.E. Colson & Son, Montreal  
D. Masson & Co., " Gorgie Mill  
A.T. Ippert & Co., " EDINBURGH

Dealers are requested to write for special free deal.



**GROCCERS !  
WHY EXPERIMENT ?**

Why try other lines that may not be of quality ; Maple Syrup and Maple Sugar that look good, but are not ?

There is no need to endanger your trade in this manner. You can rest assured your customers will be satisfied if it is

**“PRIDE OF CANADA”**

*Maple Syrup and Maple Sugar* they order and receive. Educate them to ask for **“Pride of Canada.”** We stand behind the statement that it is *the best and purest* brand on the market. Grocers everywhere are selling it.

**IT PAYS.**

**The Maple Tree  
Producers' Association**  
WATERLOO, . QUE.



·SURPRISINGLY SUSTAINING·

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

**Remember**

Full weight in every package of McLean's White Moss Coconut and costs you no more. “Ask for it.”

**Canadian Coconut Co.**  
Montreal, Canada

**Western Canada Flour Mills Co., LIMITED**

**PURITY FLOUR**

Mills at  
WINNIPEG  
GODERICH  
BRANDON



Offices:

St. John, N.B.  
Montreal, Que.  
Toronto (Head Office)  
Goderich  
Winnipeg  
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars  
2nd Patent—Three Stars

**PURITY**

**Particular People  
Like Our Flour**

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

**“Premier Hungarian”  
“White Rose” and  
“Royal Patent” Brands**

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

**THE WHEAT CITY FLOUR MILLS CO.**  
BRANDON, MAN. LIMITED

Agent Quebec and Maritime Provinces  
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL  
Agent Province of Ontario  
ALEX. BUTLER, Board of Trade Building, TORONTO  
Agent Alberta and British Columbia  
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

The Toronto Home  
of

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Produced in Switzerland)

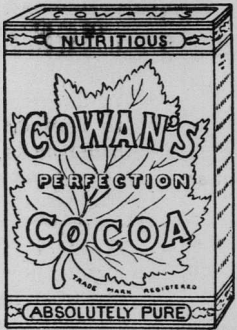
is at  
**27 Front St. East**  
Orders Promptly Filled.

SOLE IMPORTER  
**WM. H. DUNN**

396 St. Paul St.,  
Phone Main 685,  
MONTREAL.

27 Front St. East,  
Phone Main 7658  
TORONTO.

## Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

### COWAN'S COCOA and CHOCOLATE


are the best on the market and just as near perfection as human ingenuity and carefulness can make

### COCOA and CHOCOLATE

If it's Cowan's it's all right.

**The COWAN CO., Limited**  
TORONTO

CANADA: No better Country



MOTT'S: No better Chocolate

It is always to be depended upon as doing everything claimed for it.

## Mott's

"Diamond" and "Elite" brands of

# Chocolate

never fail in pleasing your customers—that's why it pays you to handle it.

**John P. Mott & Co.**  
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor Montreal    R. S. McIndoe Toronto    J. E. Huxley Winnipeg    Arthur Nelson Vancouver

## It will Pay

you to stock and push the sale of the famous

# Frame-Food

PREPARATIONS  
(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

**Frame-Food Co., Ltd.,**  
Southfields, London, S.W., England.

## BUSINESS MEN IN PUBLIC LIFE

No. 26.

Mayor Galbraith, Westmount.

To preside at the meetings of the Westmount Council, the mayor of that little city adjoining Montreal must know what he is about, must be a practical man of affairs, even though the press of Montreal occasionally ridicules the sometime stormy proceedings of the Council. For in Westmount they do things, and for its size that municipality is as up to date as any in Canada.

Mayor Galbraith is a wholesale grocer, and his specialty is not politics,



Wm. Galbraith, Mayor of Westmount.

but groceries. In fact he has never had much to do with Federal or Provincial politics, but he has ever taken a keen interest in local government, both in Montreal and in Westmount, in both of which places he has large properties. He has been on the Westmount Council for years, and his hard work was recently fittingly recognized by Westmounters when they elected him mayor.

Mr. Galbraith was born in the north of Ireland about fifty-nine years ago, and received his education in Dublin, coming to Canada in 1870.

He entered the employ of the late Jas. A. Mathewson, for whom he travelled for many years, finally relinquishing his position to enter as a partner the firm of Ward, Carter & Co. This was about 1885. On the dissolution of this concern the firm of Carter, Galbraith & Company was organized, and carried on business under that name until January, 1906, when they dissolved Mr. Galbraith taking his son Wesley in with him, styling the new firm William Galbraith & Son. They acquired the old premises, 80-82 St. Peter St., formerly occupied by Kinloch, Lindsay & Co., and the late Alex. Urquhart, for about sixty years.

## CORRESPONDENCE

### MONTREAL.

Retailers about town are wondering what the new canned goods prices will be. Quotations on tomatoes, corn and other late vegetables and fruits have yet to be given out. Speculation is rife as to whether the new figures will be on the same basis as the strawberry prices recently made public. If they are going to be such, the retail grocer is not going to pay much attention to canned goods, if one is to judge from what they are saying now. They say they cannot sell strawberries—lots of them are not going to even as much as try. Then, last year it was hard enough to sell tomatoes at the price they were, and there'll be nothing doing if bigger figures appear shortly.

As a matter of fact, more than one grocer in Montreal has plenty of tomatoes. Last spring many sold out at bare cost price, and even under it, that they might not carry over any last year stock—and they paid for the new goods. Everybody didn't sell out, however, and some are selling to-day tomatoes packed 'way back.

"Do you know," said an up-to-date retailer, who has a cracking good business, "I find that one of the surest ways to gain customers is to be prompt in delivering goods of transients when they want them delivered. I have been in business seven years and have during that time made a point of being very prompt in sending out orders. Frequently a woman will telephone for a can of tomatoes, or for a pound of butter. I don't wait for the return of one of the delivery vans, but send the boy out at once—most of my customers are within reasonable distance. It has been inconvenient sometimes, but has always paid me. When a housekeeper finds there is no butter on the table and the meal is about to be served, if she telephones for some you may be sure she wants it at once if she says so. And you may be just as certain that she will come to that grocer next time she is in an emergency, who serves her promptly and satisfactorily. More than this, these little purchases lead to larger ones and finally, by correct treatment, you may gain that woman's whole trade."

J. B. Berthiaume, of Park avenue, has a swell business and his store is as nice a one as you can see anywhere. The very look of it is worth money to J. B. Everything looks clean and fresh, for that matter, is clean and wholesome. He is very careful of his stock, and is always open to discuss the latest ideas in carrying on the grocery business. The way he keeps his bread is worthy of emulation by a good many grocers who are not too careful about the sanitary appearance, if nothing else, of their merchandise. J. B. keeps all his bread in a large silent salesman. The various kinds

of loaves kept are all seen at a glance. He says it saves handling, as very often a woman comes in who does not know what kind of bread she wants. Without his showcase he would have to show on the counter half a dozen varieties. As it is, she can have her pick with a minimum of trouble to both parties.

Some grocers find that people are not buying fruit in nearly the usual quantities for preserving. If this is the case it would seem that the call for canned varieties would be greater this year.

Business during the summer months is never much to be elated about, but country grocers have the best of their city brethren in some respects. The pedlar evil is felt more during the summer than at any other time. Most retail grocers handle fruits and vegetables during the summer months, helping out as they do a dull part of the year. The pedlars seem to find fruits and vegetables very paying lines, as they are out in force every day, selling from house to house, everything from potatoes to bananas. Onions, beans, cabbage, corn, turnips, tomatoes, berries, apples are among their chief sellers. On payment of a license of \$50 they are at liberty to sell any where within the city limits and are to be seen daily with their hand carts, or driving, crying out their wares. Efforts have been made to stop them, but nothing has been accomplished.

The early closing question is still standing in the same place. The Point grocers are enjoying themselves, but merchants in other parts of the city do not seem to be able to turn the trick. In some districts the majority are willing to close, say three evenings a week, but there always seems to be just one grocer who does not feel inclined to shut up shop with the rest, and this spoils the whole game.

One man in the uptown district was telling me he did some nights more business in one day than he did in any two during the day. People who bought at night, said he, were not on a shopping expedition, but were after groceries, and they were not anxious to argue prices. For his part, he said, he would rather open at ten in the morning, instead of seven, than close at six or seven in the evening, rather than at ten or half past ten.

### SAFETY OIL CAN.

A. F. Demory, Houston, Texas, has invented an improved oil can. The aim of the inventor is to provide a non-explosive can, from which oil can be readily poured, and which will be air-vented. The pouring and filling means will render the can non-explosive, by preventing the passage of flame to the interior of the can through either the filling or dispensing means.

It is always the other fellow that's cutting prices.



The makers of "**Gillett's Goods**" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

**Magic Baking Powder.**

**Gillett's Cream Tartar.**

**Gillett's Perfumed Lye.**

**Royal Yeast Cakes.**

Good Goods with a Reputation.



Merchants should recommend food products that are produced in **clean** factories.





New potatoes, per bbl., American	4 00
New potatoes, Canadian, per bbl.	1 35
Onions, green, per doz.	0 15
Onions, Spanish, per case	3 70
Cabbage, Canadian, per bbl.	1 75
Beets, new, per doz. bunches	0 25
Carrots, Canadian, per doz. bunches	0 25
Lettuce, Canadian leaf, per doz. bunches	0 25
Sauces, Roseland, per doz.	0 25
Cucumbers, Canadian, per bask	1 50
Cauliflower, per doz.	0 35
Beans, green, per basket, home grown	0 40
Green peas (Canadian), per basket	0 90
Tomatoes, Canadian, per basket	0 25
Parsley, per doz.	1 00
Egg plant, per basket	0 15
Corn, new, per doz (green)	0 40
Celery, Canadian, per doz	0 40
Vegetable Ma row, per basket	0 50

FISH—Trout and whitefish are becoming increasingly difficult to obtain, and halibut is being offered as a substitute. Other lines are quiet, with prices for the most part unchanged.

Perch, large, per lb.	0 06	0 04
Blue pickerel, per lb.	0 06	0 07
White fish, Georgian Bay, per lb.	0 10	0 12
Whitefish, winter caught, per lb.	0 10	0 10
Haddock, fresh caught, per lb.	0 07	0 07
Herring, medium, per lb.	0 05	0 06
" jumbo, per lb.	0 09	0 10
Sea salmon, per lb.	0 18	0 20
Trout, fresh, per lb.	0 10	0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl.	4 75	4 75
Cod, fresh caught, per lb.	0 07	0 08
Halibut, fresh caught	0 08	0 08
Shredded cod, per lb.	0 90	0 90
Shredded cod, per doz.	2 40	2 40
Halifax fish cakes, case	0 18	0 22
Live lobsters	0 06	0 06
Bluefish, small white, per lb.	0 12	0 12
Mackerel, mediums, each	0 12	0 12

**CALGARY BUSINESS CHANGE.**

W. V. Moore, president and managing director of the Great West Jobbing and Commission Co., Calgary, is discontinuing his brokerage business and has opened out in the wholesale fruit and produce line. The new firm will be known as W. V. Moore, Ltd. In writing the Canadian Grocer with reference to this change, Mr. Moore says that he "always enjoys reading the Canadian Grocer more than any other trade journal, especially the newsy items from the homeland in the old provinces down by the sea."

The officers of the new company will be as before, W. V. Moore, president and managing director; J. W. Speer, secretary, W. E. Moore, vice-president. Besides fruit and produce, the firm will still carry a few specialties, such as Lever Bros.' Sunlight Soap, Red Rose Tea, Lumsden Flours.

**CENTRAL CANADA FAIR.**

The fire which destroyed the grand stand and the Experimental Farm building and damaged the ladies' building at the Central Canada Exhibition grounds, Ottawa, recently, will not affect the Fair, Sept. 13th to 21st. Already work has been started on a grand stand that will provide sufficient accommodation. The ladies' building is being repaired, and the Experimental Farm exhibit will be placed in Horticultural Hall.

**Do You Want to Buy**

**A BOILER, ENGINE OR MACHINERY?**

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

**CANADIAN MACHINERY**  
TORONTO MONTREAL

**Drink Lemonade**

Made From

**HOME GUARD BRAND**

**Verdilli LEMONS**

Perfection in Lemons. Fully three months of warm weather yet. Take the hint.

Stock up with a few boxes.

**WHITE & CO., Limited**

**TORONTO AND HAMILTON**

**What's the Answer?**

Tracuzzi's brands were practically the only Lemons that landed in Toronto this summer in sound condition—"ST. NICHOLAS," "HOME GUARD."

W. B. STRINGER & CO., TORONTO

LEMONS, new, 300's	-	\$5.00 per box	ORANGES, late Valencias, all sizes,	\$6.00 per box
" St. Nicholas, 300's	4.00	"	" Sorrentos, 200's,	3.50 "
" " 360's	3.50	"	TOMATOES, fancy Canadians,	40c. per basket

**THE DAWSON COMMISSION CO., Limited, - TORONTO**

**FOR FANCY TRADE**

**CALIFORNIA LEMONS**, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

**THE BEST ORANGE GROWN**

is "Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

**WATER MELONS**, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

**HUGH WALKER & SON**

Established 1861

**Guelph, Ont.**

FOOD STUFF NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., August 12, 1907.

Business was quiet in the local wholesale markets during the past week, and no notable changes in prices current took place. Retailers report trade fairly brisk for the time of year. There is a scarcity of good canned lobster. Butter and eggs are not over plentiful, and dealers say that there is little likelihood of these staples getting any cheaper than they are now. All sorts of green stuffs have declined, with the exception of peas, which seem to be scarce and are held at from \$1 to \$1.10 per bushel. New potatoes are coming in quite freely and are now offering at from 75c. to 80c. per bushel.

•••

The New Brunswick Cold Storage Co. was organized at a meeting held on Wednesday, and is an amalgamation of the provincial company with the company now building the warehouse on Main street, near the I.C.R. pier.

The following officers were elected:— R. J. Graham, Belleville, Ont., president; George McAvity, St. John, vice-president. L. S. Macoun, Ottawa, secretary-treasurer; and H. R. Ross, Sussex, and A. I. Trueman, directors.

Sir Frederick Borden, who is interested in the enterprise, was in the city to attend the meeting.

The company will proceed with the building of the warehouse, now being erected at a cost of \$125,000, and will operate under the provincial charter granted to the New Brunswick Company.

The promised investigation into the origin of the fire of July 15 at Hartland, N.B., will be begun this week before Justice John Barrett. Hon. H. A. McKeown, of St. John, will handle the case for the commissioners.

William Glew, a grocer, of Woodstock, died on Sunday, August 4, aged between fifty and sixty years. Born in England, he came to this province more than thirty years ago, and for almost that length of time carried on the grocery business in Woodstock. He is survived by his widow and one son, George.

Not for many years has there been so much water in the St. John river during the summer season. The lumbermen are happy, as it affords an excellent chance for rafting operations, but the farmers are correspondingly gloomy. Large quantities of hay that have been cut for ten days or more lie in the fields for want of warm, dry weather. Much of this hay is in danger of rotting. The wet weather has also had some effect on the harvesting of other crops. It is thought, however, that a few fine days

will be had soon and that the danger point will be safely passed. There is a great scarcity of men to handle the immense crops, even should the weather come around more favorably.

NOTES.

J. B. Johnson, New York, was in Montreal this week.

Thos. H. Montgomery, Montreal, has returned from a vacation spent at Old Orchard.

Mr. Neilson, of the Lake of the Woods Milling Company, Montreal, is away on his holidays.

G. H. Macfarlane, assistant general manager E. W. Gillett Co., Toronto, was in Montreal last week.

C. D. Cowles, of St. Charles Condensed Milk fame, was around the Montreal trade the other day.

James Duff, of the Whitman Fish Co., Canso, passed a few days in Montreal the early part of the week.

The Acme Can Works, Montreal, was closed Saturday of last week, the occasion of the employe's annual picnic.

S. J. Carter, of S. J. Carter & Co., Montreal, has returned from Cacouna, where he spent a few days with his family.

Charles Pratt, Heathcote, has sold his general store business to Robert Conn, who will conduct it upon the same lines as heretofore.

H. T. Reason, president of the St. Thomas Canning Company, St. Thomas, passed through Montreal last week on his way to the Old Country.

S. C. Thompson, better known as "Sid," a noted football player, of Victoria, B.C., has acquired the grocery business of the late Alex. Adam, Victoria. He will keep the stock up to the standard of first-class groceries, and deliver goods to all parts of the city. Mr. Thompson was formerly with Wilson Bros., the wholesale grocers, of Victoria.

Vian & Frere, Montreal, the biscuit manufacturers, have moved into their fine new factory, corner of Ontario street and Third avenue, Viauville. The new structure is by no means finished, but the firm have found it expedient to get into the new three-storey building. It will be remembered they sold their Notre Dame street premises to the C.P.R. some months ago.

Jos. Cote, importer and wholesale tobacconist, Quebec, has enlarged and completely renovated his store on St. Paul street. On the first floor, which covers an area of about 5,000 square feet, are fine offices and the department of smokers' sundries. The second floor is used for leaf tobacco, biscuits and confectionery, and the third will be used for different lines, such as matches of all kinds, premiums which are given with the different brands of cigars, etc. The firm will have one of the finest stocks of smokers' sundries in Canada, and will give special attention to speedy delivery of goods.

**FRUITS and VEGETABLES!**

We are in touch with the leading shippers and can supply *the best at closest prices.*

**J. R. CLOGG & CO.,** 82 St. Antoine St., MONTREAL

*We handle*

**SALT**

*and SALT only, and give every order careful, prompt attention*

**VERRET, STEWART & CO.**

LIMITED

MONTREAL

Say



All The Genuine Branded Thus

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# Say this to your customers!



All  
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Halifax and Acadia Codfish are nice things to eat. They can be made up into so many tasty dishes. Besides this they are nourishing, being good for the brain as well as the body.

One reason why Maritime Provinces people are so brainy is because they eat so much **Halifax and Acadia] Boneless Codfish.**

The most delicious of all imported Sardines is the

## "King Oscar" brand

The care that is exercised in curing and packing and the absolutely pure olive oil used make the "King Oscar" Sardines the delight of the epicure. Your customers want the best if they want Sardines at all. They will want "KING OSCAR" brand once you sell them a tin.

*For sale by leading jobbers.*

**John W. Bickle & Greening**

(J. A. HENDERSON)

Canadian Agents HAMILTON.

We are now packing the

## "FAMOUS BRUNSWICK BRAND"

**SARDINES**

**CLAMS**

**SCALLOPS**

AND

**FINNAN HADDIES**

We guarantee every tin we pack  
Yours respectfully,

**Connors Bros., Limited**

**Black's Harbour, N. B.**

# CLERKS

A Page for the Man who works for Wages.  
A Clerk's Education.  
Retail Salesmanship.  
Lines for a Clerk's Scrap Book.

The importance of the clerk is underestimated. There are more grocery clerks than grocers, and it follows that more groceries are handled by clerks than by their employers. The present relation, therefore, of the clerk to the foodstuffs trade is very important. Then there's the future. The clerk of to-day is the grocer of to-morrow. So that looking at it this way the foodstuffs trade is in the hands of the clerk.

This responsibility doesn't seem to be weighing heavily upon either employer or clerk, but it ought to, and a realization of it on the part of the trade in general would lead to a much more thorough system of education for beginners in the foodstuff trade. There are two well defined departments of grocery education, there is first the technical knowledge of foodstuffs, and second the practical knowledge of store-keeping, how to buy goods and how to sell, how to keep stock, how to keep accounts, how to dress windows, how to advertise, how to get trade, and how to hold it.

A knowledge of foodstuffs could be imparted to the trade by a system of technical education. That the Government would be justified in establishing

because of the intimate relation to the public health of the handling of foodstuffs. The other branch of knowledge is a matter of experience directed by intelligence, care, thoroughness and enthusiasm.

## RETAIL SALESMANSHIP

### THE RETAIL CLERK HAS HIS FAULTS.

Heads of departments in large retail stores state that the most common fault with their salespeople is a marked want of tact. This, combined with an evident carelessness as to whether the customer buys or not, is said to explain why so many individuals employed in stores earn so little. "Retail salesmanship," says one man well up in a big western establishment, "is a world in itself. To the man or woman who will study retail salesmanship thoroughly, find out what makes the public buy, and how to infuse enthus-

iasm into the mind of the prospective customer, there is every chance for advancement. Too many clerks get set ideas about it being impossible to make progress. Those who make good selling behind the counter are the ones who take a correct view of retail salesmanship and regard it as a profession.

Nearly all of the greatest retail merchants in the country have themselves been behind the counter. There is no better training ground on earth for the future owner of a store than to sell merchandise in a big retail store.

That the contention of the store-keepers and heads of departments about a lack of interest and tact in their employes is true to a large degree can be proven by the experience of most people. Who has not been sneered at—not by word of mouth, but by the manner of the clerk—when a ten cent or fifty cent purchase was made when the clerk expected it to be several times that amount? Who has not waited for several minutes looking at the backs of salespeople engaged in doing everything but waiting on customers?

"I want my clerks to be gentlemen," says one merchant who employs men. "When they can't be classified under that title they can't sell goods for me twenty-four hours. Every man, woman and child remembers the store where they have been kindly treated. I aim to make my clerk's feel that everybody's call is important. No man likes to buy a tie or a shirt and the clerk to ask him in a careless, slovenly manner what he wants. It's not in human nature to like such treatment.

"A customer also gets grouchy if he does not get prompt attention. It's a

# A MONEY-MAKER

Do you sell **T. & B.** Tobacco, Mr. Grocer? If not, you don't realize what you're losing.

For a really satisfactory, popular and profitable tobacco,

# T. & B.

Stands above them all. It's a mighty good attractor, too. Sells more than itself. This is a reason or two why you ought to stock it.

**The Geo. E. Tuckett & Son Co., Limited**  
HAMILTON, CANADA

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big mistake for any store to attempt to get more people into it than can be properly waited on. Enthusiasm in the clerk begets enthusiasm in the customer. Courtesy, tact, civility and a pleasant demeanor sell goods as well as cut prices. I find men especially are keen of remembrance as to how they were treated in a certain store."

The head of a large department in one of the biggest State Street stores in Chicago vouches for the truth of the following, as told by George Brett in the Worker's Magazine: "A young man came to us three years ago and asked for a position as salesman in a certain department in this store. We asked him what his qualifications were, and he said: 'My stock in trade consists of knowing the faults of ordinary salespeople through having had to put up with them during many years of shopping.'

"He was in earnest and a man of decided intelligence. We gave him a start. It may seem incredible, but the first day he started working he sold more goods than any other clerk in the department. He seemed to have the knack of putting customers into a good humor by laying himself out to please. He studied the customer's first remarks intently. If a man asked for a cheap article and evidently couldn't afford to pay more, he never aimed to force him into paying a higher price than his purse could afford. Maybe he was a good reader of human nature. Anyhow we knew him to be a star salesman. He had not been with us more than a year when a young man came in accompanied by an elderly one. This old man was the most cross grained, obstinate and surly customer that ever walked into our store.

"But our salesman was not discouraged. He pulled down box after box, showed him one article after another with the greatest of urbanity, and ignored his rude remarks for nearly an hour. Eventually the old man seemed to get a little ashamed of his brutal speech and overbearing manner, and finally bought several articles of wearing apparel.

"While the old man was walking to another department, the young man stepped up to the counter and entered into an animated conversation with our salesman. 'Any man who can keep his temper with an individual like I brought here to-day certainly is a marvel,' was the comment to our employe. 'I've never seen anything like it. I don't care what your salary is behind that counter: I need you in my business, and whatever you're receiving here I'll give you twice as much. Put your hat and coat on and consider yourself engaged.' Our salesman told him he didn't do business that way.

"The business man then threw down his card and said: 'Well, think it over. There's no particular hurry. Look me up if you think you'd like a position at the terms named.' The upshot of the matter was that our star salesman made investigations, and being satisfied went into the young man's employ. He was getting \$25 per week with us, which of course meant \$50 that his new employer had to pay. I heard he made a salesman out of him. Maybe that expression is wrong. He may have had a few things to learn about the articles he had to sell, but on the art of salesmanship I never saw a man who seemed

so thoroughly gifted by nature as the man who was with us but one short year. I understand one clerk asked him one day how he accounted for his remarkable ability to effect sales, and the crack salesman said the great majority of salespeople lacked tact and sympathy with customers."

**FOR THE CLERK'S SCRAP BOOK.**

Remember that work is only a means, character is the end.

That sincerity is the foundation of all honest work.

That sorrow is the price most men pay for lasting attainments.

That you label your own work.

That no one can hold you down if you are determined to succeed.

That every man is destined to do something worth while.

That seven roads lead to Rome.

That most people judge you by first impressions.

That few men succeed until they try.

That hard work is no small part of genius.

That it takes no longer to say kind words than those that cut.

That the only way to keep your credit good is by paying your debts.

That it is easier to do good work than poor, if you once learn how.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**MCDUGALL**

Insist upon having them.

D. MCDUGALL & SON, Glasgow, Scotland.

**CLAY PIPES**

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

**JOS. COTE**

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes  
Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,

Office and Sample Room: 188 St. Paul Street, Phone 1272,

Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

**QUEBEC.**

**All First-Class Grocers**

Handle

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

That the more difficult things are to accomplish, the more worth while.

That a sensible employer is more anxious to push you ahead than to hold you down.

That you are one link in a great chain.

That ambition develops, selfishness thwarts, body and mind.

That rules are necessary to a business as laws are for right government.

That you cannot learn everything in a day.

That the fact that you are being employed is a promise by you of good work.

That your boss often appreciates your work, but does not find time to tell you so.

That time progresses and methods change.

That it is legitimate to talk about your goods as long as you tell the truth.

That there is only one way to sell goods; place them in the market to advantage.

That many a man might seek you as a customer if he could find you out.

That only cowards are afraid to venture.

That even angels are impatient once in a while.

That it is foolish to bear a grudge. Unkind feelings are not marketable.

That it pays to dress well, even in business.

That every workman thinks that if he were the boss he would act differently.

**CENTRAL CANADA FAIR.**

**Directors Making Improvements and Fair to be Better Than Ever.**

Word comes from Ottawa that very extensive changes have been made in the grounds and buildings of the Central Canada Fair, all with the view of increasing the already picturesque appearance of Lansdowne Park. The buildings are being moved and changed to permit of a splendid view being obtained of the grounds immediately one enters the gate, and to provide spacious avenues where the visitors can promenade and rest when they so desire. Country people have appreciated the accommodation for resting under the trees and partaking of refreshments, and by the improvements this accommodation has been largely increased. This class of patrons probably more than any other will appreciate, also, the action of the directors in discontinuing the plan followed last year of shutting the people out from the judging ring. It has been decided to revert to the old system of permitting the visitors to see the animals being judged in the ring set aside for that purpose, and to provide seating accommodation this year as far as possible under the circumstances. A new main entrance has also been constructed. This will be especially for evening admission to the large new auditorium where the night attractions will be presented. If one only desires to attend the night show, he comes in by this new entrance, and saves the admission fee to the grounds, which are kept open until 11 o'clock for the benefit of people who desire to see the Exhibition buildings, and displays in the evening. People on the grounds can go into the auditorium by another entrance.

**CANADIAN CONDENSED MILK CO.**

H. W. Knight, manager and superintendent of the St. Charles condensed milk and cream factories at Ingersoll for the past five years, has resigned and organized a new company to be known as the Canadian Condensed Milk Co., Limited, with temporary sales offices at 39 James St. S., Hamilton. Mr. Knight will be the general manager, with a temporary office at Ingersoll.

The capital of the new concern has been fully subscribed. Complete and up-to-date machinery has been ordered, and work on the buildings will commence as soon as the directors are able to select a suitable location. The new plant will be one of the most up-to-date condensed milk and cream factories in America, and under the capable management of Mr. Knight the success of the company is assured.

It is expected that the new company will be in a position to supply the trade with choicest condensed milk and cream about December 1st next, under the "Canada First" brand, which has been registered.

Nicholson & Bain, of Winnipeg, Calgary and Edmonton, have been appointed wholesale agents in Manitoba, Saskatchewan and Alberta for the sale of Lea and Perrins' Sauce. This is another important addition to the big string of agencies handled by this firm.



PURVEYORS BY SPECIAL APPOINTMENT TO HIS IMPERIAL MAJESTY, THE KING.



**Cantrell's**  
 "Dry Imperial"  
**GINGER ALE**

In Pints and Half-Pints

"It is as clear and sparkling as champagne"

MANUFACTURED BY

**CANTRELL & COCHRANE,**  
 LTD.

**Dublin and Belfast**

JOHN HOPE & CO., - Sole Agents for Canada.  
 MONTREAL

**CONDENSED ADVERTISEMENTS**

Advertisements in insertion.

Contractions cou (1,000) are allowed

Cash remittances advertisements. In Advertisements received acknowledged.

Where replies cents must be added

**Yearly**

100 words each	10
" "	"
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**BUSINESS**

JOHN NEW, Re 156 Bay Street years. No cha

GROCERY BUSI grocery busin stores and dwelling makers, stocks fr hundred. John Ne

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If you want to bu New, Toronto.

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**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

**Yearly Contract Rates.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

**BUSINESS CHANCES.**

**JOHN NEW**, Real Estate and Business Broker  
156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

**GROCERY BUSINESSES**—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

**\$1,500 GROCERY BUSINESS**—Good town thirty miles from Toronto; doing thriving business. John New.

**\$4,000 BUYS** large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

If you want to buy or sell a business, write, John New, Toronto.

**SITUATIONS VACANT.**

**BRIGHT**, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

**SITUATION** Wanted as Butterman, Egg tester or Manager, in Grocery Stores; Wholesale or Retail; Englishman. A. S. Parkin.

**SITUATION WANTED.**

**SITUATION WANTED**—Grocery Clerk with 7 years experience desires position with good firm in North West; can furnish best references as to character and ability; age 24. Box, 156 Canadian Grocer, Toronto.

**Expert Bookkeeping**

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

**Davenport, Pickup & Co.**

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

**Square your accounts**

**Don't Grope Around in the Dark!**



There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

**ONE CENT PER WORD**

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,  
MONTREAL

**PREPARING FOR NEW BRUNSWICK'S  
RECORD POTATO CROP THIS FALL**

The question of housing and shipping the enormous crop of potatoes that is expected in New Brunswick, is causing not only the farmers but the Provincial Government and the railway companies considerable anxiety. Shippers of potatoes in the four counties interested, farmers and others in large numbers, met Hon. L. P. Farris, Commissioner of Agriculture and Hon. W. P. Jones, Solicitor General, the committee from the Provincial Government, in the Board of Trade rooms at Woodstock last Thursday night, to consider the providing of better facilities for the storage and shipment of potatoes in York, Carleton, Victoria and Madawaska counties. Messrs. Kirkpatrick and Tinker, of the C.P.R. were present and J. T. A. Dibblee, president of the Woodstock Board of Trade was in the chair. Jas. E. Porter, of Andover, H. H. McCain, of East Florenceville, Chip Phillips, and C. W. Dugan of Woodstock spoke about the shortage of cars and the difficulty of making prompt shipments.

**Lack of Cars Saved Farmers.**

B. F. Smith, M.P.P., said there is no use in disguising the fact that more potatoes than last year will be raised. Then of course the C.P.R. did the best they could, but if they had furnished all the cars that were wanted the market would have been glutted and the farmers would not have realized as much as they did. He said he tried to show the farmers that they should increase their acreage gradually. As the population of Western Canada increases, the market will also increase.

"I still think," said Mr. Smith, "the farmers have made a mistake and increased their acreage too fast. The C.P.R. should build a few potato houses and say to the shippers, 'We will rent you these houses at a normal rent.' If the C.P.R. refuses, then the government should step in. Of course governments cannot create trade but they can create conditions. Or the shippers may form a company, let the government send engineers to report on potato houses and probably the government may loan the necessary money at six per cent. The shippers might charge the farmers 10 cents a barrel for storage for say a month. I know of many farmers who have planted ten acres of potatoes and no doubt there will be a large yield."

**Enlarge the Markets.**

Mr. Kirkpatrick, general freight agent of the C.P.R., said that as far as the C.P.R. was concerned it would enlarge the potato market. A new and more favorable tariff would be given the shippers. It might be possible to find a market in England. Some N.S. shippers sent potatoes to the West Indies last year. "We will," he said, "give you a better car service next winter, but during October and early in November the supply of cars is limited. Get the farmer to put in root houses, then he can keep his potatoes and dispose of them when he likes. There are, or will be, eighteen or twenty potato houses between Woodstock and Edmundston that will take care of 300,000 bushels."

He suggested that the government get

some practical man to go around and have plans drawn for the erection of root houses.

J. F. Tweeddale, M.P.P., said he was one of a company incorporated to build potato houses and had invested \$15,000, and would build six new houses. J. C. Manzer and James Porter each would build one in Victoria county. He was surprised that Woodstock shippers did not provide more houses. From Victoria county last year, 478 car loads were sent, and they could have sent 200 more, and Fort Fairfield dealers sent 100 cars to the Canadian market. It was to the farmer's advantage to provide facilities for storage.

**Favor Root Houses.**

F. B. Carvell, M.P., N. S. Dow, C. E. Gallagher, jr., Messrs. Burden, Armstrong, Guy Porter and others spoke. It was moved by Mr. Carvell, seconded by Mr. Gallagher, that the Provincial Government employ men to travel through the four counties and discuss with the farmers the ways and means of storing the surplus crop of potatoes.

It was moved by Mr. Porter, and seconded by Mr. Armstrong, in amendment, that the government of the country be asked to assist the erection of potato houses for surplus stock. The amendment was lost and the original motion carried.

G. Porter, seconded by Mr. Burden, of York, then moved that a committee of two from each county be appointed to wait upon the C.P.R. in regard to sidings and transportation facilities. This was carried and the following committee was appointed: Victoria, Guy Porter, J. C. Manzer; Carleton, C. Dugan, H. H. McCain; York Messrs. Bell and G. F. Burden; Madawaska, A. Wirt Hall, J. A. Bernier.

After remarks by Hon. L. P. Farris and Hon. W. P. Jones the meeting adjourned.

On Friday morning the committee met the C.P.R. officials and were given the assurance that more cars would be provided and better rates given for the shippers of potatoes.

**AN EVENT OF INTEREST.**

**Canada's Great Exhibition to be Opened by the Governor-General on August 27th.**

Grocers not only in Ontario, but all over Canada, are looking forward with interest to the Canadian National Exhibition, to be held in Toronto from August 27th to September 9th. Some of the largest displays this year will be made by manufacturers and agents of foodstuffs and provisions, this department promising to be more interesting and better filled than ever before, indeed, the list of exhibitors includes many of Canada's largest manufacturers of food supplies.

The other departments of the exhibition will, of course, be of general interest. The new buildings, on which \$400,000 has been spent during the year, will

be worth seeing. The fact that \$50,000 is offering in premiums is an assurance of a large and excellent entry list in all departments, and a provision of \$50,000 for special attractions promises specially good things for the lighter attractions. Both American and Canadian railways are offering particularly attractive rates and exhibition visitors from a distance are likely to be considerably more numerous than in any previous year.

**BRIGHT OUTLOOK IN ALBERTA**

The Department of Agriculture of Alberta on Aug. 2nd issued the following estimate of the crops in that province this year, with last year's figures for comparison:

Year.	Acres.	Yield.
	Spring Wheat.	
1906	97,760	2,322,292
1907	162,643	3,600,881
	Winter Wheat.	
1906	43,661	907,421
1907	92,382	2,039,509
	Oats.	
1906	323,923	14,353,322
1907	384,344	13,192,150
	Barley.	
1906	75,678	2,101,887
1907	76,433	2,201,179

**ACME CAN PICNIC.**

**Employes' Outing at Isle Gros—The Sports—Winners.**

Employes of the Acme Can Works, Montreal, held their second annual picnic last Saturday at Isle Gros Bois, and a very enjoyable one it was. Fully four hundred employes and friends were there and they all seemed to enjoy themselves. Jas. B. Campbell, the head of the company, was on hand to help out with a word here and there.

The programme of sports was a long one and every event was keenly contested. The winners:

Boys' race, 6 years and under—R. Page; girls' race, 6 years and under—Mary Welsh; boys' race, 12 years and under—N. Desjardins; girls' race, 12 years and under—Eva Beauchemin; boys' race, 16 years and under—Hy. Laurendeau; girls' race, 16 years and under—Nellie McConnell; married ladies' race—Mrs. T. H. Pratt; young ladies' race—Miss Morris; young men's race—A. Muncaster; sack race—H. Gohn; hop, step and jump—Thos. H. Pratt; putting 32-lb. shot—Nicola Leekas; prize waltz—Mr. Geo. Chisholm and Miss Galarneau; committee race—Edward F. Pratt; married men's race—D. Dubeau; baseball match—Tomato Cans vs. Corn Cans. Won by Corn Cans; baby competition, 18 months and under—Winner, Marguerite DeGruchy, age 18 months; baby competition, 18 months and three years—Winner, Doris Beard, age 3 years; three-legged race—H. Cohn and E. Larin; tug-of-war—Married men vs. single men. Won by married men; broad jump—N. Fortis.

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R. S. McIndoe,

EX  
Sept  
\$15,000  
Gold N  
Fine gr  
The best  
and  
Exhibit c  
Write E.



If you desire to handle High Class English Specialties,  
then order from your wholesaler,

# GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.  
AND

# GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:



HIS MAJESTY THE KING

## GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

### CENTRAL CANADA

# EXHIBITION

## AT OTTAWA

September 13th to 21st, 1907

**\$15,000 in Cash Premiums with 37  
Gold Medals as Special Prizes**

**Fine grounds and up-to-date  
buildings**

**The best special stand attractions  
and a grand night show**

**Exhibit of Live Stock always a  
feature**

**Write E. McMahon, Secretary, for  
all information**

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



### Symington's

### "Edinburgh"

## Coffee Essence

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

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

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

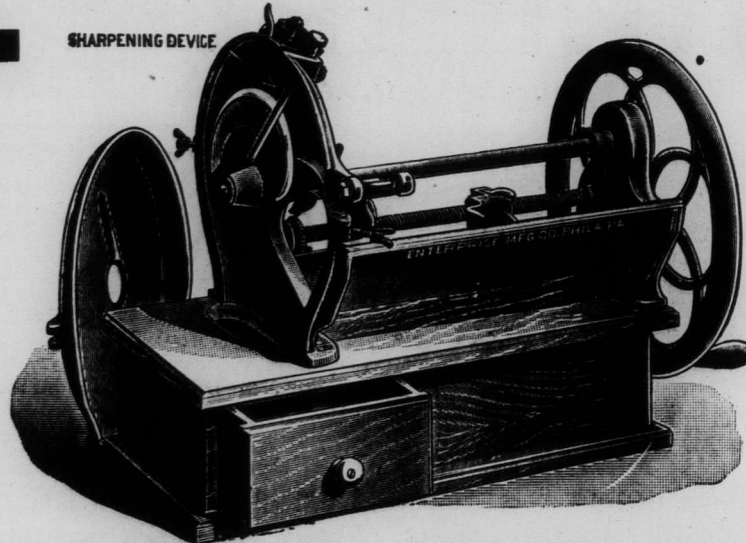
## Thos. Symington & Co. EDINBURGH

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

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

Is your equipment **GOOD**?  
Then make it **BETTER**.  
Don't rest till you have the **BEST**—  
**“ENTERPRISE”**

SHARPENING DEVICE



The experience of all users proves that  
“Enterprise” Rotary Smoked Beef Shaver  
greatly increases the sales of smoked beef.  
Slices uniform in thickness, from tissue  
thinness to  $\frac{1}{8}$  of an inch.

**AUTOMATIC ADJUSTABLE FEED  
SELF-SHARPENING DEVICE**

Write us for catalogue describing and  
pricing Hand, Steam and Electric Power Meat  
Choppers and Rapid Grinding Mills, Enter-  
prise Food Choppers, Improved Self-Priming  
and Measuring Pump and other specialties  
demanded by enterprising grocers.

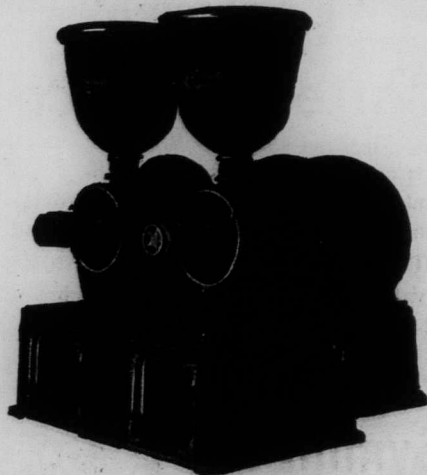
The Enterprise Mfg. Co. of Pa.  
PHILADELPHIA, U.S.A.

No. 125 (with 2 blades) . . \$22.50      No. 129 (with 1 blade) - - \$22.50

**COLES** Electrically Driven  
Coffee Mills

Single and Double Grinder      Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee  
before it enters the grinders, thus reducing wear of grinders  
and saving current.



Our  
Grinders  
Wear  
Longest

Grinding  
Capacity

Granulating 2 lbs.  
per minute.

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

**A Dollar Saved  
Is a Dollar Made.**



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

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

**Durability, Ease of Operation and Reason-  
able Price.**

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

**Wm. Bartlett & Son**

20 Adelaide St. West, Toronto

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of the qu

CA

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Laundry

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66-68 Fr

St  
COT

Cotton Lines  
For

The shrewd grocer knows that good soap talks strongly in favor of the quality of other lines. That's why most merchants feature

## CANADIAN CASTILE SOAP

Because it is the best and purest by actual test of any Laundry Soap ever marketed.

**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada



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

*Persons addressing advertisers will kindly mention having seen their advertisement in this paper.*

## A Safe 100 per cent. Investment

An investment in a Bowser Self-Measuring Oil Tank will pay you 100 per cent. every year by stopping all losses from leakage, evaporation and waste.

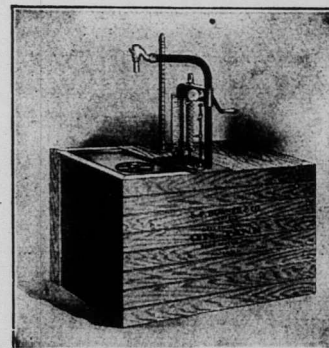
Even while Bowser is paying for itself, its cleanliness, convenience and safety are alone worth more than its cost.

If you want to know more about this safe 100 per cent. investment, write for catalogue B.

### S. F. BOWSER & CO., LIMITED

66-68 Fraser Avenue, . . . . . TORONTO

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



Cut No. 19—Type B  
one Of 50 Styles.

—BUY—

## Star Brand

COTTON CLOTHES LINES

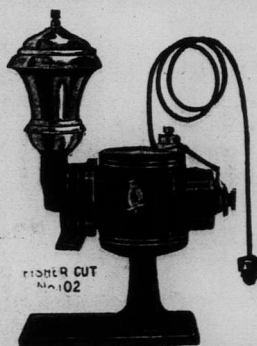
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.

## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

*Write for Catalog and prices*

**THE A. D. FISHER CO., LIMITED, - TORONTO**

# Maconochies'

Pickles are the most saleable on the market to-day. Your customers soon pick them out as the top notch of value—in other words, the greatest combination of quality and price that money and skill can reach.



## Your Profit is Made

when your goods are sold. Maconochies' lines are sure sellers, returning an infallible profit and a good one.

Surely it is worth the little effort required to introduce them to your customers. Once started your trade will grow so rapidly that it will surprise you. For the good of the cause we offer cash prizes to grocers returning the wrappers which contain the bottles. Are you saving yours?

For particulars apply to the general agents for Canada.

# MacLaren Imperial Cheese Co., Limited

Head Office

## TORONTO

**QU**  
Quotation  
The follo  
responsible for  
Grocer, at our

**32x14g**  
Cook's Friend—  
Size 1, in 2 and 4 doz  
" 10, in 4 doz, box  
" 2, in 6 "  
" 3, in 4 "  
Pound tins, 2 doz. in  
12-oz. tins, " "  
5-lb. " " "

**W. H. GII**  
Diamond—  
1-lb. tins, 2 doz. in ca  
1-lb. tins, 3 " "  
1-lb. tins, 4 " "

**IMPERIAL B**  
Cases. 8  
4-doz. .... 1  
3-doz. .... 1  
1-doz. .... 1  
3-doz. .... 1  
1-doz. .... 1  
4-doz. .... 1

**OCEAN**  
Ocean Baking Powde  
" " "  
" " "  
Borax, 1 lb. p  
Cornstarch, 4  
Freight paid 5



**ROYAL BAI**  
Sizes.  
Royal—Dime .....  
" 1 lb. ....  
" 6 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When pack  
cent. discount wi

**CLEVELAND'S I**  
Sizes.  
Cleveland's—Dime...  
" 1 lb. ...  
" 6 oz. ...  
" 1 lb. ...  
" 12 oz. .  
" 1 lb. ...  
" 3 lb. ...  
" 5 lb. ...

Barrels—When pack  
cent. discount wi  
**T. KINNE**  
Crown Brand—  
1 lb. tins, 2 doz. in ca  
1 lb. " 2 " "  
1 lb. " 4 " "

**ST. GEORGE'S I**  
Trial size, packed 6 d  
4-oz. " 4  
6-oz. " 3  
8-oz. " 3  
12-oz. " 2  
16-oz. " 2  
32-oz. " 1  
Terms net 30 days.

**Beve**  
**JOHN HOPE**  
Cantrell & Cochrane's  
alc. cases, 1 doz ....  
Cases, 1 doz .....  
Dry Imperial ginger  
5 doz .....  
Dry Imperial ginger a  
10 doz .....  
Club soda water c  
10 doz .....  
Club soda water cylind  
Not less than full pi



A Guarantee that is Worth Something

**RISING SUN**  
**SUN**  
**STOVE POLISH**  
**IN CAKES**

**SUN & PASTE**  
**STOVE POLISH**  
**IN TINS**



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

# PROTECT

your large business and retain your many customers by storing your

# RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

# Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL



## More and More

it is becoming a necessity for grocers to handle Condensed Milk and Evaporated Cream.

# BORDEN'S BRANDS

are responsible for increase in consumption of Milk products.

"Eagle Brand" Condensed Milk

and

"Peerless Brand" Evaporated Cream

are the standards

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.



(Unsweetened)



Extract of  
 LAPORTE, MARTI  
 "Vita" Pasteurized Extr  
 Bottles 1-oz., case of 12  
 " 2 " " 1  
 " 4 " " 1  
 " 20 " " 1  
 " 20 " " 1

Wilson's Fl  
 50 10c. packe  
 three boxes f

Infants'  
 Robinson's patent barley  
 " " groats  
 " " "

Jams and  
 BATGER'S WHOLE FRUIT  
 Agents, Rose & Lafleur  
 Toron  
 1-lb. glass jar, screw top,  
 T. UPTON  
 Compound Fruit Jams—  
 12-oz. glass jars, 3 doz. in  
 2-lb. tins, 2 doz. in case..  
 5 and 7-lb. tin pails, 5 a  
 case.  
 7 and 14-lb. wood pails..  
 30-lb. wood pails ..  
 Compound Fruit Jellies—  
 7-oz. glass jars, 3 doz. in  
 7-lb. tins, 2 doz. in case p  
 5 and 14-lb. wood pails, 6

30-lb. wood pails.....  
 Home Made Jams—absol  
 1-lb. glass jars (18-oz. ge  
 case.....P  
 5, 7, 14 and 30-lb. pails,  
 Lard  
 THE N. K. FAIRBANK  
 LARD COMP



# THE A1 SAUCE

**A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."**

**Simply A 1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.**

For particulars and prices write our Agent

**H. HUBBARD,** 27 Common St.,  
**MONTREAL.**

**BRAND & CO., LIMITED** Purveyors to H.M. the King, Mayfair Works, Vauxhall,  
**LONDON, - ENG.**

**Extract of Beef.**

LAPORTE, MARTIN & CIE, LTD.  
"Vita" Pasturized Extract of Beef.  
Per case.  
Bottles 1-oz., case of 2 doz ..... \$3 20  
" 2 " " 1 " ..... 3 00  
" 4 " " 1 " ..... 4 50  
" 20 " " 1 " ..... 4 75  
" 20 " " 1 " ..... 9 00



**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 10c packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

Robinson's patent barley 1-lb. tins .... \$1 25  
" 1-lb. tins ..... 2 35  
" " groats 1-lb. tins ..... 1 35  
" 1-lb. tins ..... 2 35

**Jams and Jellies.**

BATGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

**T. UPTON & CO.**

Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case ..... per lb. 0 07  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate ..... per lb. 0 07  
7 and 14-lb. wood pails ..... per lb. 0 07  
30-lb. wood pails ..... 0 06  
Compound Fruit Jellies—  
7-oz. glass jars, 2 doz. in case, per doz. 1 00  
7-lb. tin, 2 doz. in case, per lb. .... 0 07  
5 and 14-lb. wood pails, 6 pails in crate  
per lb. 0 07  
30-lb. wood pails ..... 0 06

Home Made Jams—absolutely pure—  
1-lb. glass jars (16-oz. gem) 2 doz. in  
case ..... per doz. \$1 50 1 90  
5, 7, 14 and 30-lb. pails, per lb. .... 0 09 0 12

**Lard.**

THE N. E. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.



Tierces ..... \$0 11  
1-bbls. .... 0 11  
Tubs, 60 lbs ..... 0 11  
Pails ..... 2 33

**Licorice.**

NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper ..... per lb. \$0 40  
Fancy boxes (36 or 50 sticks) ..... per box 1 25  
" Ringed " 5-lb. boxes ..... per lb. 0 40  
" Acme " pellets, 5-lb. cans ..... per can 2 00  
" (fancy boxes 40) per box 1 50  
Tar Licorice and Tolu wafers, 5-lb.  
cans ..... per can 2 00  
Licorice lozenges, 5-lb. glass jars ..... 1 75  
" 20 5-lb. cans ..... 1 50  
" Purity " Licorice 10 sticks ..... 1 45  
" 100 sticks ..... 0 75  
Dulce large cent sticks, 100 in box ..... 0 40

**Lime Juice.**

BATGER'S LIME JUICE CORDIAL.  
Agents, Rose & Lafamme, Montreal and Toronto.  
Quart bottles, 2 doz., per doz ..... 2 90  
Pint " 2 " ..... 1 85

**BATGER'S LEMON SQUASH.**

Agents, Rose & Lafamme, Montreal and Toronto.  
Quart bottles, 2 doz., per doz ..... 2 90  
Pint " 2 " ..... 1 85

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.  
1 case of 4 doz. .... \$3 60  
3 cases of 4 doz. .... \$3 50  
5 cases or more ..... \$ 40

**Mince Meat.**

Wethey's condensed, per gross net ..... \$12 00  
per case of doz. net ..... 5 00

**Mustard.**

COLMAN'S OR KERN'S.  
D.S.F., 1-lb. tins ..... per doz. \$ 40  
" 1-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-lb. tin ..... per doz. 0 25  
" 1-lb. tins ..... 1 45

**E. D. MARCHEAU, Montreal.**

"Condor," 12-lb. boxes—  
1-lb. tins ..... per lb. \$ 35  
1-lb. tins ..... 0 35  
1-lb. tins ..... 0 35  
4-lb. jars ..... per jar 1 20  
1-lb. jars ..... 0 35

Old Crow," 12-lb. boxes—  
1-lb. tins ..... per lb. 25  
1-lb. tins ..... 0 25  
1-lb. tins ..... 0 25  
4-lb. jars ..... per jar 0 70  
1-lb. jars ..... 0 25

**Olive Oil.**

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

**JOHN HOPE & CO., AGENTS.**

Barton & Guestier Olive Oil—  
Quarts, 12's ..... \$ 8 50  
Pints, 24's ..... 9 50  
1/2 pints, 48's ..... 10 50  
Less 5 per cent. discount.

**Orange Marmalade.**

T. UPTON & CO.  
12-oz. glass jars, 2 doz. case ..... per doz. \$ 1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case,  
per doz. .... 1 75

**Sauces.**

PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Lafamme, Montreal and Toronto.  
1-pint bottles, 3 & 6 doz., per doz ..... 0 90  
Pint " 3 doz. .... 1 75

**Soda.**

OW BRAND.  
Case of 1-lb. contain  
ing 60 packages pe  
box, \$3 00.  
Case of 1-lb. (con  
taining 120 pkgs.  
per box, \$3 00.  
Case of 1-lb. and 1/2  
lb. (containing 30  
1-lb. and 60 1/2-lb.  
pkgs), per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs., per  
box, \$3



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

**Soap and Washing Powders.**

GUELPH SOAP CO.  
1 case. 5 case.  
Royal City Soap (bar) .... 2 50 2 40  
Peerles Soap (bar) ..... 2 50 2 40  
Standard Soap (cake) ..... 2 40 2 30  
Crystal Soap Chips, per lb.

**A. P. TIPPET & CO., Agents.**

Maypole soap, colors ..... per gross \$10 20  
black ..... 15 20  
Oriole soap ..... " 10 20  
Gloria soap ..... " 12 00  
Straw hat polish ..... " 10 20

**Starch.**

EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches—  
No. 1 White or blue, 4-lb. carton. \$ 0 06  
No. 1 " 2-lb. " 0 06  
Canada Laundry ..... 0 05  
Silver gloss, 5-lb. draw-lid boxes. 0 07  
Silver gloss, 5-lb. tin canisters. .... 0 07  
Edward's silver gloss, 1-lb. pkg. 0 07  
Kegs silver gloss, large crystal. .... 0 06  
Benson's satin, 1-lb. cartons ..... 0 06  
No. 1 white, bbls. and kegs. .... 0 06  
Canada White Gloss, 1-lb. pkgs. .... 0 06  
Benson's enamel ..... per box 1 25 to 2 50  
Culinary Starch—  
Benson & Co.'s Prepared Corn ..... 0 07  
Canada Pure Corn ..... 0 06  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10

**BRANTFORD STARCH WORKS, LIMITED**

Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 50  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. .... 0 50  
Finest Quality White Laundry—  
1-lb. Canisters, cases of 48 lb. .... 0 06  
Barrels, 200 lb. .... 0 05  
Kegs, 100 lb. .... 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb. 0 07  
5-lb. toy trunks, 8 in case ..... 0 07  
5-lb. enameled tin canisters, 8  
in case ..... 0 07  
Kegs, ex. crystals, 100 lb. .... 0 06  
Brantford Gloss—  
1-lb. fancy boxes, cases 25 lb. .... \$0 07  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 2 50  
Celluloid Starch—  
Boxes of 45 cartons, per case .... 2 50





**Batger's**

## Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything.

**Batger's has it**

**Rose & Laflamme**

**Agents**

**MONTREAL and TORONTO**



*"A good record is more to be desired than fine promises."*

Other sauces may promise great things, but

## Paterson's Worcester Sauce

has an unequalled record.  
Are you selling it?

ROSE & LAFLAMME, Agents  
MONTREAL and TORONTO

## RIVERDALE BRAND

**Canned Goods**

are

**Matured Fruits & Vegetables**

that are

**Carefully Selected**

and

**Perfectly Processed**

by

**Modern Machinery**

and

**Efficient Labor**

The packers are

**THE LAKESIDE CANNING CO.**

**WELLINGTON, ONT.**

LIMITED

## Pernot Biscuit

**5 Factories, 40,000 sq. yards**

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Tobin Tent & Awning Co., Ottawa.

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Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

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Kops' Breweries, London, S.W.

## Biscuits, Confectionery, Gum, Etc.

Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingsley Mfg. Co., Cincinnati.  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John F., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

## Brooms, Brushes and Woodenware.

United Factories Ltd., Toronto.  
Woods, Walter, & Co., Hamilton.

## Canned Goods.

Balfour, Smye & Co., Hamilton.  
Bloomfield Packing Co., Bloomfield, Ont.  
Burlington Canning Co., Burlington, Ont.  
Canadian Cannery, Hamilton.  
Farmers Canning Co., Bloomfield, Ont.  
Lakeside Canning Co., Wellington, Ont.  
Lea Pickling & Preserving Co., Simcoe.  
Napanea Canning Co., Napanea, Ont.  
O'Homesstead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.

## Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

## Cocoas and Chocolates.

Baker, Walter & Co., Dorchester, Mass.  
Caillier's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S.W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John F., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

## Cocunut.

Canadian Cocunut Co., Montreal.

## Computing Scales.

Butt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

## Concentrated Lye.

Gillett, E. W., Co., Toronto.

## Condensed Milk and Cream.

Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

## Crockery, Glassware and Pottery.

Campbell's, R. Sons, Hamilton.  
Toronto Pottery Co., Toronto.

## Dairy Produce and Provisions.

Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Co., Hamilton, Ont.  
Ingersoll Packing Co., Ingersoll, Ont.  
Fearman, F. W., Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto.  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.

Power, B. I., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

## Decorations, Table.

Hovell, A. J., & Co., London, W.C.

## Delivery Wagons.

Abbott H. G., & Co., London, Ont.

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Sfar Egg Carrier & Tray Mfg. Co.  
Rochester, N. Y.

## Financial Institutions & Insurance

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Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

## Flavoring Extracts.

Capetan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

## Foreign Importers.

MacDonald, Gordon & Co., London, Eng.  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.

## Fruits—Dried, Green, and Nuts.

Belleville Fruit & Vinegar Co., Belleville.  
Clogg, J. R., & Co., Montreal.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Fisher, Frederick & Sons, London, Eng.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinross, Nap. G., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McBride, John T., & Co., Montreal.  
McWilliam & Everist, Toronto.  
Ratray, D., & Sons, Ltd., Quebec.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

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Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd., Brandon, London, Ont.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros., Oak Lake, Man.  
Nicholson & Bain, Winnipeg.  
Western Canada Flour Mills Co., Toronto.

## Grocers—Wholesale.

Balfour, Smye & Co., Hamilton.  
Bell, Thos., Sons & Co., Montreal.  
Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinross, Nap. G., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Mathewson's Sons, Montreal.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.

## Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Sprague Canning Machinery Co., Chicago.

## Infants' Foods.

Keen, Robinson & Co., London, Eng.

## Jams, Jellies, Etc.

Batger's—Rose & Ladamme, Montreal.  
Windsor, J. W., Montreal.  
Goodwillie—Rose & Ladamme, Montreal.  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

## Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Burnell & Lindsay, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Dunn, Wm. H., Montreal and Toronto.  
Foley, F. J., & Co., Edmonton, Alta.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Honeyman, Haultain & Co., Regina.  
Holmes, W. G., & Co., Calgary, Alta.  
Jarvis, C. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto.  
McLean, J. J., Moose Jaw, Sask.  
MacNab, T. A., & Co., St. John, Nfld.  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.  
Standard Brokerage Co., Vancouver.  
Scott, Bathgate, & Co., Winnipeg.  
Tew, Richard & Co., Toronto.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. O., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
Watt, John J., Toronto.

## Matches.

Improved Match Co., Montreal.

## Mince Meat.

Capetan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe, Limited, Hamilton.  
Wetley, J. H., St. Catharines.

## Office Supplies.

Business Systems Ltd., Toronto.  
Grain, Rollis L., Co., Ottawa.

## Patent Medicines.

Mathieu, J. L., Co., Sherbrooke, Que.

## Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

## Pickles, Sauces, Relishes, Etc.

Brand & Co., London, Eng.  
Capetan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Gillard & Co., Walthamston, London, N.E.  
Lea Pickling & Preserving Co., Simcoe.  
Ozo Co., Montreal.  
Hudson, Hebert & Co., Montreal.  
Mason, Geo., & Co., London, Eng.  
Paterson's—Rose & Ladamme, Montreal.  
Taylor & Pringle, Owen Sound, Ont.

## Poison, Rat.

Common Sense Mfg. Co., Toronto.

## Polishes—Metal.

Majestic Polishes, Ltd., Toronto.

Oakey, John, & Sons, London, Eng.

## Polishes—Shoes.

Dalley, F. F., Co., Ltd., Hamilton, Ont.

## Polishes—Shoes.

Morse Bros., Canton, Mass.

## Printing.

Barnard Frank H., Toronto.

## Refrigerators.

Eureka Refrigerator Co., Toronto.  
Hillock, John, & Co., Ltd., Toronto.

## Salt.

Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.

Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

## Soap.

Canadian Castile Soap Co., Berlin, Ont.  
Guelph Soap Co., Guelph, Ont.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.

## Soda—Baking.

Church & Dwight, Montreal.

## Starch.

Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

## Storage and Warehouses.

Terminal Warehouse & Cartage Co., Montreal.

## Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Syrup Co., Montreal.

Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

Wallaceburg Sugar Co., Wallaceburg, Ont.

## Teas, Coffees, and Spices.

Balfour, Smye & Co., Hamilton.  
Branson & Co., Ltd., London, Eng.  
Codville-Georgeson Co., Winnipeg.  
Ewing, S. H., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Kit Coffee Co., London, Eng.  
Nishimura, Shaw T., Montreal.

Minto Bros., Toronto.  
Paterson, E., & Sons, Glasgow, Scot.  
Robertson, John & Son, Montreal.  
Salada Tea Co., Toronto, and Montreal.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. O., Regina, Sask.  
Wood, Thos., & Co., Montreal.

## Veterinary Remedies

Young, W. F., Montreal

## Vinegar and Cider.

Belleville Fruit and Vinegar Co., Belleville.  
Purnell, Webb & Co., Bristol, Eng.  
White, Cottell & Co., London, S.E.

## Washing Compounds.

Chouillou, C. A., Montreal.  
Gillett, E. W., Co., Toronto.  
Winn & Holland, Montreal.

## Wines and Liquors

Hope, John, & Co., Montreal.

## Woodenware

Stevens-Hepner Co., Port Elgin

## Wrapping Paper, Paper Bags.

Twine, Wood Dishes, Etc.  
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 This pot speaks for itself. When tea  
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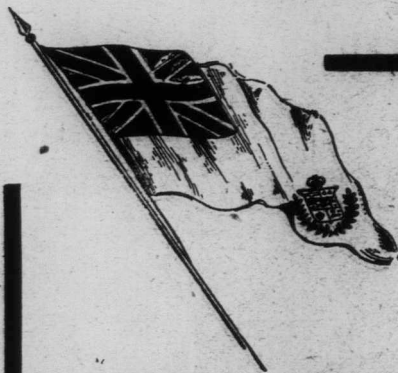
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