

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.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, AUGUST 7, 1908.

NO. 32.



When Laundry Blue is wanted

the thoughtful housewife thinks of the world-famous

Keen's Oxford Blue

Experience has taught her that of all laundry blues Keen's Oxford Blue is the most reliable. To encourage this means money for you.

EVERY JOBBER SELLS IT.
ASK YOURS FOR IT.

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

During the summer months housekeepers use

Benson's "Prepared" Corn

for Puddings, Blanc Manges and Desserts. Fifty years' use by Canadian housekeepers has convinced them of its superiority over all other Corn Starches. Just now is the time for you to suggest the use of Benson's "Prepared" Corn. It will be a profitable suggestion for you.

Demand "Benson's" from your jobber.

EDWARDSBURG STARCH CO., Limited

55 Front St., East
TORONTO, Ont.

ESTABLISHED 1868
Works,
CARDINAL, Ont.

104 St. James Street
MONTREAL, P.Q.

THE CANADIAN GROCER

SURPRISE SOAP



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

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

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

The best that money can buy

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



As used
by
King Edward
the VII.

As used
by
The Prince
of Wales

A few of the places where you can get these:

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

ARTHUR P. TIPPETT & CO.
Sole Agents
Montreal

No Musty Flavor



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

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

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

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,

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

MONTREAL

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

REGINA.

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

ST. JOHN

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

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

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

TORONTO.

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

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

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 55, Alliance Bldg.
107 St. James St. - Montreal

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

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

MOOSE JAW

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

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

(Continued on page 4.)

We have an especially good proposition on

Wm. P. Hartley's **—AINTREE—**
LIVERPOOL
—ENGLAND—

Jams, Jellies and Marmalades—

For Import Orders—

Write us now or
see our travellers
for particulars

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

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

CANISTERS

GOLD Tins	5s	Costs you	35c per lb. \$1 75
		You sell at	50c per lb. 2 50
GOLD Tins	3s	Costs you	35c per lb. 1 05
		You sell at	50c per lb. 1 50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each
GOLD LABEL	1½s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
RED Tins	1½s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
RED Tins	1¼s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

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

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

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED



EAL
ery Best!!
GOLD"
leal
lags
k
is & Co.
ast, Toronto

omestic
S
t
& SONS
ERS

CHEESE CO.
Limited
MENT,
s and Wholesale
re
ROIT, Mich.

& Co.
Agents
Toronto

PER
IT BROKER
RS' AGENT
d
City Spur Track
JAW, SASK.

Manufacturers' Agents—Continued.

QUEBEC

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

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

WINNIPEG.

Wholesale Grocery Brokers, Com-
 mission Merchants.
 First-class connection with the trade. Established
 1895. First-class references.
 Your correspondence and business solicited.
GEORGE ADAM & CO.
 430 1/2 Main St. W.

RICHARDS & BROWN
 Wholesale Commission Merchants
 and Brokers
 314 Ross Avenue WINNIPEG, Man.
 Correspondence Solicited

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

BRACK & KIRKLAND
 Grocery Brokers,
 and Manufacturers Agents
 Warehousemen and Distributors
 Track Warehouse, 137 Bannatyne Ave. E.
 WINNIPEG, MAN.

VANCOUVER

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

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

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

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

Are Your Goods on The Market?
 They may be first-class. Do the people know that they are?
 Do you want help—a partnership—or have you a business for
 sale?
 Advertise in the condensed publicity columns of The Grocer
 and **Tell Us If You Don't Get What You Want.**

...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.
 HALIFAX, N.S.
 OTTAWA, ONT.

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

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

MONTREAL, QUE.
 TORONTO, ONT.

SOLE AGENTS FOR THE WESTERN CANADIAN PROVINCES

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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



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

Try a business card in
 The Canadian Grocer.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY

TORONTO MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

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

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

The Merchant Is Held Responsible

It is a curious fact that, when a woman buys Canned Goods that prove unsatisfactory, the blame is at once placed on the dealer—not upon the packer. It is equally true that, when the Canned Goods prove to be of high quality the merchant is given the credit. "They have such good things at Blank's," is the story then. Are you receiving praise or blame for the goods you handle? On the answer depends the future of your business.

Canadian Cannery's Peas Are Proving Their Worth Every Day

Our celebrated brands will enable you to build upon a firm foundation. They will bring you the best trade in your community. Recommend our Grade No. 2 SWEET WRINKLE PEAS, and the repeat orders will give you genuine satisfaction. They cost the merchant very little more than Grade No. 4, but on account of high quality can be sold at a good margin of profit.

Our Canned Peas are packed in four grades as follows:—

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

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

Canadian Cannery, Limited

Hamilton, Canada.

DEPARTMENT.
Canadian Business.

& CO.
10 North John St.
LAND.
Try us with a ship
Liverpool.

DEPARTMENT.
LAND,
Produce, gives personal
and guarantees prompt
bank, Aberdeen. Codes—

in full strength
FRUIT
"natural" properties
flavors. Small's
highest standard,
world over. All
Limited, Montreal



FRUIT CO.,
U.S.A.

Business card in
grocer.

What to Buy

ENGINE
Machinery?

Subscriber of
, you can
free in

MACHINERY
MONTREAL

WANTED

FOR HIMSELF.
good-paying busi-
ness, and Prizes.
We 5 copies of our
will provide the
supply.
and we will send
you and everything

Company
TORONTO, CANADA

When You are Ordering Canned Goods it'll pay you to specify

OLD HOMESTEAD BRAND

Because it's the brand that puts quality before everything. Every piece of fruit and vegetable used is selected for its soundness—not for its price. Our methods of packing are right up-to-date. We know how to pack and preserve the natural appetizing flavor of our selected stock. Moreover, we can suit you in the matter of price. Just ask for quotations on Old Homestead Brand before placing your order elsewhere.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

**"MAKE A GOOD ARTICLE AND TELL THE PEOPLE OF ITS GOODNESS,
AND THE PEOPLE WILL BUY IT AND CONTINUE TO BUY IT."**

This is the most concise, comprehensive sentence that could be used to outline the principle upon which we have always transacted business. Real confidence in the goods purchased is created by one factor only—true worth. The fact that we advertise the goodness of

"SALADA"

is proof of the confidence we have in its worth. During the past seventeen years, without a single exception, we have had the most enormous increases in sales, thus proving conclusively the increasing confidence of the consumer in "SALADA." This is alone due to the fact that our aim has always been QUALITY FIRST.

PICKLING SPICE

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

Sold either in bulk
or packages.

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

The Robert Greig Co., Limited.

WHITE SWAN MILLS
TORONTO

STOCK THE BEST.

"KIT"

COFFEE

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

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

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

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





National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—

R. S. McINDOE, 120 Church Street.

Montreal Sales Agent—

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

Winnipeg Sales Agency—

R. B. Wiseman and Company.

St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

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

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	Carman Escott Co.,	Winnipeg.
C. DeCarteret.	Kingston.	R. G. Bodington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pease,	Edmonton.
Geo. Munson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

... FOR ...

Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

This Season When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard
Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: **ROSE & LAFLAMME, Limited**
MONTREAL and TORONTO

We won't have a large Pack this season, that is one reason why you'll find

QUEEN BRAND

goods just a little better than usual.

We aim to make this a record year in **QUALITY**, and if you are neglecting to specify **QUEEN BRAND**

when placing your order, you are missing our best efforts to advertise **YOUR** business.

DON'T DELAY, but place your order with your dealer **NOW**, and underline **"QUEEN BRAND."**

Belleville Canning Co.,

BELLEVILLE, - - ONT.

Butter Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352

THREE BRANDS THAT PAY
- YOU TO STOCK

PURNELL'S Vinegar Pickles Sauces

No better line to stock than these high class English goods.

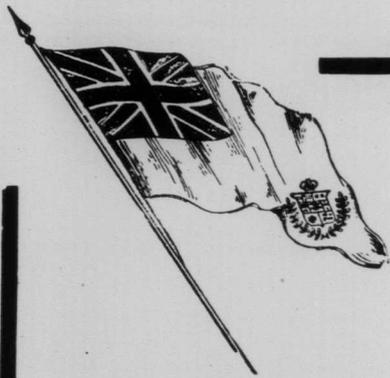
Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

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

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



GEO. E. BRISTOL

SPECIAL PRICES

CANNED MEATS

EMPIRE BRAND

Don't forget our
4 FREE Phones.
Use them.

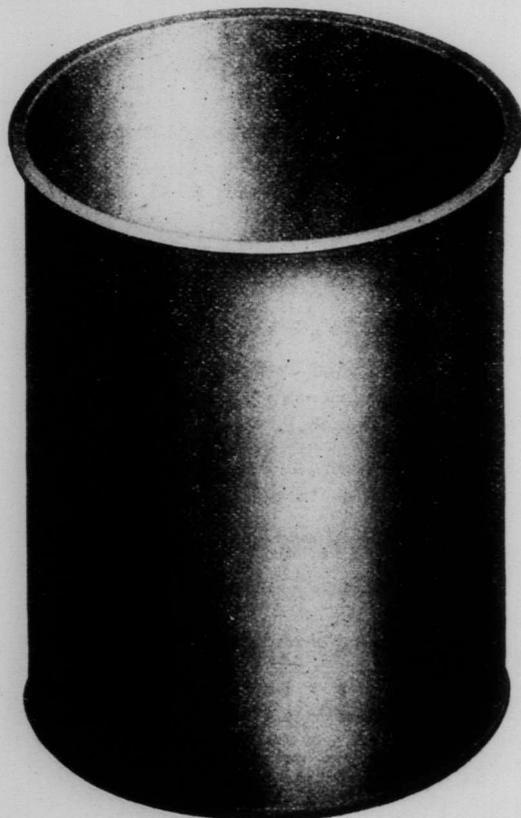
Thanks for orders sent us during
travellers' holidays. Our men
now on the road again. Watch
for them.

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON,

ONTARIO



Give the Tomato a Chance

Pack your Tomatoes in the Tomato
Can made for Tomatoes.

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

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

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Amis Patents

THE CANADIAN GROCER

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - 75 Front Street East, TORONTO

A GREAT BIG GARDEN

three thousand acres of the finest land in Prince Edward County, owned and controlled by ourselves, is behind

FARMER BRAND

CANNED FRUITS AND VEGETABLES

We won't pack a piece of imperfect fruit or vegetable—we don't have to! Our stock enters the factory straight from the garden where it has been specially grown for the purpose. It comes in at the right time and in perfect shape for the process.

FARMERS' CANNING CO., Limited

BLOOMFIELD,

ONTARIO

THE CANADIAN GROCER

We are offering an exceptionally good value in a fine

Ceylon Green Tea

Our travellers will be pleased to show you sample—

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

About 3ft.
Long



The man who
first tried to
catch a fly,
did it without

Brown's "Fly Coil"

and the fly got away. That's why we are bothered with millions of them to day. **BROWN'S "FLY COIL"** is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it, and it will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St.,
Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. John's, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

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



MAKE

NAPTHO SOAP

YOUR LEADER

The result will be
—satisfied cus-
tomers—satisfac-
tory profits.

The Welcome Soap Co.
Limited

St. John, - N.B.

New Japan Teas

We are now quoting on Low Grades and would be pleased to hear from our Wholesale friends at earliest date possible.

S. T. NISHIMURA & CO., Sole Agents. **55 St. Francois Xavier St., Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

Pure Fruit

Pure Sugar

that's the composition of

E. D. S.
Brand



Jams and
Jellies

Government analysts say it is absolutely pure

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

THE CANADIAN GROCER

RAW SUGAR

in Sacks

WRITE US FOR QUOTATIONS

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

"Glencairn" Brand of Pressed Beef



Prime Brisket

A Splendid Picnic
Beef or a ready dish
for Luncheon or
Supper.

The high quality of
this Good English Beef
is always remarked upon, and you need never
hesitate to recommend it to your customers.

An A.1. Article

Agents in Canada :

ROSE & LAFLAMME, LIMITED, Montreal

**Cunningham &
De Fourier Ltd.**
LONDON, E.

Butter Dishes

? US FOR PRICES.

Fruit Jars and Rings

Butter Tubs and Boxes

Butter Parchment

AND

John Bull Specials

Do you know about them?

Walter Woods & Co.
Hamilton and Winnipeg

For Continuous Profits Try

2 in 1  Shoe
Polish

Our wide-spread advertising
makes the public expect that YOU
handle it, because we say that
ALL UP-TO-DATE GROCERS
handle 2 in 1. Keep up your
stock of 2 in 1.

THE PEOPLE WANT IT

The F. F. DALLEY CO., Limited

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

IMPORTANT

Our special representative, Mr. Arthur C. Deayton is now visiting the Dominion to establish agencies for the sale of our renowned

"TEA PLANT" TEAS

His address for all communications is 303 Frank Street, Ottawa.

For over half a century

Cooper Cooper & Co's Teas

have upheld the very highest traditions of the British trade. Only the young juicy shoots of the plants are used rendering each blend unequalled for fragrance, aroma and all-round good quality.

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

MADE

Of the Best! For the Best! By the Best!

Young's Elite Toilet Soap

"The Soap of Quality"

A Soap of Highest Quality, beautiful creamy lather, delicate perfume, for refined people.

Made Expertly by an Expert.

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



A grocer adds prestige to his business when making a good counter or window display of

STERLING BRAND PICKLES

He adds dollars to his sales for it is these pickles that are asked for by the best class of customers everywhere.

Made in Canada by

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada

Headache is as Common a Complaint as Hunger



And Mathieu's Nervine Powders cure headaches just as bread cures hunger.

These powders sell almost as rapidly and uniformly as flour or bread. Simply let people know you have them.

The demand will be immediate and continuous.

Good profit, too. Let's have your order, please.

No need to say much about Mathieu's Syrup of Tar and Cod Liver Oil. You know how it sells in summer.

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

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

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

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

CABLE ADDRESS
NICHOLSON, WINNIPEG,
CALGARY,
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

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

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

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

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

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

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

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

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer
How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING

With Furiously Boiling Water Suffices to obtain the

**DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.**

"There! The Cork Is Gone ——— ———"

But how much more strongly does a housewife express herself when the cork goes to pieces! Your Product may be first class, Mr. Manufacturer, but she is in no mood to appreciate it if she has to make her own stopper. Avoid causing such annoyance by using **Ewing's Corks and Capsules—always the best,—ever Reliable.**

PRICES SENT ON REQUEST

S. H. EWING & SONS

MONTREAL
and TORONTO

THE POINT

IN A NUTSHELL



Contractors to the
War Office and Admiralty.

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

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

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

CANADIAN AGENTS :

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

" C. & J. Jones, Winnipeg.

" G. Stanway & Co., Toronto.

Mr. Kenneth H. Munro, Montreal.

White, Cottell & Co.,

Camberwell S.E., LONDON, ENG.



What Kind of Flavoring Extracts Are You Handling?

If you would handle the absolutely reliable kind, try

Shirriff's Flavoring Extracts

Highest in Strength and Purity

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

Tartan BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor
Wagstaffe's Jams, Jellies and Marmalades

Imperial Vinegar
TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

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

BETTER QUALITY BRANDS

REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

QUALITY TELLS

People will always remember a good thing, and they do not forget where they purchased it. Neither do they forget where they have been sold an imitation.

Pride of Canada

Maple Syrup brings customers back every time.

IT PAYS

The Maple Tree
Producers'
Association, Ltd.,

Waterloo, Quebec



**For Delicacy of Flavor
Quality and Attractive
Appearance**

We have not seen anything more justly entitled to first place than—

LEA'S PICKLES

with the home-made flavor, Canadian grown—Canadian packed. Don't think you're getting the best if you miss buying Lea's.

We are commissioned to offer special inducements to new as well as regular buyers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co.,

Limited

MONTREAL

Order
QUAKER SALMON

and Be Sure

TRADE MARK



This is Your

Protection

SONS

ESTABLISHED 1834.

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

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

EVERY TIN GUARANTEED

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET

Balmoral
scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL

SOLE AGENTS FOR CANADA

Pushing Wholesale Agents Wanted

FOR



The World Renowned Food Beverage

THE PUBLIC SAY:

And "THERE IS MERIT IN IT,"

THE TRADE SAY:

"THERE IS MONEY IN IT."

One of England's

Greatly Advertised

and Leading Lines

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

WRITE HIM

"VI-COCOA,"

303 Frank Street,
OTTAWA

NOW READY
FOR DELIVERY
IN \$25.00 CASES
ASSORTED SIZES

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

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

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

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



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

Shines Without Brushing
Always Ready to Use
Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE
for ALL kinds of Black Shoes

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

Price per gross
Excellent for old rubbers.



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

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

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

Per gross
Also in Russet and Ox Blood



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

Per gross
10c. size per gross



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

Large size, per gross
10c. size per gross

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



If interested write for CANADIAN PRICES. **WHITTEMORE BROS. & CO.,** 20-22-24-26 ALBANY STREET, CAMBRIDGE, MASS., U. S. A.
Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.



Superior Quality Canada First Brands
**Evaporated Cream
 and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.
 PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton



ENGLAND'S MOST POPULAR SAUCE

H.P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H.P. Canadian Advertising is creating a demand for YOU to supply.

The name H.P. signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

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

Midland Vinegar Co., Birmingham & London, Eng.

PURE
 ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

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

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

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

ANNAPOLIS VALLEY CYDER CO.
 LIMITED

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal



CAPSTAN Brand High-Grade Tomato Catsup

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

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

THE CAPSTAN MFG. CO.
 TORONTO, CANADA.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

THE TABLE VINEGAR

MADE FROM FINEST MALT AND

Commands a Preference Over All Others.



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

Write to "CHAMPION,"
303 Frank St., Ottawa

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

Wagstaffe's

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

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

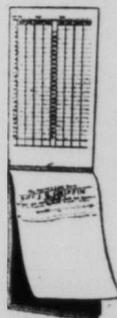
AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



THE NEW ONE WILL SUIT YOU

You have had enough experience with the old counter check book to know that, while it serves, it is not **fully serviceable.** The

SPECIAL DUPLICATING COUNTER CHECK BOOK

is an improvement on the old style in every important respect. Instead of one color paper all the way through, the new book has alternate white and pink checks. Original and duplicate entries are thus simplified.

Our traveller will call on you if you wish

The Carter-Crume Company Limited,

Toronto and Montreal

Agencies Wanted

We are open to handle a few more high-class accounts. We are established wholesale grocery brokers with good connections with the Western wholesale trade.

If you are not represented in Winnipeg, Mr. Manufacturer, you should be. Good representation on the ground is absolutely essential.

We have splendid storage and track facilities.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East

WINNIPEG, MAN.



Unsweetened

You will find more and more of your customers asking if you sell Condensed Milk. People find it is more economical and reliable than fresh milk, especially in summer. The BEST OF ALL are

BORDEN'S BRANDS

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

For fifty years this has been so. It is now.

For sale by all jobbers.

WILLIAM H. DUNN, Montreal and Toronto

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

FOR YOUR HIGH-CLASS TRADE

The trade yielding the best profits, stock

RIVERDALE BRAND

Canned Fruits and Vegetables

The uniform high quality of every can of Riverdale Brand, makes it the best value in canned goods before the trade.

Get quotations now!

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

MESSRS. EBY-BLAIN Limited, Ontario Agents.

NATION'S

SIMPLY DELICIOUS

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



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



Leaves a nice margin of profit, and is of a quality which stimulates business.

How important it is for the retail merchant to be as sure as possible that the tea that he recommends is the very best that he can procure.

Some of his customers will insist on getting certain brands, which the merchant doubtless knows are not as good as some other one; but some of these customers have very decided opinions and must be humored. The great majority, however, are influenced by his opinion, and these are the very ones whose trade he is most likely to hold **providing they find that the goods he recommends are always to be relied on.**

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience probably that a customer who complains about tea soon complains about other things and is dissatisfied all round.

You have also found that some customers who did not like the tea you recommended **did not complain but went to another store when they needed to buy again.**

To come right down to the point. **Do you think it pays to push or recommend any tea until you are satisfied yourself that it is the best tea on the market?**

Nothing but the best is good enough for your customers.

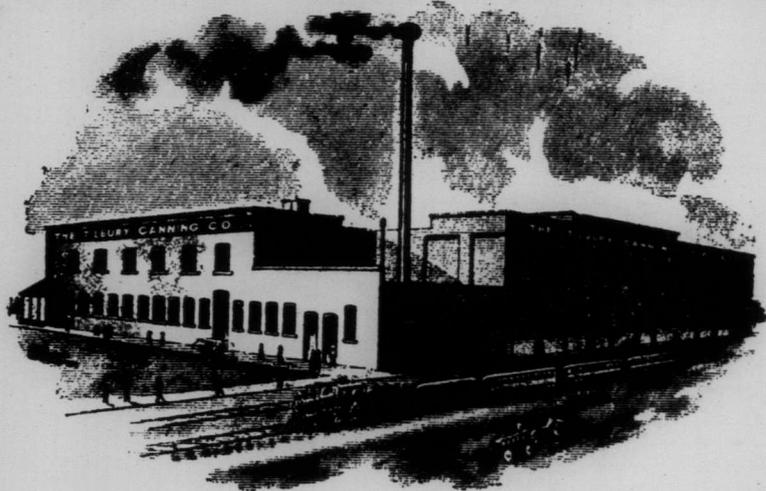
Now I believe Red Rose Tea is the best tea on the Canadian market and I believe any independent expert judge of tea will back up this opinion.

If you are not selling Red Rose Tea and feel that the best is none too good, order a sample case. Then form your own opinion, don't be persuaded one way or the other by my travelers or anyone else. **Judge for yourself.**

If it is the best you will continue to buy it; if it isn't, you won't.

Branches : TORONTO, 3 Wellington St. East
WINNIPEG, 315 William Avenue

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



"Tilbury Brand" Canned Goods

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

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

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

EXTRA SPECIAL NEW CEYLON TEA

Just arrived. One carload **Ceylon Tea** 150 half chests, 50 lbs. each; 150 chests, 90 lbs. each, which we will sell, while they last at..... **16 cents.** net 30 days F.O.B., Toronto.

This Tea is an elegant draw and pekoe leaf. Samples cheerfully forwarded, Write, Telephone or Telegraph at our expense. **New Japan Tea.** Just arrived **Earl of Minto No. 1** in 25, 50 and 80 lb. packages, first crop picking. Write for samples and quotations at once as they will go quickly.

P.S.—We take pleasure in notifying our numerous customers and friends who will be in Toronto during the Fair, that we will be pleased to receive and deliver daily all mail sent in our care, at the "Melagama" Demonstrating Booth, Manufacturers Building.

MINTO BROS., TORONTO

Good tea is a drawing card for any grocer.



has a reputation through all the Anglo-Saxon world.
Specially blended for the Canadian trade.

CANADIAN OFFICE. VANCOUVER, B.C.
Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.



TELL THEM!

are you **Looking**

For a Clerk
For a Position
For a New Store
For a Buyer for your Business
For an Agent or an Agency.

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO



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 3-C, free.

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

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

BASKETS

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

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

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

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

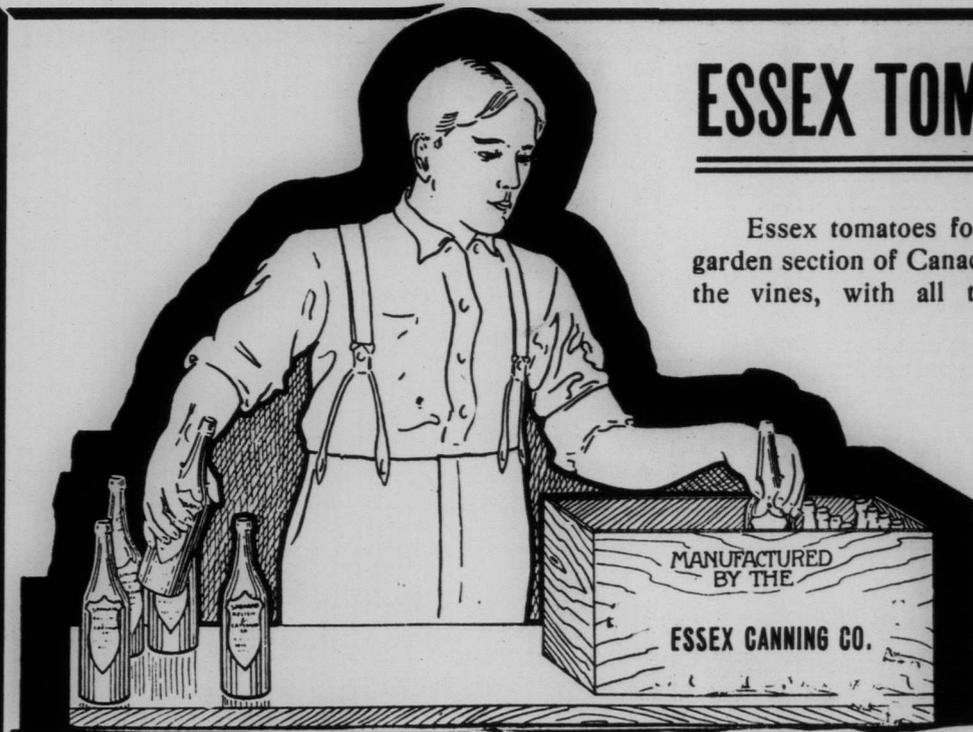
TRY A

Condensed Ad.

IN THE

Canadian Grocer

ESSEX TOMATO CATSUP



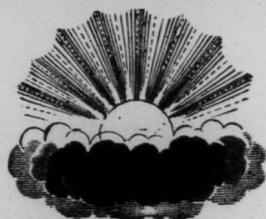
Essex tomatoes for catsup are grown in the garden section of Canada and are used fresh from the vines, with all their delicacy and flavor preserved. Tomatoes grown in different regions have different characteristics, and anyone who knows the Essex region will readily understand the advantage we have as regards quality. If you want the trade of the best, stick to goods you know to be first-class.

THE ESSEX CANNING & PRESERVING CO., Ltd.

28 Wellington Street East, Toronto, Canada

FACTORY AT ESSEX, ONT.

(The Most Southerly County in Canada.)



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL

Brooke Bond's Packet Teas.

Are you getting the best possible value in the tea you purchase?

Write for our prices and samples and compare them with the tea you are now getting and the prices you are paying.

If we do not show better value, you may rely on it that you are buying exceedingly well. If, on the other hand, our prices are lower or our tea better, we ask you to give us a trial order.

Agents for Western Canada:

Messrs. Hamblin & Brereton,
Corner of Notre Dame & Victoria Streets
WINNIPEG, MANITOBA.



LEA'S PICKLES

We expect to be able to deliver new goods in about a week.

Special arrangement for 5 case orders.

We are also offering the new and attractive variety

TID-BITS

Our travellers have full particulars, if they don't call,
wire or write us.

James Turner & Co., Limited
Hamilton, Ontario

INDEX TO ADVERTISERS.

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

A	Adam, Geo. & Co. 4	Adams, J. T. & Co. 3	Allan, Robt., Co. 3	Allison Coupon Co. 67	American Computing Co. 66	American Tobacco Co. 63	Annapolis Valley Cyder Co. 23	Anderson, Powis & Co. 2	Aylmer Condensed Milk Co. 12
B	Balfour, Smye & Co. 19	Batger & Co. 3	Barnard, Frank H. 4	Beamsville Canning Co. 26	Beardwood Agency. 67	Belleville Canning Co. 9	Benedict, F. L. 58	Binks, Chas. H. & Co. 53	Bligh, Howard & Sons. 2
C	Bloomfield Packing Co. 13	Blue Ribbon Tea Co. 58	Bode Gum Co. 58	Borden Condensed Milk Co. 24	Bovril, Ltd. 55	Brack & Kirkland. 4	Bradstreet's. 4	Branson & Co. 15	Brayley & Co. 28
D	Brooks-Bond & Co. 28	Brown Mfg. Co. 12	Campbell's, R. Sons. inside back cover	Canada Brokerage. 51	Canada Maple Exchange. 4	Canada Sugar Refining Co. 28	Canadian Coconut Co. 58	Canadian Cannery. 5	Canadian Salt Co. 59
E	Capstan Manufacturing Co. 22	Carman Brokerage Co. 4	Carman, Maccott Co. 4	Carter-Crume Co. 23	Cereals, Ltd. 58	Caylon Tea Ass'n. 17	Champions Vinegar. 58	Chocolate Manufacture. 58	Christmas, W. C. 70
F	Clark, W. 58	Clawson & Co. 2	Cloves & Son. 63	Connors Bros. 63	Constant, H. 58	Cooper Cooper & Co. 15	Cota, Joseph. 80	Cowan Co. 58	Cox, J. & G. 57
G	Cunningham & Defourier. 14	Delley, The F. F. Co., Limited. 14	Davidson & Hay. 12	Dawson Commission Co. 61	Dominion Molasses Co. 63	Dominion Fruit Exchange. 63	Dominion Storage & Forwarding Co. 3	Dunn, Wm. H. 24	Edwardsburg Starch. outside front cover
H	Empire Tobacco Co. 55	Epps, Jas. & Co. 58	Escott, W. H. 4	Essex Canning Co. 28	Estabrook's. 25	Eureka Refrigerator Co. 64	Evans, F. Geo. 18	Evins, F. Geo. & Sons. 18	Eze Mfg. Co. 24
I	Farmers Canning Co. 11	Farman, F. W., Co. 52	Gillard, W. H. & Co. 20	Gillett, E. W., Co., Ltd. outside back cover	Gorham, J. W., & Co. 2	Grant, W. J. 65	Gray, Young & Sparling. 58	Greig, Robt., & Co. 7	Greening, Thos. B. 2
J	Hillock, John & Co. 67	H-O Co. 56	H. P. Sauce. 22	Horton Cato Co. 55	Hotel Directory. 68	Hough Litho Co. 76	Howard Bros. 67	Imperial Extract Co. 18	Kingery Mfg. Co. 61
K	Kinnear, Thos., & Co. 14	Kit Coffee Co. 7	Kops Ale. 7	Lakeside Canning Co. 24	Lambe, W. A. 49	Laporte, Martin & Co. 68	Lea Pickling & Preserving Co. 68	Lipton, Thos. J. 11	Lucas, Steele & Bristol. 10
L	Lucas, Steele & Bristol. 10	MacKay, John, Ltd. 58	MacLaren's Imperial Cheese Co. 3	McDougall, D. & Co. 63	McWilliam & Everist. 60	Mace, A. H. 59	MacNab, T. A., & Co. 3	Magor, Frank. outside front cover	Mahique, Domenech & Co. 3
M	Magor, Frank. outside front cover	Mahique, Domenech & Co. 3	Maple Tree Producers' Association. 19	Marshall, James. 4	Mathewson's Sons. 20	Mathieu, J. L., Co. 15	Merchants Counter Check Book Co. 66	Midland Vinegar Co. 22	Millman, W. H., & Sons. 2
N	Minto Bros. 27	Mooney Biscuit and Candy Co. 57	Moore Jaw Fruit & Produce Co. 2	Morin, C. A. 70	Morse Bros. 56	Mott, John P., & Co. 56	Nation, E. J. & Co. 24	National Cash Register Co. 56	National Licorice Co. 8
O	Nelson, H. W., & Co. 13	Nelson, Dale & Co. 56	Niagara Canning Co. 52	Nicholson & Bain. 16	Nickerson & Hart. 12	Nishimura, S. T. & Co. 23	Norton Mfg. Co. 23	Oakville Basket Co. 27	Oakey, John, & Sons. inside back cover
P	Old Homestead Canning Co. 5	O'Mara, Joseph. 63	Ora. 66	Otis-Fensom Elevator Co. 66	Oso Co. 27	Paradis, C. A. 58	Paterson Sauce. 65	Patrick, W. G., & Co. 1	Peters, Michael. 67
Q	Flagfair, Preston & Co. 13	Poulin, P., & Co. 54	Prout, Geo. W. 54	Purnell & Panter. 9	Regina Fruit & Produce Co. 54	Richards & Brown. 4	Ridways Tea. 27	Robinson, O. E. & Co. 61	Rutherford, Marshall & Co. 54
R	Ryan, Wm., Co. 52	St. Charles Condensing Co. 63	"Salada" Tea Co. 7	Sanitary Can Co. 10	Scott, David, & Co. 4	Segalera, Jos. 71	Smith, E. D. 13	Snowden, J. Walter. 3	Sprague Canning Machinery Co. 4
S	Stamp, D. 2	Stewart, I. O. inside back cover	Strang Bros. 4	Thomas, J. P. 4	Thomas Bros. 54	Tibbles Cocoa. 21	Tilbury Canning Co. 24	Tippet, Arthur P., & Co. 1	Toronto Salt Works. 54
T	Truro Condensed Milk Co., Limited. 19	Tuckett, Geo. E., & Son Co. 64	Turner, James, & Co. 29	Underwood & Creighton. 70	Upton & Reid Specialty Co. 44	Verret, Stewart Co. outside back cover	Wagstaffe Limited. 23	Walker Bin & Store Fixture Co. 54	Walker, Hugh, & Son. 61
U	Warren, G. O. 2	Watson, Andrew. 22	Watson, Stuart. 4	Welcome Soap Co. 12	Wether, J. H. outside back cover	White, Cottell & Co. 18	White & Co. 61	Whittemore Bros. 21	Wils'n Archdale. 64
V	Windsor, J. W. 23	Wiseman, R. B. Co. 73	Wood, Thomas, & Co. 67	Woodruff & Edwards. 14	Young, Thomas, Soap Co. 16	Young, W. F. 67			

Drummers' "Snack" a Glorious Success

A Host of Ontario Travelers Had the Time of the Year at the Annual Jollification at Alton Last Friday and Saturday—The Community Takes a Holiday and Welcomes the Visitors With Open Hearts, Homes and Pantries—A Unique Concert, an Enjoyable Banquet and a day of Novel Sports Make up an Occasion Long to be Remembered.

Isn't it bully, my friend of the grip,
In the summer's mid, to let things rip,
To run out there with the rest of the boys,
Shake hands all round, raise a deuce of a noise,
Meet "Father Bill" and have all the joys
Of the Drummers' Snack at Alton?

Dr. Algic did a mighty wise thing when he chose that word "snack," with all its euphonious suggestiveness for the title of the most unique function or celebration or holiday or whatever it is, in the circle of Canadian commercial activity. It suggests a picnic, and the travelers certainly have it in both the usually-accepted and the slangy-meaning form, two days and a night of it—at least most of the night. It suggests a feast of some kind, and feasts there certainly are of various kinds—physical, provided in the generous helpings of country ham and eggs, and apple pie and



WM. ALGIC.

The "Father" of the Snack, the Most Popular Man in Alton.

other things, ad infinitum which the good ladies of Alton deal out in brooding batches to the hungry-for-country-stuff travelers; mental, in the flow of art, humor and fun in the proceedings of the concert, the banquet and the sports, and general in the glorious, satisfying and never-to-be-forgotten outing.

The "Sunshine" Spreaders at Play.

"A bunch of sunshine-spreaders," some one has called the Canadian commercial travelers. Get a hundred or so of these together, with the good humor and fun they have been storing up for a year fairly oozing out of them like cold blackstrap out of the bung of a molasses barrel, with all their troubles and little dif-

ferences laid aside for the nonce, and in surroundings which could not well be more applicable and you have some idea of the event—the seventh annual Drummer's Snack, which ran itself joyously off in the little town of Alton last Friday and Saturday.

Well, the snack of 1908, like all the other snacks of other years, is gone. It only remains for us to chronicle some of the special features, to bring back to the minds of those who were there some of the things that were laughed at and to give those who were not so blessed some idea of what their traveler friends in Ontario do when they set out to enjoy themselves.

The Grand Entree.

The official opening of the great event came on Friday evening with the arrival of the trains from the east and west. The afternoon train from Toronto bore, as usual, a large quota of care-free drummers, who on the way ran over the memorable incidents of last year's outing and made plans as to the things that were to be done during the present one. At Inglewood the always-large and always-jolly Hamilton contingent was picked up and from there on the train was a place of merriment.

As usual, too, practically all of Alton's population was on hand at the station to extend the usual hearty and vociferous welcome. The band was there in the same conspicuous red suits, the daintily-dressed little girls were there, with and without their mothers, though the mothers were there all the same. The young ladies were there, with their sweetest smile of welcome, and in their very newest gowns, trying to pick out among the arrivals the chap they liked best last year. Last, but not least, the Algies were there, William, with a genial smile of welcome for the boys, who liked to come back, and the rest of the family with their hearts just as big and open as that of the father of the snack.

Of course, the usual procession was formed, with the band in front, then the contingent of little girls in white bearing the Snack banner, with the mystic device, "The Sample is Mightier than the Sword," and then the string of travelers and visitors. It was no mean procession, as it wound up the hill and along the main streets, and many visitors from towns considerably larger than Alton looked on with envious eyes.

At Camp Kilcare.

Camp Kilcare, a new cognomen for the concert tent, by the way, was the rendezvous, and on arrival the boys, most of whom had been waiting a couple of hours longer than usual for their supper, made a bolt for the "Cyclone cellar," where things many and various were provided.

We said the Snack was officially opened on Friday evening. In the afternoon, however, as a preliminary, a baseball

match was pulled off between the town team and an aggregation organized from the early arriving drummers. Jack Wildfong undertook to hold the indicator, but ended up by pitching. Anyway, though no one can explain how, the game ended a tie, and with something resembling groans for the umpire.

Another Splendid Concert.

One of the biggest features of each year's Snack is the concert on Friday evening, and, as has been said on probably each succeeding year, "this was ahead of all those before." Anyway, the concert is popular for the people keep on coming, not only from Alton, but from all the country around, and it isn't at all to be wondered at, for from the standpoint of novelty and interest these



BAY HILL.

The Original Man From Hamilton and the Club's New Vice-president.

concerts put a five-ring circus, elephants and all, in the shade.

The people began coming early, too, and by the time the supplies in the cyclone cellar had gone down—we mean, of course, in quantity—about fifty per cent. Camp Kilcare was filled (as the Hillsburg Beaver would say) with "the youth, the beauty, the elite and the aristocracy of the community." Indeed, the big tent was so well filled that its capacious folds belled out with the joy of it all and an overflow meeting had to be camped out under the apple trees at the rear end where the man in the moon looked down and probably rejoiced with the rest that the great day of the year had come for Alton.

President Mike Malone, in accepted Snack regalia, viz., white pants, white shirt, white collar and black bow tie, in

due time appeared on the stage and in a characteristically brief speech set the ball a-merrily rolling by calling on Wm. Algie, "the father of the Snack," to make the official welcome.

It must be rather a proud moment for Mr. Algie to look round on these gatherings year after year. Anyway, he fills the bill to perfection and gives a speech that makes one think things and the next minute explode with merriment. "You are a lot of splendid boys," he said, among a host of other good things, "and I am glad to see you come back year after year."

Toronto's Share of the Programme.

The first part of the concert was, as usual, of a highly artistic nature and though Donald McGregor, the travelers' old friend, could not be present, the programme was very high-class, thanks to the presence of some of the best musical talent Toronto and Hamilton can furnish. Vocal numbers were given by Mrs. Mabel Manley Pickard, whose reputation is national; by Miss Frances Wright, a rising young Toronto soprano with a pleasing voice; by Wilfrid Morrison, the well-known boy soprano, whose warbles and high c's and choir boy garb, took the audience, especially the little girls in the front seats, by storm; and by Will J. Reilly, one of the News' globe-trotting travelers, who must have been a source of considerable pleasure from a musical standpoint on the long way round. A couple of excellent violin solos were given by Roland Roberts, with Mrs. Roberts at the piano. But we mustn't forget Will White, who is always at the snack, is always very welcome, and who had most to do with preparing the Toronto end of the programme. Mr. White got the audience going on that sentimental little ditty of recent extraction, "When There Isn't a Girl About," and had sections of the audience and then the whole of it singing in a way he surely learned at the Torrey-Alexander meetings. Mr. White's last number was a quick-change act in which he impersonated several famous characters, on whom the lime-light has been thrown by recent events. E. R. Bowles was an efficient accompanist, though he worked under difficulties with one of those multiplied instrument attachments which turned on a tiny mandolin accompaniment when he wasn't looking.

In the intermission the Alton band, under the leadership of "Billy" Algie, played a somewhat heavy number which showed a good deal of ability. They helped also to keep the audience in good humor before the programme was begun.

Fun by the Hamilton Boys.

In the meantime, however, there were doings, fearful and wonderful in the spacious (?) dressing rooms behind the scenes. Brilliantly pink-cheeked maidens, with suspiciously male voices, coons (evidently of both sexes) and fat and thin figures, padded and unpadded, got mixed up so that they could scarcely be unravelled. In due time, however,

the second part of the programme, labeled "Fun by the Hamilton Boys," which on account of the novelties and excellencies of former years, was anxiously looked forward to, was brought before the foot lights, or rather, in this case, head lights.

For originality and general all-round talent, those same Hamilton boys certainly carry off the palm. They could start off on a concert tour to-morrow and rake in shekels by pailfuls if people only knew them as they do in Alton. This, too, was about the idea of their

Sam Male, as Rastus, the coon servant, was the funniest thing on the stage, and provoked screams by his clever acting. He got outside the half of a big juicy watermelon about as fast as a steamshovel gobbles up a gravel bank. Billy Dore made a cracking fine Highlander, even to the rubber balls pasted to his calves on the inside of his white socks. Harry Eckstein did a turn as Mademoiselle something or other, an opera singer, and got off a couple of love songs in a falsetto soprano that would pass muster in the Mendels. ohu



A POPULAR ALTON RESIDENCE.

The Verandah of Robt. Algie's Home, Giving Some Idea of Alton Hospitality.

stunt, which was in the form of a vaudeville act, staged in a way that would make the property man at Shea's or Bennett's turn blue with envy. To make the story short, "Bay" Hill, as the organizer of a traveling company, advertises for performers and these appear and give exhibitions of their turns.

The first, Prof. Ben Arthur, was engaged to punch the piano, an occupation which he certainly discharged with avidity, the melody handed out ranging from cakewalks to grand opera.

choir. His make-up—rouge, corsets, hair net and all were as feminine as heart could wish and someone tells a story that a couple of the Alton boys wanted to kiss him or her, on his or her way up from the house to the tent. Billy Pringle came on in the varicolored garb of a freebooting Dago, with an Italian accent that surely was imported. One of the funniest stunts, though, was a burlesque boxing contest, put on by George and Charley Smye, the latter in Sol Waters' sixty-five-inch vest with a few yards of padding inside and s

bristly whisker tacked to his chin to make a Dago of the Hebrew type. How many times Charlie slipped and landed on his soft, little stummick no one can say, but in the end, with a left upper-cut jab around the back of the neck he put George out of business. Jim Mundie poured coffee for all the players out of an old tin pot and then putting the spout in his mouth made a big flute out of it. Mel Tufford made a good figure as "Cupid Hazen." Bob Cowan and Ed. Nally with a black face make-up, stepped off a cakewalk in a way that would make your Aunt Liza look around some. The act closed with an exceedingly well-rendered burlesque on

have last year so a good deal of interest was manifest. After everybody had seen someone else home and had come back, after the chairs had been brought down from the tent and after the piano had been transported from Camp Kileare on a dray drawn by hilarious human steeds, the fun began. The president and Billy Colville had a hard time keeping the boys away from those fresh country good things while waiting for the guests of honor to arrive but by herculean efforts, threats and cajolings the thing was done.

Science Hall was set with three long tables in the form of the legs of an E with a short table of honor across the

members of the Snack family enjoying themselves again he introduced his friend Mr. Barnet, a visitor from Ohio.

A Tribute to the Snack.

Mr. Barnet is a humorist, born and bred, and he threw out joke after joke that set the audience agoing. Speaking seriously, though, he paid a fitting tribute to the pleasant relations evidently existing between Canadian commercial men stating that such a gathering as the Snack would be impossible in Ohio, where the salesmen would only stay away to steal each others' good customers and to play poker. The spirit of friendliness shown, he said, was a good index to the healthy conditions of Canadian commercial life.

Next three of the travelers, who trotted round the world on the News treat, were called for. Valentine Wells, of Brantford, told of how he was enjoying the Snack and Will Reilly did his part in a Scotch song where he rolled the r's so loud the hall rattled. Billy Colville was the third member of the trio but his turn came later.

Some Humorous Asides.

With interpolations of song and story things were going famously, though interruptions of various kinds came from outside where some choice and impatient spirits were preparing, seemingly for the grand awakening, with horns and drums. Every once in a while, too, the fire bell would tinkle. The first time this happened Billy Algie, jr., who was standing near the door, forgot for the nonce what was going on in town and made a jump for outside. When he got to the door he remembered. Things went along pretty steadily, however, in spite of all.

"Bay" Hill was called on to propose a toast to the assisting artists. His reference to the artists wasn't long, but he got started on one of his original and inimitable after-dinner speeches, this time bemoaning the growth of the "hand-me-down" foods citing a list of grievances which would make a man's hair fall out (Bay's thatch is still pretty thick) and blaming the grocers for wrecking happy homes, all of which aroused bursts of enthusiasm. E. R. Bowles and Will J. White, both honorary members of the club, responded in behalf of the artists.

"Now, gentlemen," said Mike Malone, when Bay Hill got down, "charge your glasses and drink to the health of the past presidents." Mike would insist on having those glasses "charged," though to tell the truth there was mighty little by this time to charge them with. Anyway, the toast was honored most heartily and Billy Colville, Jim Hooper and John Charles each gave a few words in reply. John Charles made a cracking fine speech, giving President Malone some well-deserved eulogy for his work and stimulating the boys to better effort generally. Bob Keyes, another past president, was also called on, but had disappeared somewhere and couldn't be found. Then



A BIT OF THE PROCESSION.

The Travelers in Their Uniform in the Background.

the "Choral From Attila," by Messrs. Eekstein, Mundie and Pringle.

This, with a heartily-sung "God Save the King," closed the first part of the evening's doings.

Pyrotechnics in Reality.

Things are never done by halves at this celebration, however. After the concert from a point on the hill just above the cyclone cellar a fusilade of rockets was fired off which burst just above the mill pond and threw a sort of rejoicing light on the Algie homestead and in spots lighted the townspeople homeward.

Next Was the Banquet.

The next order of business, or rather pleasure, for the evening was the banquet. This was something they didn't

top. The centre table was filled with ladies, old, young and younger. At the table of honor were the artists who took part in the evening's programme, the officers of the club and a few friends and around the others the travelers and visitors filled in in the friendly manner which characterized the whole affair.

No, the banquet wasn't at all formal. From Mike Malone's grace, which no one was ready for, down to the last spasm of gratitude to the ladies, everything was free and easy, though once or twice a feeling of pathos crept in which only served to lend variety.

As a matter of course the first person at the table of honor was Wm. Algie, and, naturally, he was called on to reply to the first toast, "The Drummers' Snack Club." After a brief expression of the pleasure it gave him to see the

Jack Wildfong made a characteristic little speech and got down to the table to pound it in illustration of a funny story which brought out evidences of his German extraction.

At this point President Malone handed over the toast list to Billy Colville, who proceeded to get it over with in his usual energetic way.

Honors for the Press.

He referred very kindly to the press, mentioning particularly The Canadian Grocer, and said that undoubtedly the papers had done a good deal to remedy the travelers' problems. The toast was responded to by E. J. Moore, editor of The Grocer, W. Hobbes, of the Toronto News; W. Hull, of the Erin Advocate and W. J. McGuire, of the Orangeville Banner.

The Last to the Ladies.

As usual, the last toast was to the ladies. This was drunk heartily enough but the toast master had a big time in getting anybody to give a really capable reply. Harry Coffin, Harry Eckstein and Billy Meen all tried their hand, but it remained for Mr. Barnet to put on the climax with the following: To their sweetness we give love, to their beauty admiration, and to their Merry Widows—the whole sidewalk.

Robt. Algie, the hard-working home secretary, spoke seriously and appreciatively of the pleasure it was for him to work for the Snack. "I believe there is good stuff in every man," he said. "It only remains to find it out and this is one of the ways of doing it."

The Midnight Jamboree.

This, with a hearty "God Save the King," closed the official proceedings of the evening at about 2.48 a.m. Then the real fun commenced. The midnight serenade is one of the real features of the Snack. The visiting travelers, old and young, for once in the year, dropped their dignity in the street and did the very thing they would liek their boys for—if they had 'em—paraded the town from "Wm.'s" to "Robt.'s," and from one end to the other, calling at the principal houses, paying particular attention to the ministerial residences as well as to the cyclone cellar, singing, shouting, beating the band's big drum, ringing the fire alarm, etc., etc., etc., while the populace took it all calmly and even seemed to enjoy it. About 4 a.m. the biggest part of the band of revellers had tired themselves out and quietness reigned, to last for a few hours at least.

The people of Alton are certainly strong examples of hospitality. They give their rooms up to the visiting drummers and leave their doors open for any chance visitor who perchance has not found a bunk elsewhere.

Getting Back to Business.

Active operations opened again about 10.30 a.m. next morning, when the members of the club, full of good country

breakfasts and showing no evidences of the evening's jamboree except a more friendly feeling toward their brethren and the world generally, met in Science Hall to pass the business of the year and to elect the new officers.

The routine business was run through with all facility the reports showing a good substantial balance on the club's books and affairs generally in a thoroughly satisfactory condition.

Several telegrams were read from enthusiastic members who were mighty

the boys. And they're right for no one could and would do the work half so well.

The executive committee for Hamilton is composed as follows: Geo. Peen, Mel. Tufford Chas. Smye, P. Smith, Harry Eckstein, Avery Smith, W. Dore, H. S. Welch, W. Mills, J. Wilkinson, C. Kirkpatrick and B. Arthurs.

The Toronto executive is made up of G. F. Campbell, Walter Scott, C. C. Weese, P. McIntosh, W. Meen, Tom Goucester, Will Whyte, W. G. Riley,



THE LADIES' COMFORT SOAP RACE.

sorry they were not able to be present and the meeting proceeded to the election of officers.

The New Officers.

This went forward very smoothly. For president, Bob Asher was named and was at once unanimously elected with very flattering comments. Bob has been one of the hardest workers and most faithful workers of the club, and the honors are well deserved. In his inaugural address Bob said he would rather be at the head of the club than be president of the United States. With the executive elected he was sure the Snack would show improvement again next year. "Bay" Hill, who has always worked like a Canadian beaver for the success of the Hamilton end of the club, was unanimously placed in the vice-president's chair. In the same way Jack Wildfong was elected Toronto secretary and Geo. Smye the Hamilton secretary. The office of home secretary and treasurer went as usual. "That's a life job for Bob Algie," say

Donald McGregor, C. Silver, E. R. Bowles.

Proceeding again to general business it was decided that a letter of condolence should be sent to Mrs. Ritchie, of Orangeville, whose late husband was one of the club's most esteemed members.

The following gentlemen were named as honorary members: W. G. Reilly, W. Pringle Roland Roberts, J. B. Mundie, E. J. Moore, W. Hobbes and W. J. McGuire.

Enthusiastic Supporters.

This closed the business of the day and adjournment was made to the baseball field where the Alton team was playing an interesting game with the nine from Belwood. The presence of an attractive crowd of very enthusiastic supporters seemed to rattle rather than assist the Alton team, for they went to pieces rather badly a couple of times and let the boys from Belwood get an unreachable lead. The score was something like 13-9, but to hear and see

THE CANADIAN GROCER

those Alton girls and some Toronto ones, too, "rooting" was really better fun than watching the game.

The last and to many the biggest feature of the Snack is the afternoon of sports, with always something new in evidence and with enough fun on tap to do an ordinary man for weeks.

Shortly after scheduled time the usual procession formed at Science Hall, and with the hard-worked and always-welcome band at the head marched down to the new town park, where the sports were held. One of the advertised features of the parade was a rickshaw brought from Japan. The vehicle was there all right—in Billy Colville's poc-

second. The game kept on merrily till the other things began, and then interest fell off.

The baby show, as usual, was a barrel of fun, and Billy Colville managed the event, with the utmost sang froid imaginable. The babes were a pretty chubby-looking lot, too, as may be seen in the photograph shown here. The prizes were awarded as follows: 1st, Mrs. James Algie; 2nd, Mrs. J. Burke; 3rd, Mrs. W. Alexander; 4th, Mrs. Robert Dolson.

The first prize winner is a grandson of the father of the Snack and will, it may safely be assumed, be a future Snack secretary.

crowd's fancy. Though the play was very active there was no score. The game was called and the prizes were divided. The teams were composed as follows:

No. 1—Mrs. Roberts, captain; Mrs. Dorrington, Hazel Mason, Ethel Dale, Lorena Standish, Miss Wellwood, Miss Norris.

No. 2—Lottie Mason, captain; Miss Alexander, Miss Neilly, Mrs. McLaughlin, Mrs. Lovell, Miss Hemsworth, Miss Campbell.

The tug of war was to have been between the married and single travelers, but not enough single men could be gathered in to make up a team, so they



A SECTION OF THE BABY SHOW.

Showing One or Two of the Winners—The Fine-looking Boy in the Bandsman's Arms is a Grandson of Wm. Algie, Sr.

ket. While the costumes were perhaps not so elaborate nor so ridiculous as last year still the parade presented a pretty satisfactory appearance. One of the accompanying engravings gives a pretty fair idea of its features.

Arrived at the park the fun began with an indoor baseball game played outside, with about fifteen on each side. The features of this were Sol Waters' actions on 1st, the difficulty of keeping the teams down to even numbers and the grist of white duck trousers that were made ready for the wash in sliding to

The ladies' Comfort Soap race, which is also illustrated on these pages, was one of the best events of the day. The only trouble about it was in picking the winners in a particularly close finish. One or two of the boys made enemies for life by their selection. The winners were as follows: 1, Miss Alexander; 2, Mrs. Morrison; 3, Miss Smith; 4, Mrs. Burke; 5, Miss Reid; 6, Mrs. Roberts; 7, Miss Neilly; 8, Miss Young; 9, Miss Webwood.

The Blue Ribbon Tea broom ball game was another event which took the

had to choose up in the good old-fashioned way. The following bunch of heavy-weights won easily: Glositer, Meen, Smye, Scott, Weese, Male, Smith.

The other events, with the various winners, were as follows:

Professional Artists' Race — 1, W. Dore; 2, Ed. Nally; 3, H. Eckstien; 4, W. Morrison.

Patterson's Chocolate Race, young ladies—1, Clara Chatters; 2, Lerena Standish; 3, Hazel Mason.

Patterson's Chocolate Race, married

ladies
Algie.
Nai
2, Mi
Sac
McBr
Fa
Moo
Mar
Dore
Bar
Robt.
Wal
3, R.
Vis
2, Mi
Vis
2, Bi
Mei
Maso
Cit
Algie
Smit
Cit
zie.
Gi
Lime
Bo
3, L
Th
and
McG
Ch
ront
tion
The
was
with
mad
ped
Th
was
of t
Th
judg
ront
Th
to l
By
was
well
app
ever
the
pac
T
at
ever
hap
eit
con
arr
a h
the
Sna

we
or
roc
eff
me
Mc
an
the
thi
ev
wa
sel

ladies—1, Mrs. McLaughlin; 2, Mrs. W. Algie, Jr.; 3, Mrs. Smith.

Nail Driving Contest—1, Mrs. Draber; 2, Miss Morrison; 3, Mrs. Black.

Sack Race—1, Fraser; 2, Scott; 3, McBride.

Fat Men's Race—1, John Charles; 2, Moore; 3, Sol Walters.

Married Men's Race—1, Scott; 2, Dore; 3, R. E. Smith; 4, Forbes.

Band Men's Race—1, Amos Mason; 2, Robt. Algie, Jr.; 3, E. J. Rockliff.

Walking Race—1, Petch; 2, McBride; 3, R. McKenzie.

Visitors' Race, ladies—1, Miss Neilly; 2, Mrs. Roberts; 3, Miss Hemsworth.

Visitors' Race, gentlemen—1, Scott; 2, Brally; 3, Hughes; 4, McGuire.

Merchants' Race—1, McKenzie; 2, Mason.

Citizens' Race, ladies—1, Mrs. Wm. Algie, Jr.; 2, Mrs. McLaughlin; 3, Miss Smith.

Citizens' Race, gentlemen—1, McKenzie; 2, Black; 3, Neilly.

Girls' Race—1, Lulu Taber; 2, Greta Limebeer; 3, Shirley Arthurs.

Boys' Race—1, Walters; 2, Morrison; 3, Leimbeer.

Three-headed Race—1, Meen, McBride and Agnew; 2, Kirkpatrick, Smith and McGrath; 3, Dore, Glositer and Scott.

Charlie Petch, the gritty little Toronto long distance man, did an exhibition mile around the edge of the field. The going was pretty poor but the time was quite fair. Later an Alton boy with some local reputation for speed made a try at Petch's time, but dropped behind by about thirty seconds.

The prize for the most modest man was deservedly awarded by popular vote of the ladies to P. McIntosh, Toronto.

The most popular lady visitor was judged to be Miss Aggie Algie, of Toronto.

The hardest-worked official turned out to be Robt. Algie, Alton.

By the time this lengthy list of events was disposed of the sun was getting well around in the west, warning of the approach of train time. After the last event the crowd made a rush for home, the Snack uniforms disappeared and packing-up began.

Train time found just as big a crowd at the station as had been there the evening before, but oh how much had happened since. It wasn't a bit peculiar either, that everybody seemed to be on considerably better terms than at the arrival twenty-four hours before. With a host of good-byes and farewell songs the train pulled out, and the Drummers' Snack of 1908 was over.

Nibbles From the Snack.

What a jolly, carefree lot of boys they were. Never a thought of opposition or cutting prices or stealing sample rooms.

"Laugh and grow fat" seems to be effective with a good many of the club men. With John Charles, Sol Waters, Mel Tufford, Bob Keyes, C. A. Weese and a number of other 200 pounders the recipe seems to work famously.

Billy Colville is a wonder at getting things going. The way he ran those events off, without a hitch any place, was a marvel.

Jack Wildfong carried off the prize for selling the largest number of buttons

with a record of fifty. Bob Asher was next.

Wonder how the ministers liked the serenading? They certainly got it good and heavy.

Some one says that when the prize for the baby show was awarded last year Jim Algie, jr., remarked. "Wait till next year and I'll show them something." Congratulations, Jim, you certainly made good.

The way the Alton people let you wander through their houses after midnight is a wonder and is a mighty strong tribute to the behavior of the visitors in former years.

Taken all round Alton can boast about as nice a looking lot of girls as most towns thrice its size. There's some more coming up in a few years, too.

The hearty thanks of the press representatives are due to Billy Colville and the officers generally for a warm reception and mighty kind attention. Usually its a case of look out for yourself, but things were vastly different in Alton. Take 'em, Billy.

Geo. Peen got into a hot mix-up over that Comfort Soap race. He says no more of it for him.

One of the funniest things at the concert, and a view only one or two were favored with, was to see Mike Malone squatted down on his haunches behind the scenes in the tent, trying to read the next item on the programme by the flickering light of a tallow dip.

Sol Walters was pleased as a kitten (but what a comparison) when his son carried off a first in the boys' race. We are glad to see that Walters, junior, is following so closely in his father's footsteps so far as physical development is concerned.

How many do they stow away up at Wm. Algie's, anyway? Of course they've had a big family for some time but it couldn't touch Friday night's houseful.

John Charles carried his ham home as if he were a full-fledged family man. Who knows? It may come in useful before next Snack.

Bob Keyes and a couple of others deserve a big vote of thanks for the way they stayed in the prize tent and handed out parcels to the winners all afternoon. It's work like this that tells in the end.

The souvenir programme was well worked up and was quite worth carrying away. President Asher did a lot of good work here also.

Which were the happiest, the travelers with their wives or those without 'em? There's a problem for you.

Everyone was congratulating Amos Mason on his recently-achieved happiness. It's mighty well deserved, too, for she's a dear.

Everybody who said it was his first Snack said it wouldn't be his last. That's the way it seems to affect them all.

Those Hamilton boys can certainly sing. To hear them on the street at 4 a.m. one would think a bunch of choir boys from Westminster Abbey had broken loose.

How many wanted to do like the small boys and take a dip in the mill pond? Put on some swimming contests next year, Mr. President.

Did you notice, though, how few small boys there seemed to be in Alton. Seems to run the other way.

The new president's photo went astray somewhere in being forwarded to us and consequently his smiling face could not be reproduced. We'll use it again, though.

The refreshment tent on the grounds was a Mecca for many a thirsty youngster during the afternoon. It helped, too, to keep the sun off the baby show.

Alton's new park, though it will stand some trimming, is highly creditable for a town of its size. In time it may be made a beauty spot.

One didn't see all the good-byes that took place. They wern't all said at the station, by any means.

Mr. Barnet, you're a daisy. Why don't you put all the funny things in a book?

The way that firebell and the big drum suffered ought to be called to the attention of the S.P.C.A.

The lunches served in the hall were much appreciated. Perhaps you saw Jack Wildfong carrying two plates of porridge in one hand and a loaf of bread, a plate of butter and a jug of milk in the other. But he doesn't do it at home.

The "cyclone cellar" was at its best on Friday night. Next day the attendance dwindled off some.

And shouldn't the Algie's be a pretty happy family? Everything heart could wish in surroundings and pleasures and enough work to keep them from getting into mischief.

Good-bye till next year!

PERSONAL NOTES.

John Doyle, father of John Doyle, grocer, 501 Queen Street West, Toronto, died on July 21, aged 90 years.

E. E. Boyd and Charlie Smith, of the Toronto branch of Red Rose Tea, were in Detroit on Sunday and Monday on

Bertram Carr, of Carr & Co., biscuit manufacturers, Carlisle, Eng., is in Canada at present on a visit of several weeks. He spent the best part of this week in Montreal, visiting the trade with his representative, W. H. Dunn.

A. W. Forde, late president of the Ottawa Retail Grocers' Association and A. G. Johnston, another prominent Ottawa grocer, are in Toronto this week in the interests of the Pure Food Show to be held in Ottawa in connection with the Central Canada Exhibition this fall.

WHAT TO DO IN AUGUST

Hints Which the Energetic Grocer Might Take Advantage of During the Mid-Summer Season—Keep the Store Cool and Push Timely Lines.

Did you ever get into a properly kept hardware store during the month of July or August? If you did the probabilities are that you spent sufficient time therein to cool off and rest yourself. It is often remarked that the hardware merchant keeps his store cooler and more comfortable in every way during the summer than does the grocer.

Those who criticize do not always take into consideration that there is a great difference between the two stores there being much more difficulty in keeping a grocery in condition than a hardware store.

Nevertheless it is possible for the average grocer to run his store on lines which will result in keeping it cool and attractive during the extreme hot months, of which August is the worst.

There are some women who will not go near certain stores during the summer because it is so uncomfortable to shop in them. On the other hand, they patronize and advertise the store of the merchant who looks after and ensures the greatest possible comfort of his patrons. Therefore, it pays to look after this matter.

A few electric fans in different parts of the store are much appreciated during warm weather, while there are other devices which suggest themselves to the wide-awake retailer which will enable him to have a pleasant and attractive store at the time of year when trade is dull and most effort must be put forth to keep up sales.

Soft Drinks in Demand.

Probably by this time you have sold a good many dozen bottles of soft drinks. How did you find the suggestion? A good one? If you keep soft drinks, aerated waters of all kinds, mineral waters and the like, on ice, and let people know you have them, you most assuredly will sell them during the warm months. One grocer in a good sized town has sold more lime juice so far this summer than twenty grocers in other places would sell in a year—simply because he has pushed the line. It is not too late to order a lot if you have nothing of this sort in stock. There will be demand during September as well as August.

Grocers conducting a store in a town which is a popular summer resort can very often run a small ice cream and refreshment parlor to good advantage. Of course, it is difficult to make anything out of this in a large town where there are several parlors.

The Month for Fruits.

August will be a great fruit month as, it always is. Domestic fruits of nearly all kinds are obtainable in

August, and prices are reasonable. Many grocers do not bother about melons at all. They are a very profitable line to handle and require little care as compared with grapes, strawberries and some other fruits. Canada is famed for its melons, which are used in the fashionable hotels and clubs in the chief cities of the United States. There is going to be a very satisfactory crop this year, and prices will be reasonable, so there is no reason why the average grocer should not do something handsome for himself. Raspberries will be plentiful during the month as will blueberries. The first apples will make their appearance, too, while plums, pear and other tree and bush fruits will arrive in quantity.

How Fruits Help.

A grocer with ideas can sell more than fruit when only fruit is requested. Naturally, much fruit is preserved, and sugar is required for this purpose. So are sealers. Why not advertise these two lines a little more strenuously than usual? There is not much profit in sugar, of course, but if it is possible to sell a lot of it there is a bigger margin. Sealers, pint and quart bottles allow the grocer a fairly good profit.

Have you noticed what a number of cereal manufacturers are advertising the deliciousness of their particular line when used with berries or other fruits? There is a suggestion in this. Do a little advertising along these lines in your own town—just suggesting the daintiness of such dishes for breakfast or luncheon, and see what results you will get. Many a business man eats little else at breakfast than some cereal and a cup of coffee. This is not much of a meal, but the appetite is not always good or time is limited. Consequently, a suggestion for the improvement of the dish would be appreciated and when fruits are plentiful and reasonable in price is the time to make the suggestion.

Still Some Holiday Trade.

People are still going off on their holidays, and there is a good field for the grocer in preparing orders for camping, hunting and fishing parties. As the end of August draws near there will be more camping and fishing parties than ever, while as fall comes on hunters will depart in greater numbers. These people use any amount of canned goods, smoked meats, and such lines, and if the grocer makes a specialty of catering to this trade he soon gets a name for it, with the result that he secures much profitable cash trade. There is one firm in Montreal which has a reputation all over this continent for equipping holi-

day parties of this kind, and they make a barrel of money every year out of this trade.

City grocers will find that customers going but a short distance from home will be delighted if it can be arranged that they should continue to purchase their eatables from the family purveyor.

A Harvest Suggestion.

In the country, particularly in the West, preparations are now under way for the harvesting of a magnificent crop. This means that the farmers will be pretty busy. They will appreciate any assistance the grocer can give them. Let them know you are prepared to give them every satisfaction in expeditiously looking after their wants in foodstuffs. Many extra hands will be employed during harvest time, and this means many more mouths to feed. The grocer who gives the best service will secure the most trade.

Fly paper and fly pads are good sellers during these fly months, and it is worth while letting people know about them in case they should forget.

Keep On Advertising.

A great many grocers have the idea that there is no sense in advertising during July and August because they are "dead" months.

One very successful grocer says he advertises very strenuously during August. People then think that if others are buying—especially at bargain prices—they also should be in the field for purchases. This retailer says he notices no falling off in his trade during the warm summer months.

Pretty window displays are timely also. Every effort should be made to stimulate trade and these things help

Sporting Bulletins Interest.

There is a grocer in an Ontario town who bulletins during the summer all Saturday sporting events of local interest. He is the only retailer in town energetic enough to do it. It is surprising the number of people who drop around Saturday evening to see those bulletins, and many make purchases who would not otherwise have gone near the store. The local telegraph companies are very obliging in the matter of giving the results of big matches, and this is all that is necessary. Try out the idea.

EXCELLENT CANADIAN POSTERS.

During the annual meeting of the Associated Bill Posters' and Distributors of the United States and Canada at Detroit in July, a committee was appointed to judge as to the best poster exhibited by Canadian advertisers. After remarking that they had never seen posters which excelled those exhibited, the committee awarded first prize to the 16-sheet poster of St. George's Baking Powder, "for simplicity, strength and clever handling of the subject for efficient outdoor advertising."

PRUNE GROWING IN BRITISH COLUMBIA

A Very Profitable Industry in All Parts of the Province—Demand for Fresh Fruit Greater Than Supply—Compares Favorably With the Apple.

It may be news to a good many residents of Eastern Canada to know that prunes are grown largely in British Columbia, and that they are in fact one of the province's most profitable fruit crops. In view of this the following article from The Grocer's staff correspondent will be of particular interest:

Vancouver, July 24.—With the development of the fruit industry in British Columbia, perhaps no other tree is more widely grown in the province than the prune. Those who do not know the capabilities of the province may think that the prune is difficult of cultivation here, yet it is to be found in almost every orchard from the eastern boundary to the west coast of Vancouver Island. As a profitable tree, the Italian prune has few compeers, taking into comparison the different varieties of apple and the remunerative peach. At present in British Columbia, the demand for prunes is so great that curing and evaporating plants are practically unknown. When the supply becomes greater than the demand, then these plants will come into existence, but with the rapid growth of the prairie provinces it is not expected that this will be for a number of years yet. East of the mountains is the market for the products of British Columbia, and every effort is being made to retain the trade by growing good fruit, packing it with care, and shipping it with despatch.

Italian Variety More Profitable.

The Italian prune is the only variety profitably grown on a commercial basis in the province. The German and French prunes are grown to a limited extent, but these are of inferior quality, and more or less subject to a disease that attacks the plum family; namely, the brown rot, particularly in districts where the natural rainfall prevails, whereas the Italian prune is almost immune. This last variety may be found in the Kettle River Valley in the Boundary district, some of the finest trees being in the neighborhood of Grand Forks; in the Similkameen Valley, in the Okanagan, in the Kootenay, on the Lower Mainland and on Vancouver Island. It is very extensively grown, more than the peach, but hardly as much as the apple. It is superior for preserving purposes, because of its excellent flavor.

The prune crop is not quite as reliable from year to year as the apple, and the market is subject to more fluctuation. Generally speaking, the prune thus far in British Columbia has

been bought up in the fresh state. Compared with the peach, the prune tree is more hardy and less subject to disease, resists the winter frosts better, and is much longer lived. Moreover, the peach is grown only in the irrigated districts, while the prune is successfully cultivated in all parts of the province where fruit is at all grown. The peach tree is out of date at 15 years, and is bearing its best when seven and eight years old, but the prune is as good as the average apple tree and bears well for twenty years and more if well taken care of.

Prunes and Apples.

Apples and prune trees may be said to come into commercial bearing when five years old. Since prunes are smaller the trees may be planted closer together, and for this reason when there is a full crop better returns may be secured from an acre than from apples. The life of apple trees vary according to variety. The usefulness of the yellow transparent expires at from ten to twelve years; the wealthy attains its highest perfection at from 12 to 18 years; the winter varieties, such as the Northern Spy, Grimes Golden, Yellow Newtown Pippin, Jonathan, Esopus Spitzbergen, etc., may be successfully cultivated from 20 to 40 years. Yet the prune is good as the best.

Of all the fruit this season, the prune has the only light crop. This was due to the continual cool weather. The warm weather was very late in coming, the season being almost a month behind, and the chilliness in the air just after the blossom was off caused the delicate fruit to fall off. There was no frost, but the cold was sufficient to kill the young prunes. It is on points like this that the apple has the better of the prune, but under favorable circumstances nothing grows better or yields greater profit.

CUSTOMERS LIKE ATTENTION.

Half the pleasure of the home-cooked dinner is due to the fact that the dear cook serves it herself. Restaurants lose on this point because we don't know and can't see the man behind who prepares the cuisine.

Isn't this the truth?

Well, similar to this is the advantage enjoyed by the keeper of a small store who is able to get down on the floor and personally attend to the wants of his customers.

That's his trump card and he should play it to a finish.

Nearly everybody has elaborate ideas of his own importance and human nature appreciates being appreciated.

Customers appreciate the attention shown when they are taken care of by the storekeeper himself. It shows he takes an interest in them.

We all dislike a thoughtless man, particularly when he is thoughtless about us. But a storekeeper completely wins over prospective customers when he takes a personal interest in their purchasing.

Try it out!

Discretion is the better part of this interest the storekeeper should manifest. To become too much enthused and make a fuss over customers would be to send them away disgusted.

You know it.

Although the rose might smell as sweet if 'twere called an onion, the human animal called man takes particular delight in hearing the sound of his name.

He thinks it sounds well.

We're all alike in that.

It is but another species of the universal ego with which we are afflicted. Greet the customer by name, but be sure to pronounce that name correctly. It feels better to the customer than a pat on the back.

But pronouncing a man's name wrong is worse than making a poor guess at a baby's age.

All these are little things.

But it's the little things that count, so one should count the little things.

After a storekeeper has once commenced to wait on a customer he should stay on the job until the sale is effected. He makes a great mistake if he goes half way through with the sale, because the clerks are busy, and then turns the customer over to the first clerk who has time to handle it.

This is often considered a slight.

Customers are sure to resent it.

It makes them think that the storekeeper is very indifferent about their purchases, and they will be just as indifferent about purchasing in his store.

Can you blame them?

No, you can't, because the storekeeper is at fault. He should not let his interest lag as soon as a clerk is ready to wait on a customer. He shocks the sense of importance the customer felt while the proprietor was doing the selling.

Every time a storekeeper turns over a customer he takes a chance, because he may be throwing cold water on the "psychological moment" when the customer is about ready to decide to buy.

He should finish the sale he started.

This personal interest influence can be made a potent factor in increasing sales. Small as the store may be, its very smallness can be turned to advantage. It will enable the storekeeper to attend to a greater number of customers.—The Sparkler.

Wm. Joynt, grocer, Ottawa, is succeeded by H. Richardson.

The Central Park Supply Co., grocers, Central Park, B.C., have been granted an extension of time and are incorporating their business.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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

Cable Address:

Macpubco, Toronto. Atsbeek, London, Eng.

OFFICES

CANADA—

MONTREAL - 232 McGill Street
Telephone Main 1255
TORONTO - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager
WINNIPEG - 511 Union Bank Bldg
Telephone 3726
F. R. Munro
VANCOUVER - R. Bruce Bennett
1737 Haro St.
ST. JOHN, N.B. - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - 1001 Teutonic Bldg
J. Roland Kay
NEW YORK - 544 West 145th St.
R. B. Huestis
Telephone 2430 Audubon

GREAT BRITAIN—

LONDON - 88 Fleet Street, E. C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, \$2.00
Great Britain, 8s. 6d. Elsewhere 12s.

Published every Friday.

BETTER HANDLING NEEDED.

Now that the berry season is practically over a few words of advice to those interested may not be out of place. A few hints may be productive of good results. It is intended especially for the berry grower for it has to do with the packing and preservation of the small fruit.

In looking over the berry situation during the past several years one is especially struck with the high and improving qualities of the imported strawberry placed on the Canadian market. While our Canadian strawberry has not improved a particle, but has rather an insipid taste, compared with the southern berry. As a matter of fact, the standing of each has changed, for it is not long since the home-grown variety had the call. When we walked barefooted through the fields and across the berry patch snatching here and there a couple of these luscious edibles nothing was sweeter to the taste. It is not so much that old age is creeping on us and that we are growing crabbed, as that the packing conditions prevailing in the days of our youth, and which were good enough then, still prevail with many Canadian growers.

A comparison of packing conditions in Canada with those in the United States might prove valuable. In the Carolina fields care, of course, is the first con-

sideration in looking after plant and flower in the early stages to prevent the weather cutting the life short. When the berry is ripe and ready for the market the pickers go into the fields and having chosen rows of plants on which to work, a healthy rivalry ensues. A series of overhead trolley wires cross the fields from one end of the patch to the storehouse, where the berries are got ready for shipment. When a picker has gathered about a peck of berries he places them in a wire basket-car run on the trolley and sends it off to the storehouse. There the berries are treated to a cooling process, which extracts all the vegetable heat and so gets them into condition for shipping. Refrigerator cars only are used for taking the berries to market. Care is taken with the packing and placing of the boxes and cases in the cars, the shipper being very careful to see that the cases do not rest on the floor, but on timbers laid lengthwise with the car. There is also sufficient space between each case to allow of fresh, cool air circulating constantly in all directions through and around each and every box in the car.

The berries themselves are not touched by hand from the time they leave the picker until they reach the consumer. As a consequence of this care and attention the southern berries, after traveling two days on the cars, are placed on the Canadian markets in fresh and sound condition, and will remain fresh and sound for three days thereafter, or five days in all from the time of picking. What home-grown variety of strawberry is able to do that? After one full day very few of our berries are able to stand up well.

True, the journey from the Canadian fields to the markets is very short, and berries picked in the morning are on the market the afternoon of that day. The berries may not, however reach the retailer until the following day and by that time they are likely to show, and in the past have shown, signs of weakness.

The southern grower goes to a little trouble, and perhaps expense, to place his goods safely on the market, but the increased price he receives repays him for it all. Results count every time, and that this is so is amply evidenced by the testimony of G. Ford, general manager of the Dominion Express Co., Winnipeg, who says: "Berries shipped in refrigerator cars have reached here (Winnipeg) in splendid condition; in ventilator cars in very good condition; in regular working cars in soft condition. Berries netted to growers from \$1.65 to \$2.40 a crate. Average \$1.90 a crate. Strongly recommend shipment of all berries by refrigerator cars."

The berries referred to are Kootenay berries, and they are the best placed on the Winnipeg market to-day. Some few years ago the total value of all Kootenay small fruits was \$5,000; this season the strawberry crop alone was worth \$25,000. These figures show conclusively what can be done by careful preparation and handling of strawberries, and speak more loudly than volumes of words written on the subject. What is done in the Southern States and in Western Canada can be and should be done in Ontario and other berry sections in eastern Canada. The extra care taken with strawberries in preparing them for and placing them on the market will, beyond doubt, pay well for any trouble and expense the grower may be put to. And what is here said about strawberries may in a lesser degree be taken as referring to other berries and small fruits generally.

PROMOTING HOME PATRONAGE.

The merchants of Shenandoah, Iowa, recently offered a handsome prize to the person writing the best short essay on the subject. "How to Promote Home Patronage." The following extract from the prize winning essay contains some very sound advice to merchants:

Be honest, earnest and accommodating. The most powerful factor in business is the personal element, and right there is where the home merchant has the advantage of the mail order man. The farmer knows his home merchant, knows him to be honest, obliging and straightforward. If he can get anywhere near as good prices at home he will not send away. Let the farmer know that you have his interest at heart and would not knowingly sell him anything of poor quality. Educate him to the use of the best qualities and show him the differences in the grades. Make it an open deal all the way through, straight and above board. The farmer does not object to a fair profit, but the mail order men have constantly impressed on his mind that the home merchant is a robber, till sometimes the farmer almost believes it.

POSTAL PROMOTIONS.

Some time ago in an article referring to the growing importance of the postal service we urged the promotion of efficient post office officials to fill the higher offices, instead of giving these, as now, as a reward for party services. Under such a system a young man who is to-day conducting a small post office in connection with a grocery, hardware

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

or general store and doing it well, may hope to attain the position of deputy postmaster-general by a series of upward steps from the small village to the town, then the city, and thence to the inspectional and headquarters staff at Ottawa.

The last issue of the Postal Current in an editorial adopts our views and elaborates on them. This system is the best that can be followed to give us an efficient postal organization, and it is to be hoped that the Postmasters' Association will make the development of it one of their principles.

CAUSE FOR PRIDE.

Grocers throughout Canada were shocked upon hearing of the terrible conflagration which practically wiped out the city of Three Rivers, Que., recently, and duly expressed their sympathy for their fellow grocers, most all of whom suffered.

It was encouraging to hear from a Montreal wholesaler this week that most of the grocers in Three Rivers were able to pay their debts despite the fire, justifying the ample credit allowed them by manufacturers and wholesalers. This merchant stated that at the time of the fire various grocers in the stricken city owed him \$10,000. Of this he has been paid all but \$45, which he lost through one retailer compromising.

That these retail grocers should pay up as promptly as usual despite the tremendous handicap under which they are working, speaks volumes for their business methods, and it will do a great deal to largely increase the confidence wholesalers already repose in the merchants of that city. Three Rivers grocers may well be proud of their achievements under such trying circumstances.

A GOOD INVESTMENT.

One of the best investments a business man can make is in good, common-sense advertising. It is impossible, however, to establish rules which will be applicable to every merchant under all conditions and the individual advertiser should be the judge as to how and what he should advertise to get the best possible returns. It is very important that the reputation of the store be established. This is good advertising at all times and under all conditions. If the hardware or other dealer bears the reputation of being honest in his dealings and not misrepresenting his goods, this fact alone, if advertised, will undoubtedly bring him trade.

Winnipeg, Aug. 1.—From a report covering 160 points, received during the past week, the outlook as to the western harvest is good and cutting will be general from the 15th to 20th of August. Now that the wheat areas of the west are increased to 6,000,000 acres and these acres are scattered over a territory 850 miles long and 500 miles wide, it is not reasonable to suppose that absolutely ideal conditions will prevail throughout an entire season. If the weather conditions were flawless there are variations of soil, climate and cultivation to be reckoned with, so that as the wheat acreage is extended year by year the probabilities of what is known as a bumper crop over the entire area in any one season are materially lessened.

The present crop, as has been repeatedly stated, went in on a good seed bed and had a good start. Taking the country as a whole, June rains were abundant and there was sufficient warmth for steady growth, the plants stood well and there was not too much straw. Even in June, however, there were districts that reported barely enough rain for current requirement and no moisture being stored against the heat of July. July came in very hot and has continued so throughout the month. When June has been wet in the west the ideal July has a hot sun, light cool winds and heavy dew at nights. The present July has given hot rather than cool winds and there has been a marked absence of the usual heavy dew, while the atmosphere during the day time has been both hot and moist. On rich lands, and this is the land that predominates in the west, the crops have done well with the one or two light showers during the month; and have passed successfully through the blossom stage, have filled evenly and well and by the time the binders begin their work will give an excellent account of themselves in long heavy heads, without an excessive amount of straw. In fact the very crop the farmer delights to handle. There are, however, very considerable areas, especially south of the main line of the C.P.R. where the crops have suffered very materially from excessive heat and drought, where the straw is short and the heads short and uneven, thus reducing the yield very materially. Some of these sections will not go over 10 bushels to the acre. Further west in Saskatchewan there have been considerable areas hailed out either in whole or in part. The month of July has certainly divided the

sheep from the goats among the farmers and the badly broken, badly cultivated and weedy land has felt the strain of the hot days.

In spite of these drawbacks the country as a whole will reap a good average crop and every hour of the present weather places it further from danger in the matter of frost. The damage from smut will be much less than last year and there is no rust damage. It may be asked that if the general outcome is to be good what is the object of stating the damage? Simply that undue boosting of the crop has a tendency to depress prices at the very time when the rush of wheat is leaving the farmers' hands, and in this way the man who does the heavy work does not get the just reward of his labors. The indications are that the world will be short of wheat and there should be a steady consumptive demand for our crop at good prices, but if the British buyers run away with the idea that we are having a 125,000,000-bushel crop he will be slow to buy and offer lower prices.

The thing for the business world to grasp is that the Canadian west is within easy distance of reaping a crop that will be one of the most profitable in her history—good wheat—good demand—good prices, but not any 125,000,000 bushels.

A round-up of the wholesale trade shows the western men in good spirits but not one of them looking for a bumper crop. They state that they expect business to be good, but that country merchants have learned their lesson and are buying carefully. Wholesale houses have big stocks on hand ready to meet any later rush that may come and because last year the country merchant was obliged to square up with his local bank and is now being carried by the wholesale houses it is reasonable to expect that these houses will receive a goodly share of the money for the crop at a much earlier period than usual. The retailer has done largely a cash business for the past ten months.

It is not anticipated by either the railways or by men in trade that there is going to be any congestion of freight of a serious character from a heavy western rush near the close of navigation. Wholesale houses report that manufacturers have been sending goods forward steadily and that this year the manufacturers have been seeking orders where a year ago they refused to accept them except at seven and eight months time to fill them. On the whole, western freight has been light for the season and the boats have got what freight was coming through quickly and it has arrived at destination and already a very large amount of the goods that usually do not arrive until September have passed into stock.

To sum up the views of the wholesale men, we are doing a fair business now, we expect an excellent business as soon as the crop moves and we expect an even greater volume of business, especially in dry goods lines next spring. It is a good average crop and will bring a lot of money, but it is not a bumper and we are not looking for it.—H.

CROP PROSPECTS FAVORABLE.

Fruit Division Reports on Conditions in July—Apples Not Too Plentiful, Others Generally Encouraging.

The Fruit Division of the Dominion Department of Agriculture has issued its monthly summary of the fruit crop report for the month of July. Conditions are summarized as follows:—The weather conditions throughout the country have been favorable during the past month for the fruit industry. Apples are estimated somewhat lower for July than for June, while early and fall varieties are estimated as slightly above medium; winter apples at less than a medium crop. The quality, however, is good. Pears are reported a light crop, except in British Columbia and Southern Ontario, where a medium crop is expected. Early peaches are reported a full crop, but late peaches are estimated light to medium.

Cherries have proved a medium crop and have sold at fair prices. Plums are reported light generally. In British Columbia certain sections report a medium crop. In the Georgian Bay District three or four varieties promise well. Grapes are reported a full crop.

Strawberries and raspberries have been reduced by dry weather, but the average has been very good. Small fruits, other than the foregoing, are yielding or promise a full crop.

Tomatoes are a medium crop, ripening early. Insects and fungus diseases are not so prevalent as usual.

The United States report prospects for a medium crop of apples, evenly distributed in season and territory. Peaches are a full crop and other fruits are good. Great Britain has prospects for a medium crop of apples, other fruits being good.

"TEN-CENT" GOODS.

Secretary John A. Green, of the National Retail Grocers' Association of the United States came out with the following little observation in a recent issue of the Trade Press Bulletin, which will be read with interest by grocers everywhere. The trade in Canada will feel the truth of it just as deeply as those in the United States:

"Retailers of groceries find it necessary this summer to get away from some of their old ideas about retail prices. For instance, many articles which retailed for 10 cents are not to be had at figures which allow a 10-cent price and at the same time pay a living profit. And there are many more in the 15-cent class and the 25-cent class which are just as scarce. The result is that to save his own hide the retailer is forced to get his trade accustomed to new prices.

"If the retailer cannot find a medium grade canned pea to sell at 10 cents, the same figure he sold it at three years ago, he must ask 12 cents for it. If his fancy brand of tomatoes costs him \$1.50 per dozen at jobbing point, he must get away from his old 15-cent price. If his standard canned peach, which he sold at 20 cents or the extra

standard which he sold at 25 cents are not to be had at the old figures, the new price must be named, and the sooner the better.

"Old prices on rice, rolled oats, dried fruits and dozens of things in the grocery list have had to be raised.

"The grocer who has his weather eye on the profit all of the time has revised.

"Have you revised?"

AUSTRALIA TO CANADA VIA MEXICO.

A shipment of raisins from Australia has arrived in Montreal, consigned to a large wholesale firm. The lot is interesting chiefly owing to the new route by which it came. Instead of coming by the all-water route, around the Horn, or via England, it has been shipped to Southern Mexico, and then sent by rail across this narrow strip of land, and on by boat again to Montreal. In this way the long railway journey across the continent by rail, which is expensive, was escaped, and the raisins were received in better condition.

B.C. APPLES FOR AUSTRALIA.

Large Shipments May Be Made This Fall—Good Quality Attractive.

Vancouver, Aug. 1.—James Drummond, secretary of the Victoria Fruit Growers' Association, states large shipments of apples will be made from British Columbia, possibly Victoria, this Fall, if an examination now being made by a gentleman representing fruit dealers in Australia, proves satisfactory. Last year some fruit was shipped from here to Australia, and it was stated at that time that large orders would be placed in British Columbia, and it was even announced that the interior association had received some business. Attention is being directed to British Columbia apples, which secure the highest awards in the first show of the world in London, and as this Province is nearer to Australia than other producing places, growers here are confident that they will get the trade.

U. S. PACKING HOUSE IN FRANCE.

Company With \$2,500,000 Capital Will Build Factory in Havre.

Construction of the first American packing house in Europe is to be commenced in Havre, France early in September. A concession to build a private slaughter house in France, where the local Governments derive big revenues from the maintenance of public abattoirs, has just been granted to Alexander A. Eberson, of St. Louis, after a hard three years' fight.

From the time Mr. Eberson first set foot in France he met with the most bitter opposition on the part of dealers, wholesale and retail butchers, farmers, and the press, who believed they were

being threatened by the American Meat Trust. Paris turned the American down but Havre eventually became convinced that an up-to-date packing house on the Chicago plan will be the first step toward making the port the meat distributing centre of France.

\$2,500,000 Capitalization.

Mr. Richard M. Frisby, late manager for the Swifts at Kansas City, will supervise the construction of the plant and afterward manage the business. The Havre concern will be run by the company under French laws and with a capital of \$2,500,000, one-half of which will be subscribed for in France and the other in England.

An underwriting syndicate is now being formed and later a separate stock yard company will be organized. Mr. Eberson, who is now in London, told the story of his fight for the concession to a Herald correspondent at the Hotel Cecil.

"According to the French laws," he said "only towns and communities have the right to make slaughter houses. Private individuals have not had the right since 1899 to build abattoirs, and when a public killing place is established in a town all the private concerns which may have been previously organized must be closed down.

"Huge revenues are derived by the local authorities from public slaughter houses and you can imagine I had a big task in getting the concession. I wished to commence operations in Paris, but after getting the communities outside to vote for the granting of the concession there was a hitch and negotiations fell through. The trade succeeded in convincing the authorities they were being menaced by the American Meat Trust.

Sees Big Industry.

"At Havre I met with the same opposition from the trade, but finally won. The packing house will create a big industry in Havre and give employment to thousands of workers.

"I will start in a comparatively small way, killing about five hundred head of cattle and one thousand five hundred sheep and pigs a day.

"This may, perhaps, be the first of a string of American packing houses throughout Europe. Geographically, France is the ideal centre for the packing house, for in Normandy the finest cattle in the world are reared.

"Our methods will result in saving \$5 a head and all our surplus stock will be shipped to England. We are not going to kill the French farmer, as the high tariff will prevent us from importing American cattle. The building will be finished in eight months."—New York Herald.

W. C. Talbot, St. Thomas, has purchased the confectionery and bakery business of Frank Laur, also the business of L. O. Purdy, and will amalgamate the two. Mr. Purdy will have charge of the bakery for Mr. Talbot.

POIN
But
Che
Sup
Pro
Fis
The
up o
have
gree,
in tl
opini
ced
and
cont
noth
cond
duri
ed s
Th
time
Yorl
mar
wer
is tl
acti
decl
oppo
of t
Fru
has
the
ness
aug
S
was
to
the
refl
not
wee
mea
the
gre
qui
sta
wil
cau
froi
por
18,
ton
Gra
Part
Ext
"
"
Pow
Pho
Brig
No.
No.
No.
No.
S
dor
me
er
vic
off
18
ed
re

Markets and Market Notes

QUEBEC MARKETS

Montreal, Aug. 6, 1908.

POINTERS—

- Butter—Easier.
- Cheese—Firm.
- Sugar—Declined.
- Provisions—Bacon declined.
- Fish—Advances.

The long looked for real brightening up of conditions in general seems to have at last set in, due, in a large degree, to the prospects of a heavy crop in the west. Business men are of the opinion that the pendulum has commenced to swing towards good times again, and they also assert that if the crop comes up to expectations in the west nothing will prevent a return of better conditions. The chief item of interest during this week is the decline in refined sugar, which took place July 29.

The Canadian market, which is at all times more or less an echo of the New York market, followed the American market closely in the decline. Buyers were not stocking very heavily, and it is thought this decline will lead to more activity, in fact it has already. The decline was a little late, but still it is opportune, as this is about the height of the canning and preserving season. Fruit and vegetables continue high. Fish has advanced in some lines. Altogether the week has been a good one in business circles, and may be taken as an augury of good things to come.

SUGAR—On July 29 a drop of 10c was recorded on prices all around, due to the fact that the rising tendency of the market has kept buyers off so that refiners have now made things a little more attractive. The demand during the week has been excellent owing, in a measure, to the drop, and the fact that the canning season is now in full progress. It was stated that stocks went quite low. An authority on the market states that the present heavy demand will influence the market up again because raws are rather scarce. Figures from the West Indies report that exports of sugar from there up to July 18, 1908, were 26,834, against 27,342 tons for the same period of last year.

Granulated, bbls	4 80
" 1-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 60
" " 50 lbs	5 70
" " 35 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 31
" " 35-lb. boxes	5 53
Powdered, bbls	4 91
Phoenix 50-lb. boxes	5 15
Bright coffee	4 55
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES — Barbadoes molasses and corn syrups have been moving fairly well during the week, other lines, however, were neglected. Advices from West Indies report a falling off in exports as follows: Up to July 18, 1908, 44,663 puncheons were exported, against 56,429 puncheons for the corresponding period of last year. The last

shipment of molasses from the West Indies for this season is due to arrive in Montreal August 10.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33	0 35
" in half-barrels	0 34	0 36
" fancy	0 34	
" extra fancy	0 36	0 36
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups bbls	0 08	0 13
" 1-bbls		0 03
" 35 lb pails		1 75
" 35 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. 1 doz.		2 75
" 10-lb. 1 doz.		2 65
" 20-lb. 1 doz.		2 60

MAPLE PRODUCTS—There is nothing new in this market. Demand is dull and prices unchanged.

Compound maple syrup, per lb.	1 04	0 05
Pure 100% maple sugar, per lb.	1 06	0 07
Pure syrup, 8 lb tin	0 60	0 65

TEAS—The Japan market remains unchanged with a firm tone and a somewhat increased activity in the lower grades. Advices from Japan state that the quality of second pickings is not so good as usual. The leaves now offered are generally "tea for price." In consequence of the high price maintained by the first picking, the second picking was sold at the same high figures, and some qualities fetched even higher prices than the first picking. The exports of tea show a slight decrease this year from the figures for the corresponding period of last year. "The month just closed," says a London letter, dated July 1, "has been rather quiet, in spite of the strong statistical position, and the generally favorable outlook. Imports of teas are likely to be lighter than last year for the next few weeks, and stocks in London are four million pounds lower than at the same time last year, and yet in London the price of tea is $\frac{1}{4}$ less per pound than it was a month ago. It is probable that part of the decline is due to the generally dull state of trade throughout the country, but on the whole, prospects in the tea market for the fall appear healthy.

"In Indians, Darjeelings have fully borne out the favorable opinions expressed last month on the samples received by post. They have more than the ordinary color and flavor of first arrivals, and give promise of fairly good teas during the season. There have not been many invoices of Assam received, therefore, it is too early to speak with confidence upon the character and quality of the crop. Advices from Calcutta state that weather conditions are favorable.

"The Ceylon market, which has been somewhat heavily supplied, is subsiding into a normal condition, and the later arrivals are showing a marked improvement in quality."

Choicest	0 38	0 45
Choice	0 32	0 37
Japan—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 30	0 31
Pekoe	0 19	0 20
Pekoe Souchong	0 19	0 20
India—Pekoe Souchong	0 17	0 18

Ceylon greens—Young Hysons	0 19	0 25
" Hysons	0 18	0 20
" Gunpowders	0 17	0 25
China greens—Pinguay gunpowder, low grade	0 12	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—Considerable activity prevails in currants and Valencias, but other lines are decidedly neglected. There has been no alteration in prices since our last quotations. Advices from California state that hot weather conditions continue to injure the crop. Market for futures is very firm.

Currants—		
Filistras, uncleaned, barrels	0 06	0 06
Fine Filistras, per lb., in cases	0 06	0 06
" " cleaned	0 07	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizas "	0 07	0 08
Amalias "	0 05	0 06
" 1 lb. packages		0 07

Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" 1-lb. cartons		0 14

Elemie Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown		0 07
Glove boxes, fine quality, per box		0 07
Fancy washed figs, in baskets, per basket		0 15
" " pulled figs, in boxes, per lb.		0 15
" " stuffed figs " box		0 25

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.		0 06
Layers, "		0 05

Dates—		
Halfstones, per lb.	0 04	0 05
Sairs, per lb.	0 03	0 04
Packages "		0 05

Malaga Raisins—		
London layers		2 35
" Connoisseur Clusters "		1 40
" " 1-box		1 90
" Royal Buckingham Clusters, 1-boxes		1 37
" " boxes		
" Excelsior Windsor Clusters "		5 50
" " "		1 50

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 08
" 4 crown	0 08	0 10

California Evaporated Fruits—		
Apricots, per lb.	0 22	
Peaches, "	0 18	
Pears, "	0 18	

Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 10	0 12
" " " 50-60s	0 08	0 10
" " " 60-70s	0 08	0 09
" " " 70-80s	0 07	0 08
" " " 90-100s	0 06	0 07

COFFEES—The coffee market continues to display steadiness, and a good demand is reported from all sources. A large house stated that the sale of coffee was steadily increasing owing to the growing popularity of the beverage. It was said that in many cases now where children formerly would learn to drink tea they were drinking coffee instead. The growth of the popularity of coffee has been very steady.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Rio No. 7	0 09	0 11
Santos	0 11	0 11
Maracaibo	0 14	0 19
Roasted and ground 20 per cent. additional		

SPICES—Spices are in good demand owing to the fact that the pickling season is on, large quantities being used in this connection. No fluctuations in price have occurred in the last week.

Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 25
Cloves, ground	0 25	0 25
Cream of tartar	0 25	0 25
Allspice	0 12	0 18
Nutmegs	0 25	0 30

THE CANADIAN GROCER

BEANS—This market is firm and in spite of the arrival of Austrian and Hindustan beans it keeps up to its high level. It is thought this condition will be continued until after the new crop arrives. Choice primes are still being quoted at \$2.10 to \$2.15.

Choice prime beans..... 2 10 2 15

EVAPORATED APPLES—There has been a good demand during the week and no change in prices.

Evaporated apples..... 0 07 1/2

CANNED GOODS

MONTREAL—The demand for canned sardines and canned salmon has been very good during the week, also for vegetables. Fruits have been somewhat duller owing to the lower prices on fresh fruits. Meats have been only fairly active.

TORONTO—Business generally has been pretty fair during the week with better demand for fruits and vegetables. Reports of short pea crop have been very current and are authenticated. Cannerymen say the pack will be some short, though as yet the percentage cannot be estimated. Tomatoes are in large supply and the pack will be heavy.

ONTARIO MARKETS.

POINTERS—

Sugar—Firm at declined price.
Prunes—Advancing.
Seeded Raisins—Advancing.

Toronto, August 6, 1908.

A canvass of the wholesale houses reveals better reports this week. The travelers are pretty generally back on their ground again and orders are coming in rather more freely. A manifest interest in sugar and one or two other lines has brightened things up considerably. The features of the week's markets have been the strong position assumed in California dried fruits. Crops in nearly all lines seem to be short to a greater or less degree, and growers and buyers on the coast, who have a well-known penchant for speculation, have been boosting prices, particularly on prunes, in a way that is creating considerable interest.

SUGAR—Last week's decline has stimulated buying generally, both by jobbers and retailers, but prices are firm at the basis then quoted. While there does not now seem to be any immediate likelihood of an advance, in view of the comparatively lower value of raws, it is probable that the former prices will again be reached sometime during the present month, inasmuch as August promises to show an abnormal demand for refined sugars. Retailers will make no mistake by laying in full stocks at the present basis. Regarding the situation in raws, Willett & Gray say in their last report: "Last week spot centrifugals were 4.25c. During the week under review the quotations declined to 4.17c on moderate sales and returned to 4.25 again at the close, with sellers asking basis of 4.27c. The decline was in response to a considerable weakness and decline in the European markets which carried beet quotations from 10s 10d to 10s 6d, returning to 10s 8d. The receipts for the week were very heavy, 54,100 tons, giving a

quite full supply for refiners use. The offerings from Cuba at the close are at 2 29-32c for 96 degrees test, equal to 4.27c landed. The old crop of Cuba is approaching completion, with two centrals grinding and the visible thus far amounting to 935,000 tons. Cuba next crop prospects still continue to improve and it is easy to anticipate at least 200,000 tons increase over the present crop, with all conditions remaining favorable. It is too early yet, however, to make definite estimates. European beet crop prospects are, also, very favorable warranting an expectation of some increase, at least, in first anticipations. The next crop beet sugars, October-December, are now 10s, equal to 4.11c per lb., while present crop is quoted at 10s 8d. The outlook for raw sugars is now steady to firm with further possible improvement should the demand for refined materially increase."

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
Paris lumps, in 100-lb. "	5 25
Paris lumps, in 20, 5-lb. boxes	6 90
St. Lawrence granulated, barrels	4 90
Medpath's granulated	4 65
Redpath's Imperial	4 50
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 85
Florenz	4 85
Bright coffee	4 0
No. 3 yellow	4 10
No. 2 "	4 67
No. 1 "	4 50
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Little business is passing at the same prices and no interest is manifest.

Syrups—	
Dark	0 30 0 35
Medium	0 30 0 35
Bright	0 36
1 lb. tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " " "	2 65
30 " " " "	2 60 1/2
Barrels	0 03 1/2
Half Barrels	0 03 1/2
Quarter "	0 03 1/2
Pails, 3 1/2 lbs. each	1 75
" 3 1/2 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" 12 "	4 87
Quarts, 24 "	4 87
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls.	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEAS—Business locally continues very quiet.

Thompson Bros., of London, in their weekly circular, dated July 23, say regarding the general situation: "The week's sales have in all amounted to 45,000 packages, against 46,000 packages last year, and while quotations for ordinary and common kinds are again easier, we can report a better tone in the market and a freer business, notwithstanding that many of the regular buyers are holiday making. Daily deliveries for home consumption are only on a moderate scale, but the lower quotation of "tea for price" should sooner or later have its effect, and tend to stimulate the general trade, both at home and for export."

COFFEE—Dealers report business fairly good, with local demand improving and no new features in the local market.

DRIED FRUITS—A fair amount of business is passing locally with considerable interest focussed on the California markets. The curious situation is presented in the dried fruit field of shippers daily strengthening the tone of the prices and trading disposition, despite the fact that buyers are not dis-

posed to do any business. Twice within the week the quotation for prunes has advanced and some of the leading California shippers are out of the market on Santa Claras. Despite this steadily advancing tone of the market, the buyers are showing little disposition to buy. Seeded raisins are coming forward fast as market factors, especially on orders for early October delivery. Apricots remain firm, especially in response to reports of small proportions of fine goods, as well as due to the control of the available supply by the growers.

Prunes, Santa Clara—	
100-120s	Per lb. 0 06
30-40, 25's, 50-lb. boxes	0 07 1/2
20-100s, 50-lb. boxes	0 36 0 07
80-90s	0 07 1/2 0 08
60-70s, 50-lb. boxes	0 07 1/2 0 09
40-50	0 09
Note—25 lb. boxes 1c. higher than 50 lb.	

Candied and Drained Peels—	
Lemon	0 21 0 22
Orange	0 11 0 11 1/2
Citron	0 11 0 12
Peaches	0 16 0 20

Figs—	
Elemes, per lb.	0 08 0 15
Tapnets	0 03 1/2 0 04
Bag Figs	0 02 1/2 0 04

Currants—	
Fine Filistras	0 06 1/2 0 07
Vostizsas	0 06 0 06 1/2
Falras	0 08 0 08 1/2
Uncleaned, 1c. less.	

Raisins—	
Sultans	0 09 1/2 0 13
Fancy	0 11 0 12 1/2
Extra fancy	0 14 0 15
Valencias, new	0 08 0 08 1/2
Seeded, 1-lb. packets, fancy	0 10 0 10 1/2
16 oz. packets, choice	0 08 1/2
12 oz. "	0 08 1/2

Dates—	
Hallowees	0 05 1/2 0 05 1/2
Fards choicest	0 08 0 09
Sais	0 04 1/2
choice	0 06 1/2

SPICES—Demand is fairly good with prices on a steady basis, as quoted herewith:

Peppers, blk pure	0 16 0 20
white pure	0 25 0 30
whole, black	0 18
whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 50
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 17 0 19
whole	0 17 0 20
Mace ground	0 20 0 25
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—A fair amount of business is passing with nothing particularly new to report.

Rice, stand. H.	Per lb. 0 03 1/2 0 03 1/2
B rice, 5 bag lots, delivered	3 05
Bangkok	0 03 1/2 0 03 1/2
Patna	0 36 1/2 0 05 1/2
Japan	0 05 1/2 0 05 1/2
Java	0 06 0 07
Sago	0 05 1/2 0 05 1/2
Seeded tapioca	0 05 1/2 0 06
Tapioca, medium pearl	0 05 1/2 0 06

BEANS—Stocks held both by jobbers and shippers is pretty light but demand is small at this season. Prices continue about even.

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

EVAPORATED APPLES—Little interest is displayed and prices are steady.

Evaporated apples	0 18 0 04 1/2
-------------------	---------------

HIDES AND WOOL—Hides show a little more strength at advanced prices on steers and cows. Wool is unchanged.

No 1 inspected steers, 60 lbs. up	0 10
No. 2 "	0 09
No. 1 " cows	0 09 1/2
No. 2 " "	0 08 1/2
Country hides	0 08
City Calif skins	0 12
Oou try Ca f skins	0 10 0 12
Sheep skins	0 20
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 05 0 06
Horse hair, per lb.	0 07
Wool, unwashed	0 07 0 08
washed	0 13 0 14
Rejects	0 10

DEVELOPING CANADIAN FISHERIES

Profitable Results to Dealers From Cultivating Canadian Fields—Educating the Retailers to Carry on Fish Business—Opportunities for Eastern Producers.

The catch of the Gloucester fishing fleet in 1907 was 149,000,000 lbs green fish, or 21,000,000 lbs. greater than in 1906, while the catch of mackerel increased 4,000,000 lbs. The value of the raw catch in 1907 is placed at about \$5,000,000, and the manufactured product about \$8,000,000.—Exchange.

What was the value of the Lunenburg, Liverpool and other Nova Scotian fleets? Proportionately as large and valuable. One of Canada's greatest natural resources is the fishing industry of the Maritime Provinces. Those who live down by the sea appreciate in a large measure this value, and the prosperity of the lower provinces is largely bound up in the industry.

Cultivating Canadian Fields.

During the past 10 or 15 years the fish dealers of the east have materially increased this value by better methods of curing, packing and shipping. They have also awakened to the fact that the great provinces to the west want fish, and more fish every year, and the wise curers, instead of looking to the Boston and New York markets, geographically nearer, but financially more uncertain, have cultivated the central and western Canadian fields with most profitable results to themselves.

It was but natural through the conditions that existed before the abrogation of the Fish Treaty between the Dominion of Canada and the United States for the eastern fishermen to look to the United States for their market and their contiguity to same made it a readily available outlet. It is in a degree so to-day, but with the wonderful development of Canada and its transportation facilities our own market is beckoning to the enterprising Nova Scotia and New Brunswick fisherman. With a closer view of our Canadian market the packers and curers see possibilities for business not dreamed of before. The encouragement given the fishermen by the Government of Canada in the establishment of salting and bait stations and the instruction by the best Scotch herring curers supplied by the Government has stimulated the trade in this country very materially until to-day the centre and west of Canada has a vital interest in the fisheries of the east.

Enhancing the Industry's Value.

The stimulation accorded the fishermen by the Government, the publicity given the fishing industries by the press, and notably The Canadian Grocer, has also materially assisted in enhancing the interest and value of this great industry. The Canadian Grocer since its inception some twenty-two years ago realized the importance of the Maritime fisheries, and saw possibilities of a great business with the central and western portions of Canada. It advocated strenuously and continually during all these years the encouragement of our fisheries and pointed out to the shippers of the east the necessity and advantages of cultivating the home market. That this market is a valuable one and becoming more so through its ex-

ploitation by the more enterprising Maritime fish packers and shippers is evident by the improved statistical position of the trade as related to western Canada business. Though greatly improved, the outer crust has barely been broken and it devolves upon the business men engaged in the industry to enter upon a systematic and organized plan of educating the western Canadian consumer to the use of the sea food.

Educating the Retailers.

For many years The Canadian Grocer has editorially and otherwise through its columns drawn the attention of the grocers and provision dealers to the importance and value of handling Canadian fish. Its efforts have been directed to the intelligent exposition of fish in grocery stores and to the best methods of handling same. The objectionable features have been demonstrated to the grocer as easily surmountable by the correct arrangement of the fish department, and it is gratifying to learn that many of our subscribers have acted upon our suggestions, with acknowledged benefit to themselves. One feature that has assisted to the increased consumption of fish is the improved condition of transportation facilities between the lower provinces and the west. It is now possible to secure practically fresh fish from the seaboard in a few days, and with the system of refrigerating supplied by the railway companies it should be the object of everyone interested directly in the fisheries to still further extend the trade in the western markets.

West Calling for Fish.

The west wants the fish and it remains only for the producers in the Maritime Provinces to intelligently exploit the market. Those who have made the western field a study have reaped the benefit of their courage and though a large trade is awaiting dealers it will require unceasing educational demonstrative work to reach the highest financial results.

The Canadian Grocer is one of the most direct and powerful mediums available for packers and shippers of fish to reach the distributing trade of Canada. Its constant attention to the industry and the fact that every jobber and retailer of importance is either a subscriber or an advertiser should commend itself to such curers and packers as are in the line of advancement to a profitable business.

MORE TRAVELERS HOLIDAYING.

The travelers of the Toronto branch of Red Rose Tea are holidaying this week and next. The men, with the points they are visiting, are as follows: N. W. Williams at St. John, N.B., E. F. Whittemore, on Georgian Bay; J. H. Boyd, in the Thousand Islands; B. E. Miller, at Lindsay and the Kawartha Lakes; G. E. Taylor, at Port Stanley; G. S. Hull, at Owen Sound; H. A. Howey, Port Dover; A. H. Patience, Lake Simcoe.

TORONTO PICKLE MAKERS ASSIGN

Said to be Running on Insufficient Capital—May Start Again Shortly.

J. R. Yost & Son, who took over the pickle manufacturing business of C. Williams & Co., at 180 Front street, east, Toronto, about six months ago, have assigned to N. L. Martin & Co. The liabilities are placed at about \$8,000, with assets approximately the same amount. It is claimed the concern had not sufficient capital to meet the requirements of the business. A meeting of creditors will be held some day next week when the disposition of the business will be decided. It is likely the firm will buy in the plant and begin manufacturing in new premises. In the meantime the plant and stock will be stored.

PERSONAL NOTES.

Robert Conley, grain dealer, Glencoe, Ont., is dead.

Wm. Armstrong, general merchant, of Cassel, Ont., is dead.

J. Edward Brown, Montreal, is at Kemebunkport Beach.

James Sutherland, grocer, Peterboro, was married to Miss Louise Armstrong early in July.

Fred Hughes has left Montreal to spend a few days with his family at Murray Bay.

A. R. Whittemore, of the Salada Tea Co., is spending a couple of weeks' holidays at Stony Lake.

D. W. Duff, of the Perkins, Ince Co., Toronto, is enjoying a well-earned vacation at Jackson's Point.

R. Gowlland, representing Mansell Hunt, Catty & Co., is at present on a trip to Newfoundland in the interests of his firm.

Mr. Bowman, late of Bowman & Cole, wholesale grocers, St. John, was in Toronto this week and made a pleasant call on the Grocer.

John Fullerton, of Rowat's Pickles, Glasgow, is at present on a visit to Canada. Mr. Fullerton is visiting the trade with A. G. Snowdon, of Snowdon & Ebbett, who represents Rowat's Pickles.

W. A. Matheson, manager of the wheat department of the Lake-of-the-Woods Milling Co., was in Montreal this week, and stated that conditions were bright in the West. Prospects for a large crop are very good, but Mr. Matheson stated that he would not like to give an estimate for some days yet regarding the amount of it.

TRADE NOTES.

Mrs. F. Lagrenade, fruits, etc., Montreal, has been registered.

A. W. Dewar & Co., manufacturing confectioners, St. Johns, Que., have assigned.

H. Bourque & Fils, Montreal, recently put in some new machinery in their catsup plant.

TRADE NEWS OF AUSTRALIA.

The Grocer's Correspondent Tells of Local Conditions and Relations With Canada.

Sydney, July 7.—For many months past the grocery trade in Australia has been considerably harassed and hampered owing to the uncertainty regarding the new federal tariff. Sent from the House of Representatives to the Senate, and back again from there to the former chamber, the items were no sooner fixed than they were altered again and again. Such a condition of affairs was not, as you may well imagine, conducive to an active market, and only now, consequent upon the duties being finally fixed and backed up with a promise that they will remain so for some considerable time to come, is a saner and sounder trade being done. While in progress the tariff of course aroused the interest of all importers, who objected strongly to the consistently high rates of duty emanating from an ultra-protectionist Government. Nevertheless the trade of the Commonwealth in the aggregate is declining, the details of imports compared with corresponding periods of previous years showing disquieting decreases. Some of the decline may of course be attributed to increased local manufacture under a high tariff, and Victoria, one of the six states, shows a somewhat remarkable expansion in this direction.

Owing to our somewhat unsatisfactory mail arrangements with Canada, interest is always evinced by Australian merchants in anything relating to shipping matters. Satisfaction has been expressed here at the news that early next year the White Star Line, which trades extensively to Australia, will enter the Canadian trade, and in conjunction with the Dominion line maintain a service between Liverpool, Quebec and Montreal, the new venture to be known as the "White Star Dominion Service." Another shipping matter in the minds of Australians at present is the proposal to renew for three years, at the expiration of the present contract, the service for the carriage of Australian mails to Canada via Vancouver. It is said that considerable time must elapse before the present negotiations in that direction are completed, as your Dominion Government being a party to the existing contract, has to be communicated with and its sanction obtained. In return for the proposed extension of the contract for three years, the Union Company promises material improvements in its service.

It will be interesting to your readers to know that attention is being directed here by Board of Health officers to the question of fixing a standard of purity for what are usually known as "egg powders." Some samples of these wares sold in the open market have just been analysed, with in two cases at least somewhat startling results. In one of them the powder consisted of wheaten starch and a little coloring matter, and in another the powder was composed of maize starch, a little tartaric acid and aniline dye. The fixing of a standard of purity, which will make compulsory the use of eggs in the production of egg powders, it is being

urged, will not only protect the public against what is termed by the officers in question "an impudent fraud," but will also prove of inestimable advantage to the rapidly growing poultry industry.

A considerable increase in the export of Australian honey of late should be a matter of interest to Canadian merchants. Last season nearly all the Commonwealth states shipped largely augmented supplies to oversea ports. The industry is one which has apparently benefitted by our Federal Commerce Act, which ensured among other things improved methods to modify the strong flavor of eucalyptus which in the past always characterized Australian honey. The flavor is still perceptible, but it is thought by exporters that objection to a very slight flavor of eucalyptus is mostly a matter of prejudice, and may be overcome in time. Among places to which Australian honey has been exported of late are Colombo, Singapore, London, San Francisco, Germany, Fiji, South Africa, and Manila, but not to any extent to Canada.

Sir Thomas Lipton's Indian agent is now in Australia enquiring into the matter of establishing a large tea factory in Sydney, where teas received from India and Ceylon will be blended and packed, whereas if packed in Ceylon as at present they are subjected to a duty of one penny per pound under the new tariff, a duty regarded in this matter as prohibitive. According to the agent the factory will be the finest and best-equipped in the world. The machinery will be of the latest, and some idea of its completeness can be judged from the fact that the tea during blending and packing will not be touched by the hand.

A close study of the cargoes leaving Australia every month for Canada soon reveals the fact that butter is destined to prove an important item in the trade relations between the two countries. In this respect it will interest you to know that what we term the Australian butter year 1907-1908 ended on June 30th. Exports from the Commonwealth during that year totalled about 869,000 boxes, a shrinkage of no less than 458,000 boxes as against the figures of the previous season. Sydney butter merchants met yesterday and decided to increase the price of butter by 4 shillings per cwt. from date. This will make present quotation for flavored brands of Australian butter 134s per cwt. This price exceeds by 6s per cwt. the season's record of a couple of months ago, and represents a total advance of 22s within the space of about a month. The existing cold weather materially reducing supplies, and interstate demand being largely on the increase, were the principal reasons which induced the merchants to arrive at the above decision regarding the further advance.

The R.M.S. Aorangi of the Canadian-Australian line—the vessel which carries this mail—sailed on her return trip to Vancouver yesterday, with a full cargo and passenger list. She calls at Brisbane—where she picks up the mail which goes overland to-day—Suva, Honolulu, and Victoria, B.C., en route. Her cargo for Canada from Australia consists of preserved meats (principally felts, sulphate of ammonia, timber, raisins, and lesser products.

LOBSTER CATCH BELOW AVERAGE

Storms on Atlantic Coast Drove Crustaceans to Deep Water—Canada Supplying the Greater Part of the Trade.

J. W. Windsor, Montreal, who has lately returned from his lobster fisheries on the Gaspé Coast, talked interestingly to a Grocer representative this week of the prospects and results of the present season's catch. He stated that this year's catch would be under the previous year's quite considerably. This shortage is due to the fact that during the season which lasts practically only thirty days, the Coast was visited by a great storm and this resulted in the lobsters taking to deep waters. After the storm the catch diminished almost three-quarters and during the season remained in this condition. The storm affected all the fisheries along the Gaspé Coast and New Brunswick and Prince Edward Island as well.

Of all of these fisheries, it is conceded that the finest lobsters are taken from the waters along the Gaspé Coast. Some years ago lobsters were caught all along the Atlantic seaboard but of late the United States Coast has fallen off surprisingly in the output and consequently Canada is enjoying pretty much of a monopoly of this industry. Mr. Windsor, who has been associated with this business practically all his life and is a recognized authority on the subject talked of the many improvements which have taken place in the methods of lobster fishing. He also told of the conditions which have made them now an expensive luxury, whereas, years ago they were a comparatively cheap form of food. Other sources and means of obtaining a livelihood have been offered to the men who formerly were engaged solely in the industry with the result that it is difficult to obtain men to do the work. The failure of the American production and increasing demand for the product both in Europe and America, have contributed to the cause which has raised the price. It may be thought that this great increase in the price would benefit the packer but in the same proportion as other conditions have altered, so have the difficulties and obstacles which the packers have to contend with increased, and to such a degree that the margin of profit to them has not increased relatively to the increase in the price to the consumer. Mr. Windsor explained that the new railway which was building in that district, will be a great boon to the packers, as previously they had to depend entirely on the coasting schooners, and steamers which ply in those waters and their numbers and service have always been inadequate to the volume of business. In view of the acknowledged superiority of the Canadian lobster, which now finds its way to the great cities of Europe and America, it is fair to say it has contributed its share towards the fame of the new and great country from which it comes.

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

The Fish Commission at Digby, N.S., is Investigating Conditions in the Industry—Some Hot Weather Ideas From Montreal.

MONTREAL.

Aug. 4.—A somewhat unique demonstration of clam bouillon and other clam products may be seen at Serogies this week. The novelty lies in the booth where the demonstration takes place, which is built like a rustic summer house, and certainly looks very cool and enticing on hot weather days. The walls of the house are constructed of diminutive logs, and the roof is made of wide sheets of bark. Altogether, the effect is rather good, as it may be observed everyone who goes into the grocery department is immediately attracted to the display. The rustic idea is a highly appropriate one for this time of the year, and conveys a sense of rural simplicity and rest.

Another large grocery on St. Catherine St. has a window display which follows out the same idea. The window is made to represent a small bit of the country with its verdure, trees, and moss-covered stones, and all the other things which one conjures up upon thinking of some secluded nook in the country.

In wandering around town hundreds of examples of window dressing come within one's observation, and let it be said that every day, almost, examples of good work in this line are discovered in the most out of the way places where they are least expected. By no means have the big uptown stores got a monopoly of this art. A certain provision and vegetable store in this city has something which is proving an attraction to the many who may be seen watching the antics of four ducklings under a fountain playing in a tile-lined basin which surrounds the fountain. On these hot days it is refreshing to stand and watch the antics of these birds beneath the spray. This contains a timely hint to the window dresser, to make displays seasonable. This grocer aims simply to draw the attention of passers-by through this fountain.

A. Lalande, 704 Notre Dame St., W., contemplates making some changes to accommodate the increasing volume of his trade.

A Point St. Charles grocer stated that since the financial depression had set in he was behind about one hundred dollars per month in his sales, as compared with last year. He said, however, that there was a brightening up of business now, as many men who were out of employment in that section of the city, who were on short time, were beginning to work steadily.

A. Laniel, president of the Montreal Retail Grocers' Association, spent the week end in Quebec at the Tercentenary Celebration.

A. Laurendeau, J. D. Boileau and J. A. Dore were among the Montreal grocers who spent some time in Quebec during the Tercentenary.

A contest to determine which is the most popular grocery clerk in Montreal has been inaugurated by La Presse, the leading French daily of Montreal. Coupons appear in the paper from time to time, and the clerk winning the largest number of votes will be judged the most popular and sent on a trip to New York, all his expenses being paid by the paper. The second clerk will have a trip to Niagara Falls, while the third most popular grocer's assistant will journey to Quebec.

The miniature factory which was in operation in Quebec during the celebrations showing visitors the processes by



J. D. BOILEAU.

Secretary Montreal Retail Grocers' Association.

which Shredded Wheat is made, was moved in its entirety to the windows of Dupuis Freres' departmental store, Montreal, on Wednesday of this week.

ST. JOHN.

August 4.—Business has been rather quiet lately as is usual at this time of year when the farmers are busy haying. There have been few changes in market quotations. A decline of fifteen cents in Manitoba flours was announced last week and further declines in Manitoba and Ontarios are looked for very soon. Beans are a little easier and molasses has advanced another cent per gallon.

New canned peas, corn and strawberries have arrived and are being distributed to the dealers.

Large quantities of produce are coming down in the river boats every day

and prices are becoming more reasonable with the exception of butter and eggs which are higher than for some time at this season. The reason assigned for high prices of butter and eggs is that large quantities are being placed in cold storage and it is predicted that one result of this will be lower prices for these commodities during the winter months.

A comparison of some of the prices to-day with seven years ago shows that the increase is about double. Then pork sold for 4 to 4½c, now it is 8½c; beef was 3 to 5c, now it is selling at 8 to 10c; fowl and chickens were 35 to 50c, and now are bringing 70c to \$1.25; butter was 17 to 18c, and now is 23 to 28c; eggs were 12 to 15c, and now are 17 to 25c; lamb was 8 to 10c, while now 13 to 18c is asked.

A new steamship service is now being operated between St. John, Boston and Havana and it is expected quite a trade will be developed. The first steamer of the new line, the Talisman, sailed from here on Saturday last with a good cargo of lumber, hay, oats and other produce. It is expected after a few trips that the steamer will sail direct from Havana to St. John and that a full cargo will be carried both ways.

Lieut.-Governor Tweedie, who was in the city last week reports that business on the north shore is very quiet and many of the manufacturers on the Miramichi have closed their plants for a time on account of the poor markets. The Governor reports that the crops with the exception of hay and oats are in excellent condition. Great preparations are being made to make the Chatham exhibition the best yet held.

The commission appointed by the Federal Government to inquire into the reasons for the failure in the shad fishing is now holding sessions along the bay coast of Nova Scotia. The salmon and gaspereaux fishing are also to be included in the commission's investigation.

On the first day of August a new schedule of fire insurance rates went into effect in Fredericton. The new rate takes off the 15 cents extra which was placed on commercial property some time ago, as well as other reductions.

The St. John exhibition, Sept. 12 to 20, promises to be one of the best ever held. A large number of exhibitors have applied for space. The contract for selling soft drinks has been awarded to the Havelock Mineral Springs Company.

G. A. Stanley Hopkins, of John Hopkins, meat dealers and manufacturers,

was up the St. John River last week on a buying trip.

James Moulson, the Sydney St. coffee merchant, has installed an electric motor for roasting and grinding coffee. Mr. Moulson, who occupies the position of a colonel in the uniform rank Knights of Pythias, is now in Boston attending the big biennial encampment there.

The store vacated some time ago by W. L. McElwaine, at the corner of Sydney and Leinster Sts., is now being operated as a grocery by C. W. Green-slade.

W. S. Clawson, agent for New Brunswick of a number of leading grocery concerns, is in Boston attending the Pythian convention.

E. A. Titus, of J. and J. S. Titus, St. Martins, general merchants, is in St. John on a buying trip.

NEWCASTLE, N.B.

Aug. 1.—The price of Manitoba flour dropped 15c this week. The best Manitoba now retails at \$6.85.

Frank Walsh has purchased from L. T. Joudry the Campbellton meat market.

J. F. Tweedale, Arthurette; J. C. Manier, Andover; R. W. Demmings, Perth; D. B. Hopkins and H. H. Hopkins, Andover; J. E. Armstrong, F. D. Sadler and M. L. Stewart, Perth, have organized the N. B. Produce Co., Ltd., for general grocery and provision business. They will operate at Perth.

Strawberries were scarce this season. Sackville exported 35,000 boxes, and could have sold twice as much. The grocers received on an average 11c a box.

HALIFAX.

Halifax, August 1.—General business conditions are satisfactory and a large quantity of goods are being turned over. Just at the present time the farmers are not marketing very much owing to their being engaged at hay making. The commission men are busy handling a lot of perishable fruit from the American markets, such as bananas, pears, peaches, plums and apples. A considerable quantity of this stock is reshipped from Halifax to points throughout the Province, and business in this line is very brisk.

Prof. M. Cumming, Secretary for Agriculture, in his annual report to the Government on live stock and the crop prospects, says that the yield this year will be about as follows:—Hay, 90 per cent.; oats and other grains, 97; potatoes and roots, 105; apples, 100; plums, 90; small fruits, 90 per cent.

Dairying cows have, owing to the good pastures, been giving an unusually good flow of milk, and butter has been produced in larger quantities than for a number of years.

The apple crop will be below that of last year, though the size and the quality of the fruit will be superior. A Wolfville grower writes that the apple crop in sight for export is half a million barrels. Baldwins, Kings, Rib-stons, Greenings, Golden Russets and Bishop Pippins will be good; other

varieties light. A Kingston correspondent says that gravensteins, nonpareils, golden russets and baldwins will be a full crop; other varieties light. The black spot, up to the present, is less in evidence than formerly. Plums and pears are considerably below the average. Small fruits are for the most part very promising.

Eggs are unusually scarce for the season of the year, and the result is that prices are going higher. A further advance was made this week, Nova Scotia stock being quoted at 21 cents, and Island eggs at 19½ cents. Unless the receipts increase the price will go still higher.

Butter is in good supply and the prices are unchanged. For the next few weeks the receipts will probably show a falling off, as the farmers will be busy hay making. Many jobbers still complain that the present prices for butter are too high. The pasturage this season is unusually good, and butter should be plentiful.

The series of public sessions of the Canadian Government's Fisheries Commission opened at Digby this week. Prof. Prince, in his opening remarks announced that in addition to the shad, the Minister of Marine, Hon. Mr. Brodeur, desired that the gaspereau and salmon fisheries of the Bay of Fundy be included in the commission's investigations. Valuable evidence was laid before the commission by fishermen from Barton,

Plympton and Digby. After the meetings at Digby the commission will proceed to Annapolis.

The West India liner Amanda which arrived here this week from Jamaica landed three thousand bunches of bananas, and seven hundred bags of sugar. A large quantity of the bananas were forwarded to the Montreal market. The steamer Dageid from Montreal for Sydney and St. John's, Nfld., arrived at Summerside, P.E.I., this week with a fairly large freight, and took on board one thousand bags of potatoes and fifty boxes of cheese. The steamer Oruro from the West Indies also landed a large cargo of sugar at this port during the present week.

A novel exhibit may be made in the Fisheries Department of the Provincial Exhibition in September if the idea of the Fisheries Committee of the Board of Trade is carried out. A meeting of the committee was held at the Board of Trade this week, and it was thought that the exhibit of live fish could be greatly improved and made more interesting by the display of some of the strange fish brought to the surface by the steam trawlers now operating on the coast. Numbers of fish quite unfamiliar to fishermen have been captured in the big nets and it will be the aim of the committee to get as many of these as possible and have them exhibited in tanks. A. H. Whitman has been appointed superintendent of the fisheries exhibit.

News From Western Canada

The Chinese Sugar Brought in is Not Proving Too Satisfactory in Vancouver —Co-operative Society Organized in New Westminster.

VANCOUVER.

August 1.—By keeping an eye on the daily trade one can see that articles of Oriental manufacture are coming into strong competition with those of Canada. One thing, though, the Canadian product is the better. This can be noticed in the sugar which has arrived from Hong Kong. Mention was made a couple of weeks ago that a consignment was expected, and it is now placed with dealers. It is not as fine or as bright as the sugar produced by the B.C. Sugar Refining Company, though if cheapness is considered the dealer may take the article from the Orient while it lasts, as it is ¼c less per pound.

It may be accepted as an axiom that cheap things cannot be the best. In days of active competition profits are cut as close as possible, and if any goods are cheaper it is because of some particular reason. In the case of the Japan rice now offered for sale at a little less than the Canadian refined product, the reason is at once seen, namely, because husks may be found in that refined by the Japanese in this city, and the kernels are not so luminant. But it is cheaper and there is a demand for it.

Kelly, Douglas & Company have created a record in bringing into the city at one time two cars of tobacco, the

product of the American Tobacco Co., Montreal. The value is placed at \$50,000, and it is stated that this is the largest single order of tobacco to be received in Canada. This firm has just issued a memo book for retailers. At the top and bottom of the pages, on which are ruled lines for writing, are the sole agencies of the house. Every time the retailer jots down something to be remembered the name of at least one of these articles cannot but be seen.

Prices of necessities in the way of provisions are stiffening up. Eggs are now jobbed, or will be in a day or so, at 32 and 34, and the retail price will be advanced from 35c to 40c. Butter, while not increased, may do so, as the creameries are having all they can do to keep the demand supplied. Notwithstanding the expansion of the dairy industry, there is no butter going into storage. This, too, has been a very favorable year. The spring was wet and rains have been more frequent than for several summers. As for the imported butters being shipped in, they have not the freshness of the local, which caused the demand, and that being the case fluctuations of a cent or two are nearly always taking place.

Outside wholesale business is continuing good. This is the season for outfitting for the Winter, and the trade is at a time when it can be handled easily.

A co-operative society has been started in New Westminster, and at a meeting held this week, when plans of the association were discussed and officers elected, matters progressed so far that a site for the store was considered. Shares are \$5 each, the ownership of two shares constituting membership. The officers are: J. H. Campbell, president; Thomas Turnbull, vice-president; W. Brown, treasurer; W. Dodd, secretary; J. Archibald, R. Hampton, R. G. Patterson, John Roscoe, W. Beggs and A. E. Hale, trustees; A. F. Duncan and S. M. Stropole, auditors. Last winter an attempt was made to form a similar society in Vancouver and though considerable canvassing was done it was found that a success could not be made of it. The principal reason was that retailers who had accounts out stated that if any debtors were to join an instant settlement would be demanded of the bill. As times were not of the best the customers felt they were "up against it" and refrained.

The United Commercial Travellers enjoyed themselves at a picnic on Saturday last. They left on the Britannia

at 2 o'clock in the afternoon for Bowen Island, where the afternoon was spent and tea partaken of, and in the evening the boat steamed up Howe Sound and back. On Friday, the rain threatened, but Saturday was fine and clear.

Mrs. Bryant, travelling representative of the Tetley Tea Company, was at Vernon for several days recently giving a demonstration in the Hudson's Bay Company's stores there.

William Whyte, second vice-president of the C.P.R., was in the city and left for the north on Monday night. He spoke about the great wheat crop in particular, and while it may be a long way from the grain fields, Vancouver has a great interest in them, apart from the general results that come to the Province as a whole when good crops are garnered. This city has a successful flour mill already, and with the increase in the grain acreage in the Northwest elevators will be erected here in the trade of shipping wheat through this city to the world's markets. Mr. White says he is not too sanguine in placing the estimate of the yield at 120,000,000 bushels.

the corner of Hess St. and Charlton Ave., Hamilton. The deal was concluded and the new proprietor took possession on Thursday. Mr. Warburton is now engaged in moving his family and household goods to the Ambitious City. Mr. Warburton's son, Albert, formerly of H. A. Andrews, will be associated with him, the firm being known as Warburton & Son.

Representatives of the county independent telephone lines waited on the council last week, asking the city to reserve the privilege of allowing them to locate a toll station in Chatham. This would place the city in touch with a large number of buyers in the county who would not be reached by the Bell, and should prove of advantage to local merchants. If a competitive local system is to be established, however, local capital will have to make the first move.

Ernest Sloan of the grocery department of J. S. Richardson's department store, Tilbury, left last week for the Northwest, for the benefit of his health. His place has been taken by Jas. Campbell of Sandwich.

J. Caron, formerly of Highgate, has purchased the confectionery business conducted in the McKinlay block, Ridgetown for some time past by H. C. Hunter. He intends making considerable improvements to the premises.

James Bomorito has opened a fruit store in the building recently occupied by Henderson & Morriss, on Erie St., Leamington.

Sandy McVean, the popular Dresden miller, is being boomed locally as a candidate for the Dominion house in opposition to D. A. Gordon, the present Liberal M.P. for East Kent. Sandy is coy, however.

W. J. Cameron, who formerly conducted a grocery in Ridgetown, has purchased a store in Southampton.

Jas. H. Kadwell has repainted the front of the store on Grand Ave. recently purchased by him from Fred. Wood, the new proprietor's name appearing in striking letters above the door.

A summer line which could probably be profitably pushed by many grocers is ginger ale and similar soft drinks. To the grocer usually falls the pleasant duty of equipping the picnic party, and when he supplies practically everything else, there is no reason why he should not supply the drinks as well. At this season of the year soft drinks could be handled side by side with cooked ham, canned meats and fancy biscuits. Wm. Anderson, of this city, featured soft drinks in a recent advertisement.

Geo. and Richard Zakoor, the local fruit dealers, are opening a branch store in Sarnia.

Now that the fruit and vegetable season is on, the grocer's trade in "perishables" may be advantageously boomed by judicious window display. Recently Bradley & Son devoted one window to a showing of vegetables, embracing practically everything on the market. A great difficulty in such displays is to keep the vegetables looking fresh, though a slight sprinkling of water and the use of the shady side of the window will work wonders.

Coarse cheesecloth is a great thing for adding to the tastiness of a window

Correspondence from Ontario Towns

Guelph and London Are Full of Old Boys and Girls in Their Holiday Weeks
—Arranging Big Picnic in Chatham.

LONDON.

Grocery travelers are on the road again after two weeks' holidays, it is to be hoped well refreshed after a period of relaxation.

This is a pretty busy week with local retail grocers and other food providers. The old boys' reunion has brought thousands of people to the city, and there are, of course, as many additional mouths to fill. The result is that everybody is busy and there will be no half-holiday this week.

The mayor had a chat with J. Graves, representative of the Heinz Pickle Co., a day or two ago, and his worship was informed that London's chances for getting the Canadian branch of this company's big concern are very bright. Mr. Graves has been spending some days in the country hereabouts and is much impressed with it. He has also been instructing some of the prominent farmers how to raise the stuff needed by the firm, and is confident they can make it a paying proposition catering to the company's wants. The mayor thinks that to secure this industry is well worth the city's while making an effort.

Millson and Robinson, for some time employed as clerks in local grocery stores, have purchased the business of C. J. Farr. South London.

CHATHAM.

Aug. 3.—Preparations for the big Merchants' Picnic on Aug. 20 still go merrily on. The committee have enlisted a capable aide in the person of Eddie Dore of Hamilton, who was present at a meeting last week and at their request presented a draft program, and gave them the benefit of his ex-

perience in the way of suggestions. Mr. Dore has taken a warm interest in the outing, and has done quite a bit to stir up a few of the merchants who showed any inclination of holding back. He was unanimously elected master of ceremonies, and will preside over the sports on the big day. The program, which has not as yet been finally revised, includes a good list of sports, among them a broom ball game between teams from the grocers on the one side, and the remaining merchants on the other. Fearman & Co., Gorman, Eckert & Co. and McCormick's are providing special events. Merchants in all lines should join hands in booming the picnic among clerks and customers, and in making their day the big day of the year.

Tobacco growers in Colchester South and vicinity are stated to be taking earnest hold on the problem of ensuring the stability of the industry. Large growers, among them A. R. Ferriss and Jas. Howie, have expressed their willingness to build tobacco dry kilns for the purpose of demonstrating what an improvement artificial curing is over the old method. The price is governed largely by the way the product is cured, and buyers have held out hopes of fancy prices if the growers would kiln cure their crop. It is hoped that this movement will result in putting the crop on a par with wheat and other grains so far as a reasonable stability of price is concerned, and a movement is on foot to establish a warehouse in Harrow as a purchasing depot as soon as some growers finally decide to experiment with the southern process of curing.

W. N. Warburton, formerly manager of the Chatham, Wallaceburg & Lake Erie electric line, has purchased the grocery business of Huth & Laffrey, at

THE CANADIAN GROCER

display where goods, such as fancy biscuits or cooked meats, are exposed. The cheesecloth is not fine enough to obscure the view, and yet gives a remarkable impression of cleanliness. A show case frame draped with cheesecloth seems just as effective in excluding flies as a regular show case—and it looks cleaner, too.

Bob. Wilson, formerly of Jas. N. Massey's grocery, has joined H. A. Andrew's staff.

The Chilliwack Canning and Preserving Company has decided to instal an evaporating plant for the treatment of apples and prunes. It was pointed out that the quantity of apples and prunes in sight this year, a handsome profit on operations would be made.

George Thirnton, of Promotory, Chilliwack district, has Salome and Romani apples and Pound pears as fresh almost as the day they were picked last Fall. They are firm and

serve credit for using creamery butter from outside to hold the farmers in check so the 40c butter was no go. Lots to eat and no unusual hold-up in prices. Just a good fair price in all kinds of groceries. Don't forget to register if you come up.

ST. THOMAS.

The familiar faces of the boys on the road who through the "united permission" of the wholesale grocers are at present enjoying their well-earned vacations, are missed by the retail grocer. Next week they will resume their usual trips and be welcomed back. While the holiday is a pleasure to them, it is of real benefit to the average grocer, as it gives him a much-needed opportunity to reduce his surplus stock and clean up on various lines. The travelers calling in St. Thomas are a gentlemanly lot without exception. The boys will be made

of this city if the Whitney Government would enact a similar law and do away with monthly payments and thus remove the greatest obstacle to a cash business here. The Retail Merchants' Association could endorse this legislation, and the already popular government would gain the good will of the labor organizations thereby.

An Italian banana peddler, Angelo Caruso, was before the magistrate for breach of the transient traders' and peddlers' act, and although engaged in the business for the past two years and found guilty, was fined \$2 and dismissed with his promise that he would take out a license. Between the Italians and the Greeks the grocers do very little fruit business in this city.

OTTAWA.

August 4.—A very good market with everything present in quantity and selling briskly was in evidence in Ottawa Saturday. Buyers and sellers were out in full force and seemed ready for business. The farmers want to make hay while the sun shines, or rather the rain falls, and were willing to dispose of their produce where they could find a purchaser. There was a good offering of vegetables of the usual kinds. There was no lack of potatoes, as was the case Thursday, but the prices, like those of Thursday, were fancy ones. Of course, you could get old potatoes for \$1.50 to \$1.60 a bag, but the infirmities of advancing age had in the majority of cases made the offering very decrepit. Butter is practically unchanged in price. Eggs are a little stiffer, sales being made at as high a figure as 25c. They seem to be scarce, for some reason.

The Ontario and Manitoba Flour Mills Co. are incorporated with a capital stock of \$750,000, the chief place of business to be in Ottawa. The following Ottawa men are interested: A. W. Fraser, J. G. Gibson, John Mulhall, H. H. Williams, James Gibson, A. G. Marshall and Newton J. Ker. The business of the company is to carry on a general grain business, and to manufacture and sell flour.

Millions of moths appeared in the city the other evening, and where they suddenly sprung from seemed a mystery. Thousands of the insets fluttered around the arc lights on the corners, clung to the windows of stores, where they were attracted by the light, and stuck to the walls of the buildings. Fruit stores that had their doors open were soon full of the moths, which took unwarranted liberties with the customers by such playful tricks as dropping into their glasses of ice cream soda. Next morning the main streets of the city were littered with the bodies of the insets, which had fallen during the night. The windows and doors of many shops on Bank and Sparks Streets were covered with the moths, which clung there in an apparently drowsy condition. Brooms had to be utilized to sweep down the insects. People wondered if another plague of locusts had come.

Dawson Brothers, who have kept a large general store at Bell's Corners for many years, and are widely known throughout Carleton county, will retire from business early next year. They have sold out for a handsome sum to George Wilson, a farmer living between Britannia and Bell's Corners. The bar-



Window of the Trites-Wood Co., Fernie, B.C.

solid, with fine flavor. What he wants for Summer use he packs in dry sand.

GUELPH.

Guelph, Aug. 3.—We are off to a good start. Our Old Home Week is a success assured by one day's receipts at the gate. The glad hand, lots of good business and a happy bunch of grocers is the best report this week.

Among the many visitors were numerous grocers from all over Canada. Tonight we have all kinds of cake walks and a general mixup—more of the latter. But there is nothing of an unpleasant nature so far. The grocers de-

happy by the fat orders awaiting them, especially on account of the big Odd-fellows' convention taking place in this city on the 10th to 13th August, inclusive. The merchants have assisted the committee by taking advertising space in the souvenir gotten up for the occasion, and no doubt will be repaid for their generosity.

The N. Y. State Legislature have recently passed a law compelling railway corporations to pay their employes every two weeks, in consequence thereof the N.Y.C. Co. are busy arranging to comply with the law and as this city is situated on the N.Y.C. lines what a great benefit it would be to the grocers

THE CANADIAN GROCER

gain was closed recently. The store is a general one and does a large business. Mr. Wilson will take possession next March.

Ernest A. Lintel, butcher, Somerset Street, and Mrs. Lintel have the sympathy of their many friends in the death of their infant daughter, Una Bell Lintel, which took place last week at the family residence.

The business situation shows an improvement during the past few weeks. In Ottawa collections have been improving. Small orders for immediate shipment largely make up the volume of business doing by jobbers. Retail trade is fair as a whole, being stimulated by price reduction sales, though complaint of stocks not moving rapidly from some localities as in previous years.

2,000,000 CASES OF SALMON.

Estimate of Pack Below Average of Last Seven Years.

According to advices from New Westminster the estimated salmon pack for

Strawberry Bay; six at Salmon Point; four at Lopez Island; seven between Sand Point and Blaine, and six at sundry other places, while around Point Roberts some twenty are catching fish. In northern waters there are no traps used so far, that is in Canadian territorial waters.

One feature that enters into the matter upon which calculations are formed this year is, what is regarded as an "off" year for humpbacks (pinks, as they are called when canned). These fish run every other year only, the pack of them for last year having been 448,730 cases. Consequently no allowance is made for a pack of humpbacks this season. Indeed, not until the year 1911 can it be expected that a full pack of humpbacks will be obtained, for in 1909 many, if not the major number of trap men say there will be no time for the packing of humpbacks, that being the year when the big quadrennial pack of sockeyes is expected, so-called, as those know who are in any way acquainted with the industry from the general plentifulness of the fish every fourth year.

THE SMALLEST GROCERY.

The march of progress in Boston and the razing of one of its business blocks has disclosed the fact that that city has for some time enjoyed the distinction of possessing what was probably the smallest grocery store in the United States. It was a little establishment on Washington Street.

Its measurements are 3 by 3½ feet, although a few inches had recently been added. This store holds the proprietor, a large man, a telephone, three cases of eggs, a quantity of tea, coffee, condensed milk and other canned goods, and it has a tiny refrigerator, although this is not entirely within the store's confines.

A customer does not enter the store when making a purchase, but stands on the sidewalk. A window is opened, business is transacted, goods passed out, money exchanged, and both makers of the bargain satisfied.

The proprietor says the small rent, \$10, is the secret of his success. When there is a small margin of profit on gro-



Interior Grocery Department Trites-Wood Co., Fernie, B.C.

1908 is 2,000,000 cases. This is slightly over that of last year, but not equal to the general average of the past seven years, which was 2,957,438 cases. On the other hand, it is stated that stocks never reached, within the period mentioned, so low a mark as they did this spring.

In the estimate given for the present season only slightly over half the number of traps in the various parts of Puget Sound and British Columbia are taken into account.

From Mr. Deaville, who has just returned from Puget Sound, it has been learned that of the ninety traps located in these waters there are at present in operation: six at West Beach; one at

SPLENDID STORE BURNED AT FERNIE.

The photographs reproduced herewith show the window and the store interior of the grocery department of the Trites-Wood Co., of Fernie, B.C., one of the firms which suffered very severely in the disastrous fire which visited the western towns this week. As can be seen from the photos the store is thoroughly up-to-date, modern fittings and methods being used throughout. The Trites-Wood Co. are said to have lost altogether about \$150,000. It is to be hoped that with the rebuilding of the town, which seems probable, the company will be able to restore their fine premises.

ceries there is little to be made by the grocer who has a big rental and the expenses of teams and delivery service.

One of the riddles of keeping so small a shop has been solved by this grocer's experience. How to keep a large enough stock on hand in small quarters has been a conundrum too hard for many, and when one examines the little ice chest filled with butter and cheese the question naturally arises, "What would he do if I purchased two extra ounces of cheese to-night?"

Yet, in this remarkable little store a business of not less than \$8,000 a year was transacted and—naturally—at a good profit.—New York Journal of Commerce.

"Men Who Sell Things"

Self-Restraint a Large Factor in Success—How the Live Salesman Improves Dull Months—A Salesman's Creed—Personal Magnetism and Its Part in the Game of Trade.

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

CHAPTER XII.—(Continued.)

The salesman who succeeds believes that his position implies that the firm puts its trust in him, that it calls for the best work in him, and that he should perform it to the best of his ability. That is the only view that brings any satisfaction to the doer.

The salesman who skimps his work not only runs an excellent chance of being detected, but he is constantly injuring himself.

The position of the salesman at the top of the sales sheet may seem to be up-hill, but to the salesman on the down-grade it only increases the opportunities of the up-grade man to try to cheat.

No salesman ever built his house upon the sands but some hurricane came along and blew it over. In this age of lightning-like business changes, who can predict when the next hurricane will arrive? When it comes to the salesman it is better for him to be living in a secure place.

No salesman can tell to what test his salesmanship will be put. It is better, then, to fortify himself against the day of trial with true knowledge, so that no matter what strain is put upon it, his professional skill will pass through triumphantly and bring to him promotion and honor.

The most selfish salesmen agree that it is poor policy, if nothing worse, to cheat oneself. The best is none too good to attempt.

It is sometimes necessary to have nerve enough to lose some business, in order to gain the best business that is to be secured on your territory. A great many salesmen form the practice in sales-building of holding a dime so close to the eye that they fail utterly to perceive the dollars beyond.

Self-restraint Brought Success.

One of the most successful salesmen of my acquaintance employed the quality of self-restraint in his work on the road to a marked degree.

At the time of my first meeting with him he was very much cast down because his house had intimated a desire to let him go, for the reason that his sales did not seem large enough for the territory he was covering—mostly in large cities.

He related his experience to me, and his plan was one of the most logical I have ever known; but during the two years he had been representing that house he had not been able to secure their confidence to the extent the he could frankly confide in them his plans for ultimate success.

We talked things over, and I encouraged him to persist in his methods, maintaining that they were bound to win, because, whether he knew it or not, he was working along highly scien-

tific lines. I urged him to take his managers more fully into his confidence, which he was shortly afterwards able to do through a fortunate combination of circumstances. And then I watched him advance, which he did by leaps and bounds. To-day he enjoys an enviable reputation for high-grade salesmanship in that very house that wanted to let him out a few years since.

On first entering his territory, his plan was to look the ground over carefully. He then commenced to build, always with an eye to the future. The prospect of immediate sales failed to dazzle him, unless they were of the sort that would make good timber for erecting his superstructure as a whole.

When calling on the trade in a large city, it was entirely foreign to his policy to jump right in and sell to every dealer that had a Bradstreet or Dun rating that would pass muster in the credit department. Instead, he cautiously laid his acquaintance among a limited number of the very best merchants, and began by trying to secure their confidence, and thus draw their sympathy largely to himself and his house. He believed that the best way to do that was not by selling them the largest possible bill every time he had a chance, but by often selling them the smallest bill possible.

Frequently on his return visits, if conditions were not just right, he would not attempt a sale at all, preferring to cement his relations by helpful suggestions, and otherwise strengthen his position in their confidence.

In starting a new customer, he highly favored the plan of selling merely a sample or "sorting up" order. From the small vantage-point gained, step by step he followed up his work, never permitting himself to betray a confidence once reposed in him by overloading a customer.

He was clear-headed, patient, honest, logical, courteous, always on his guard, and extremely tactful. Finally, when his preliminary work was complete, he moved in and took possession of his own. He sells the very best accounts in his territory, and no competitor can either undermine or wrench away from him the confidence his customers repose in him.

To sum up his work from start to finish, he succeeded because he was not over-anxious, and knew the value of making his work fit a set plan.

Playing a Waiting Game.

It is a great thing to be able to play, not a dull game, but a waiting game in salesmanship. The salesman gets what he goes after, provided only he is not afraid to work and sweat. But he must not forget that it is a good thing to sweat mentally once in a while, as well as physically.

There are no dull months for the intelligent salesman. Dull months are for dull salesmen, not for live ones. If you were a carpenter and your saw was dull, would you say, "I can't work this month; my saw is dull"? No. You would get up early in the morning and file that saw before breakfast. You would make it eat its way through an oak board like a ten-year-old boy through a piece of pumpkin pie.

The live salesman does exactly the same thing. At the first sign of approaching dullness he sharpens up his business tools and goes after business. And he gets it, too.

The salesman who expects trade to be dull, and is willing it should be dull, will have it dull.

Likewise the salesman who expects his customers to have no more confidence in him than in the ordinary salesman will find just what he expects.

The salesman who lags back on the straight and narrow path of rectitude, and says, "I've got my customers just where I want them now, and I'll take pretty good care that they get enough of my goods to keep them from buying elsewhere," just because he has succeeded in winning their confidence for the time being will get just what he is looking for—lost prestige, by the shortest possible route. You can have lost prestige, like dull months, if you want it. But you'll be out of date if you get either, because confidence is the basis of all right trade.

The right kind of salesman believes in doing his duty every day, and in doing each duty faithfully.

Overlooking an Opportunity.

President Roosevelt tells a good story to urge duty and emphasize his oft-repeated declarations that opportunities are often overlooked.

"I remember down in the village where I lived there was a decent but dreamy young fellow, and a little apt to spend his time thinking how well he could have led his life under other conditions. His mother was a hard-working woman. One day he was reading in the paper an account of a fire in New York and the heroic deeds of a fireman in rescuing people from the burning building. His mother was busy around the room. Soon he put down the paper and said, with a sigh, 'Oh, how I would like to rescue somebody from a burning building!'"

"His mother answered, 'Well, I'll tell you. This building is not on fire, but if you will get in the kindling wood, I'll be obliged to you!'"

There is a good moral lesson in that for all salesmen.

The way to be a good salesman is to be a good neighbor to your customers, then a good neighbor to your fellow-salesmen in your own establishment, and

to act toward your firm so that you become the kind of man they are glad to have work for them, or for whom they are glad to work. The business life of the employer and that of the employe should go hand in hand, supporting one another. Make your firm feel glad to have you in their business family; feel that you are a good man to do business for them, and a good man for them to do business with.

A Salesman's Creed.

That's what the right kind of salesman does. His creed for all day, and every day in the year except Sunday, is:

"I believe in the goods I am selling, in the firm I am working for, and in my ability to get results.

"I believe that honest goods can be sold to honest men by honest methods.

"I believe in working, not waiting; in laughing, not weeping; in boosting, not knocking; and in the pleasure of selling goods.

"I believe that a man gets what he goes after; that one order to-day is worth two orders to-morrow; and that no man is down and out until he has lost faith in himself.

"I believe in to-day and in the work I am doing; in to-morrow when it comes, and in the work I hope to do; and in the sure reward which the future holds.

"I believe in courtesy, in generosity, in good cheer, in kindness, in friendship, and in honest competition.

"I believe there is an order somewhere for every man ready to take one. I believe I am ready right now."

CHAPTER XIII.

The Mind as a Magnet.

He who adopts no high standards is the only one who never fails.

Half the pleasure in making a big success consists in knowing just how it has been accomplished—in being able to say, "I used this or that chance to good advantage"; "I should have failed if I had not known just how and when to apply this faculty or that talent, as the case required. How glad I am that I understand myself and my work, and can use what accomplishments I have intelligently!"

But a good many men lose half the pleasure of their success. All they know is that they have worked hard and done their best, and, "as luck would have it," everything has prospered. They are satisfied with the material results, so that it does not occur to them to find out specifically to what powers within themselves these results can be attributed.

What Qualities Bring Success?

If you were to ask them by what steps they had developed into "geniuses," they would have to answer, like Topsy, that they "jest grewed." Or they perhaps would privately agree with you, if you called them "born salesman." It would be more satisfying to know just what qualities, alleged to have been born in a man, operate in assuring the success of everything he undertakes.

Any salesman who seriously hopes to improve his work must sometimes weigh

very carefully the mental qualifications that tend to make him either a success or a failure. If he is at all thoughtful, he attaches more importance to his progress than he does to the weighing of external conditions, such as labor troubles, a shortage in crops, rumors of war, etc. He knows that the laws that govern the mind's action have a more direct bearing on the results of his work as a salesman than foreign complications and the stringency in trade conditions described as "hard times."

Practical psychology is a mighty motive power in business-getting, and is receiving marked attention on the part of thinking men in various walks of business life.

Some people speak of the "soul power" which gives its possessor some measure of control over others. We hear of ministers and missionary workers who are practically masters of whole communities. Sometimes they are opposed and even persecuted when they begin their work, but end by commanding the docile obedience of the persons who at the start made trouble. Other people describe the same quality as "psychic force." The important thing is not so much the name given to such an agency as the fact that it enables a man to make others see and accept his point of view as their own. The vital question is, whether or not it can be used by salesmen as a means for increasing the volume of their orders.

Exercising "Soul Power."

Some salesmen have demonstrated that this can be done. They seldom hear a refusal. Customers who are prejudiced and obdurate forget their natural combativeness when a salesman of the type we are describing appears. He gets their order, sometimes without any argument at all, and almost always without any difficulty or waste of time. It seems natural that all people should agree with him, accept the ideas he advances, and do very nearly what he wants them to do.

Either consciously or unconsciously, he is exercising what has been variously described as "soul power," "psychic force" and "personal magnetism."

There is no question that the power of attraction which gives one man ascendancy over others can be cultivated by any one who is sufficiently persistent and painstaking in the effort. Psychologists have not given us any formula for developing this quality. Any one who is interested, however, can suggest ways and means for himself, which will help toward the desired end.

Earnestness and Magnetism.

The first step toward accomplishment in this direction is a careful study of the successful men who are described as "born salesman," and who get their results by exercising this mental force. It will be found that all men possessed of personal magnetism are very much in earnest. Their intense earnestness is magnetic. Their minds are filled with

one controlling idea—success in whatever undertaking they have in hand.

Their earnestness cannot fail to have its effect on every prospective customer with whom they come in contact. Besides its direct effect on the man addressed, the quality of earnestness in the salesman has also an immediate effect upon himself, in increasing his powers of reasoning and self-expression. By stimulating these powers, and through their agency, it also has an indirect effect upon the customer.

Among people who live much alone, and whose labor exercises their muscles and not their brains, a common and significant phenomenon is observed. We are all familiar with cases where an ignorant, stolid fellow, ordinarily incapable of expressing himself in speech very well, has suddenly found himself gifted with eloquence at some emotional crisis in his life—eloquence not the less splendid and powerful for grammatical inaccuracies.

When this happens, the mind of the speaker has swept aside by the very force of earnestness the limitations which hampered it in ordinary intercourse. The same principle accounts for a man's ability to improvise means of escape from great and sudden danger, which would have been entirely beyond his ingenuity at other times.

(To be Continued.)

NEVER HEARD OF HIM

Trade paper advertising is essential to the manufacturer; not always for the direct returns it may bring, but because it helps the salesman on the road.

Every firm that advertises makes it just that much easier for the man on the road to sell goods. Let a "drummer" start out to sell a line of goods not advertised in a technical or general paper, and he must work ten times as hard to sell a bill of goods as the man whose employers believe in printer's ink.

One of the largest rubber goods manufacturers had an experience, recently, which brought this fact very prominently to his notice.

"No use to advertise," he said; "our goods are so well known, that they don't need to be advertised."

One of his salesmen called on a dealer in a small town, and after quite a talk, he discovered that the dealer had not even heard of his goods.

The dealer was a subscriber to one of the journals devoted to the rubber trade; turning to the salesman, he said, "See that paper? Well, your firm doesn't advertise in it, so how could you expect me to hear of it?"

Our careful selection of the young Hogs suitable for Canadian Trade.

Our experience in handling, and Our regularity of cure help to make

O'MARA'S BACON

the best on the market

Prices cheerfully quoted, delivered your station, for large quantities.

JOSEPH O'MARA

PORK PACKER

PALMERSTON,

ONTARIO

NIAGARA FALLS CANNING CO'Y

have now on hand a full pack of Preserved Pitted Cherries, Strawberries and Raspberries, which are of the finest quality, and are sure to win customers for every Grocerman who handles them.

We invite comparison with other goods, which convinces at once that we are a class by ourselves. Our factory is a model from mechanical and sanitary standpoints. We pack all goods in sanitary enamel-lined cans, which preserves the natural flavor and color of fruits. No cheap stuff—all high-grade goods, and guaranteed to be as represented.

WINNIPEG AND WESTERN AGENT :

CANADA BROKERAGE CO., Ltd.
Toronto

Cheese Butter E g g s

These are no side lines with us. We are headquarters for them. Whether you wish to buy or sell in any quantity come to us.

F. W. Fearman Co.

Pork Packers and Lard Refiners

Hamilton, Ont.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

The
were
boxes
Total
1, 851
for t
year.
shows
behin
boxes
grave
labor
so ba
chees
each
strai
their
that
were
and a
has t
this
great
of co
fact
cow
the s
Who
tion
tune
overt
of mi
cord
the t
much
all th
an of

Car
lar t
The
shipp
ed S
consi
sent
60 sh
good
of re
at le
The
tive,
mand
condi
work
adian
The
howe
have
as a
light
thing
serve
away
ence
havin

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

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

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

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

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

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

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

TORONTO.

PROVISIONS—Rather quiet has been all provisions and kindred lines this week. No doubt the holiday has had much to do with this, at least dealers attribute the lightness of business to this fact. Summer lines—smoked and cooked bacon and hams—have been going well, but other lines are slow. Dressed hogs are up another half cent, though trade has been rather light.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 11	0 11 1/2
Light hams, per lb.	0 14 1/2	0 15
Medium hams, per lb.	0 14 1/2	0 15
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 09 1/2	0 10
Bacon, plain, per lb.	0 17 1/2	0 18
" pea meal.	0 18	0 18
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	23 50	24 00
Lard, tierces, per lb.	0 12	0 12 1/2
" tubs "	0 12 1/2	0 13 1/2
" pails "	0 13 1/2	0 14 1/2
" compounds, per lb.	0 08 1/2	0 09 1/2
Plate beef, per 200-lb. bbl.	15 50	16 00
Dressed hogs.	0 09 1/2	0 09 1/2

EGGS—Supplies keep on increasing, and are now freer than demand. Extra choice new laids still call for 24c and good eggs are around 22 and 23 cents. It would not be surprising, however, to note a slight decline in the price during the week to induce buying.

CHEESE—Very little demand exists for the various grades of cheese, and while supplies are light they are sufficient for present needs. There are fewer cheese factories operating this year, farmers preferring to send their milk to the creameries. This might lead one to suppose that there would be little cheese later on, but the fact that the export lines have greatly declined warrants the assumption that there will be plenty of cheese for the Canadian markets the coming winter. Prices are at last week's quotations.

Cheese, large, prime old.	0 14 1/2	0 15 1/2
" " new.	0 12 1/2	0 13 1/2
" twins, new.	0 13	0 13 1/2

BUTTER—Creamery lines continue to hold the fort, and while supplies are plentiful and increasing, demand, too, keeps fully abreast. Prices remain unchanged from a week ago. Business in the city is slower than during the past few weeks, but country trade is active.

Creamery prints.	0 24	0 25
Creamery solids.	0 24	0 24
Farmers' separator butter.	0 23	0 23
Dairy prints, choice.	0 21	0 22
" " ordinary.	0 18	0 20
" tubs, choice.	0 21	0 22
Bakers' butter.	0 18	0 19

POULTRY—Slowly improving is the market feature of this line. Of course mainly live birds are offered, though some dead ones may be had. Supplies are free and much in advance of demand, though buyers are more numerous than a month ago. By September business in this line is expected to be active again.

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

FRUIT, PROVISION AND FISH NOTES.

James V. Gentile, fruiter, Toronto, has assigned.

New Liskeard, Ont., opened its first farmers' market on July 25.

A curator has been appointed for the butter factory business of Emile D. Lazure, Compton, Que.

The lobster fishery in Newfoundland is said to be the worst for some years.

British Columbia fruit-growers report a phenomenal growth of all kinds of fruit.

The salmon season has scarcely started, though some good catches are reported from British Columbia.

E. Gibb, Johnshaven, Nfld, is experimenting with the export of living Labrador salmon to the English market. A steamer fitted for the purpose is now on its way with a cargo of fish.

That Alberta should control and operate the pork-packing industry in that Province, appears to be the trend of the evidence given before the commission now investigating the subject.

Mr. Duffy, one of the largest fruit exporters on the Coast, is arranging for a trial shipment of 8,000 boxes of B. C. fruit to Australia in October and another 6,000 in November, the fruit being mostly apples and pears.

California's fruit crop is expected to be double that of last year. In round numbers 7,500 cars were shipped in 1907 and 15,000 will come out this season. The grape crop is expected to be the greatest ever known in the State.

Canada's exhibit of butter at the Franco-British exhibition takes the form of statues. One group depicts King Edward and President Fallieres shaking hands and another group represents Jacques Cartier, the discoverer of Canada, standing in a butter boat.

Recent government census returns show that the value of Canadian creamery butter and cheese only, produced in 1907, exceeded in value by over five million dollars that of 1900, and show an increase of over two million dollars since 1905.

The total annual production of dairy produce in Canada is estimated to be nearly \$100,000,000, divided as follows. Creamery butter and cheese, \$36,000,000 Dairy butter 22,000,000 Condensed milk 1,000,000 Milk for direct consumption. 35,000,000

Total \$94,000,000

J. A. Ruddick, dairy commissioner for Canada, says that although the exports of dairy produce, mainly butter and cheese, have declined to the extent of over \$7,000,000 since 1903, in which year our exports of dairy products reached the maximum, the increase in the consumption of milk, butter, cheese and condensed milk in Canada amounts to several million dollars more than the decline in exports.

P. D. Hodgetts, director of the Ontario Fruit Bureau, is circulating reports and literature among fruit-growers telling them to stick to the co-operative associations. Last year it is said apple buyers offered higher than prevailing prices for their apples to members of the associations if they would but separate themselves from the organizations and sell independently and Mr. Hodgetts says they are doing the same thing this year.



Save Money!

Use a
**National
Cash
Register**

OUR new prices leave no excuse for any merchant being without one.

Price \$40, new.

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

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

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

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St.

TORONTO, ONT

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

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

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

Be prepared for the demand this will create.

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

WM. CLARK

Manufacturer

MONTREAL

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

Windsor, Ont.

Detroit, Mich.

THE VALUE OF BOVRIL



and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. A post card addressed to

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

COWAN'S Cocoa and Chocolate

Absolutely Pure—Un-
equalled in Flavor.

Are you handling
Cowan's line of

**Dainty
Chocolate
Confections ?**



The Cowan Co., Ltd.

By Royal



Letters Patent

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

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

They have the consumers' confidence—
obtained through MERIT ONLY—
pure, clean, rich and healthful—

Mott's "Diamond" and "Elite" brands of Chocolate

cannot be improved upon in respect to
purity of ingredients and cleanliness.

Ask your wholesaler for MOTT'S.

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

SELLING AGENTS:

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
Arthur M. Loucks Ottawa R. G. Bedlington Calgary



HEAVY ADVER- TISING

keeps "**FORCE**" in the minds of your
customers and quality keeps it in their
mouths When the resulting big demand
gets to your store you keep a good big profit
in your pocket.

REMEMBER, "you can
sell "**FORCE**" without
talking."



THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Eastern Markets Firm and Brighter—Conditions Dull in Ontario—Everything Depends on Western Wheat Crop.

Everything these days seems to depend to a greater or less extent on the report of the western crops. Unfavorable reports give a feeling of strength to the flour market, optimistic advices act oppositely and all this has its effect on the cereal markets as well.

In Montreal and eastern markets demand seems to be brightening up and conditions appear more encouraging than for several weeks past. In Ontario the flour market is dull and cereal business, while fairly good, presents no new features.

Very little export business is being done these days, prices being scarcely on a permissible basis.

MONTREAL.

FLOUR—Flour is firm and in much better demand than for some weeks. For some time trade which has been passing has consisted almost entirely of the hand-to-mouth variety, but now buyers are the cause of considerable activity in the market. The supply of last year's flour is very limited and hardly likely to last until the new crop of wheat is harvested, and the new flour milled. This will result in continued firmness in the local market.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 00
Glencora.....	5 50
Manitoba spring wheat patents.....	6 00
" strong bakers.....	5 50
Five Roses.....	6 00
Harvest Queen.....	5 50

ROLLED OATS—The demand for rolled oats has followed other lines of its class and has been in good demand during the week. The market is firm, and prices have not altered, although in some quarters it is thought it is displaying a strong undertone which will result in an advance.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated ".....	3 05
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 70
White oats, 50-lb. bags.....	2 50
" 80-lb. bags.....	2 25
" " ".....	5 25

FEED—The long quietness which has prevailed in this market is beginning to disappear and demand during the week has been much better than for some time. The market is firm, but prices remain unchanged.

Ontario bran.....	21 00 22 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	24 00 26 00
" bran.....	22 00
Mouillie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The market is dull, though a strong feeling continues in evidence. Part of this seems to be caused by "crop-killing" stories from the west, and it is just possible that prices may be advanced again under such influences. But little or nothing is doing locally, and prices are unchanged from last week's quotations.

Manitoba Wheat.	
80 per cent. patents.....	5 30
" " ".....	5 00
Strong bakers.....	4 80

Winter Wheat.	
Straight roller.....	3 7 3 80
Patents.....	4 6 5
Blended.....	4 20

CEREALS—The markets are pretty steady, with nothing materially new in evidence. Business continues fairly good with an encouraging outlook for a good opening in the fall.

Rollod wheat in barrels, 100 lbs.....	2 85
" oats in bags, per bag 90 lbs.....	2 75
Oatmeal, standard and granulated, in bags 58 lbs.....	3 05

TRADE NOTES.

Jose Granda, Ltd., cigar manufacturers, Montreal, has been registered.

The Hayne Milling Co. has completed its new oatmeal mill at Brigden, Ont.

The Kerr Milling Co.'s flour mill at Dundas, Ont., was completely gutted by fire on July 24.

Frank Laur, baker and confectioner, Aylmer, Ont., has sold his business to L. Purdy.

La Compagnie de Confiserie Viger, (confectionery), Montreal, has been registered.

The British Columbia Candy Co., Victoria, has disposed of its retail business to G. B. Lanigan.

The Arden, Man., Flour Mills were burned to the ground on July 24. About 6,000 bushels of wheat were consumed.

The Ontario and Manitoba Flour Mills, Ottawa, capitalized at \$50,000, has been incorporated. The directors are A. W. Fraser, J. G. Gibson, J. Mulhall, H. H. Williams, J. Gibson, A. G. Mather and N. J. Kerr.

The Dominion Government has given the Imperial Tobacco Co. authority to sub-divide 50,000 preferred shares of capital stock valued at \$100 each into 1,000,000 preferred shares at a par value of \$5 each.

The Schrader Cigar Co., Hamilton, Ont., capitalized at \$40,000, has been granted a charter. The provisional directors are J. H. Schrader, C. L. Schrader, A. L. Lay, D. W. Evans and Louisa M. Schrader.

W. A. Black, manager of the Ogilvie Milling Company, Winnipeg, makes an estimate of 120,000,000 bushels of wheat for the Canadian west this season. Harvesting will likely begin about August 10, three weeks earlier than last year.

The Maple Leaf Flour Mills Company, Kenora, Ont., is said to have purchased the Wheat City Mills, Brandon, Man., for a large figure. The latter industry has been in financial difficulties lately, and the sale is a result of negotiations with the Merchants Bank. The plant will be considerably enlarged.

Robert Stewart, president of the American Cereal Company, Chicago, W., a branch factory in Peterboro, Canada, lately that as soon as the Trent Valley canal is completed he will build barges and guarantee to haul 6,000,000 bushels of oats and 4,000,000 bushels of wheat yearly into Peterboro to be made into "Quaker Oats" and flour, thence to be shipped in the company's boats to Montreal for export.

Good Value

When you sell a customer an article that is well worth the price asked you are doing better business than if you were selling an inferior article even though the latter were more immediately profitable.

Mooney's Perfection Cream Sodas

are really good value. Every package you sell adds to your reputation as a fair-dealing grocer, and makes your prestige that much greater.



The Mooney Biscuit & Candy Company,

LIMITED
STRATFORD, - CANADA



GOX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

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

62 Years' Experience
 are behind those dainty confections which have taken the Canadian market by storm—
CHOCOLATS MEURISSE
 Profit-bearing confectionery of quality, which you should sell.
 Order To-day from
Chocolats Meurisse
 J. A. HERREBOUDT, Manager
 22 Lemoine Street, - - MONTREAL
 Agents:
 Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
 W. C. Scott, 76 Queen St., Ottawa.



**WHITE MOSS
 COCOANUT**
 When a Branded Cocoanut has come to be recognized as a necessity in the housewife's pantry it is safe to count upon that brand as being the best on the market and you should stock it to please your customers.
 Such Is White Moss
The Canadian Cocoanut Co., - Montreal

The GRAY, YOUNG & SPARLING CO., Limited
**SALT
 MANUFACTURERS**
 Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

CALEDONIA MILLS
**POT
 AND
 PEARL BARLEY^A FEED**
 John MacKay Limited - - - - - Bowmanville, Ont.

Mr. Groceryman

☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.

☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

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

EPPS'S GRATEFUL COMFORTING
 IN ¼-LB. LABELLED TINS. 14-LB. BOXES
 Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
 In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

H. CONSTANT
 First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
 92 Beaudry Street MONTREAL

OPEN TO BUY
 Feed and Seed Oats, Wheat and Barley
 Quebec's leading Flour and Grain House.
 C. A. PARADIS, Quebec

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

MEGS
 NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

BODE'S CHEWING GUM
 High Quality and absolute Cleanliness Guaranteed.
 Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

As Pure as Windsor Salt

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

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

**Windsor
Salt**

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Vacation Time Means Leisure for Reading

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

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

NOW OUT

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

On Sale at All News Stands

20 cents a copy \$2.00 per year

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

BUSINESS AND INDUSTRY

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

ARTICLES FOR THE WORKERS

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

ENTERTAINING SHORT STORIES

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

SCIENCE AND INVENTION

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

TRAVEL AND DESCRIPTION

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

POLITICAL AND COMMERCIAL AFFAIRS

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

OTHER BRIGHT ARTICLES

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

ADDITIONAL FEATURES

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

THE BUSY MAN'S MAGAZINE

10 Front Street East : : : : Toronto, Canada

FRUITS, VEGETABLES AND FISH

Canadian Peaches Are Here—Splendid Apples and Thimbleberries—Watermelons and Bananas the Best Sellers—Potatoes Declining—Rush for Tomatoes—Lobster Season Over.

Very little change has come over the fruit markets this week. The red raspberry is still being offered, though in fewer quantities, but the thimbleberry has taken its place. It is a large, sound, firm stock and prices are easier. Imported fruit, especially peaches and plums, have advanced, but no harm will be done by this for Ontario markets report the advent of the Niagara peach, which appears to be of very fine quality. Bananas and watermelons are the best sellers just now. Canadian apples are being offered in large lots now and judging by the arrivals coming in are a better stock than last year.

Potatoes are the leading feature among vegetables and with the appearance in larger quantities of home-grown stock prices on the imported and Canadian lines have dropped. Tomatoes are good sellers and the low prices should and do induce sales. Green lines are easier and the demand is good, while supplies are getting freer all the while.

The Canadian lobster season is over and very few of the crustaceans are to be had. In fact all sea lines are rather slow arrivals considering the brisk demand. Fresh fish, too, are none too plentiful, though a good deal freer than a couple of weeks ago. The usual summer lines continue to be offered.

MONTREAL.

GREEN FRUITS—Bananas are in good demand, and the price for good stock continues around the \$2 mark. Watermelons are quoted a little higher, having gone forward 5c, which may be taken as an indication of the advancing season. Peaches are now quoted at \$1.75 to \$2.25, having advanced since our last quotation from \$1.50. The best grade of pears are stronger in price, having gone forward 50c. A few raspberries have been offered at 11c but in no large quantity. The fruit business in most lines has been dull, for this season of the year, with the exception of bananas and domestic melons, which have been in good demand.

Bananas, fine stalk	1 50	2 00
Coconuts, new, per bag	3 50	
Lemons	2 50	3 00
California oranges, late Valencia	4 00	4 75
Watermelons, each	9 30	0 45
Pineapples, case	3 25	4 00
Sorrento oranges	3 25	3 50
New Apples, bushel basket	2 50	
Apricots, 4 basket crate	1 50	1 75
Peaches, " "	1 75	2 25
Plums, " "	1 50	2 00
Pears, boxes	2 50	3 00
Tomatoes	1 10	1 25
Blueberries, 18-20 qt. box	2 00	2 25
Raspberries	0 13	0 15
Montreal melons, basket	10 00	15 00

VEGETABLES — Dealers reported trade very good during the week. Egyptian onions are now being offered at 2c. Egg plant has declined, being quoted at \$1.50, instead of \$1.75 and \$2.00. Cabbages are now being quoted at 30c to 40c a dozen. New potatoes are offering at \$2.75 to \$3.25 per barrel. Other

lines remain the same as the last quotations.

Parsley, per doz. bunches	0 35
Sage, per doz.	0 40
Savory, per doz.	0 50
Celery, doz.	0 40
Water cress, large bunches, per doz	0 40
Spinach, box	0 40
Green peppers, crate	3 00
Montreal cucumbers	0 25
California asparagus, bunch	1 50
Beets doz bunch	0 25
Carrots, doz bunch	0 40
Tomatoes, hot house, per lb.	0 15
Montreal tomatoes, 40 lb. box	1 00
Spanish onions, small crates	0 75
" " large crates	2 00
Egyptian onions	0 02
Lettuce, per doz.	0 35
Radishes, doz.	0 10
Canadian parsley, doz.	0 25
Horse radish, per lb.	0 10
Beans, green, bag	1 00
French beans, wax, bag	0 60
Egg plant, doz.	1 50
Cabbage, doz	0 30
New potatoes, green mountain, bbl.	2 75
Onions, large bunch, 2 for	0 15

FISH—Eastern fresh salmon is practically finished, very little being obtainable in the local market. Fresh B.C. salmon continues scarce. Haddock and cod are in good supply. Brook trout is in poor supply and none to speak of is expected before September. Choice mackerel and halibut are arriving freely. Lake fish are only in fair supply, and prices are firm. The continued hot weather has demoralized the demand for smoked and prepared fish. In boneless fish a limited trade is being done in standard lines, but demand will be small until September.

With the exception of brook trout and Gaspé salmon, which have advanced, prices remain the same.

Fresh and Frozen Fish.

Brook trout, lb	0 25
Haddock, per lb.	0 04
Fresh halibut	0 09
Mackerel, "	0 10
Dore, "	0 10
Steak cod	0 06
Market cod, lb	0 03
Pike, lb	0 08
Whitefish, lb	0 10
Gaspé Salmon	0 10
Lake trout, lb	0 17
Sea trout, lb	0 12
Flounders, lb	0 10
Bluefish, lb	0 15
Smoked and Prepared—	
Kipperd Herring, 50 lb. box	1 00
Yarmouth Bloaters, per box	1 10
Shredded cod, box of 2 dozen cartons	1 80
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 05
Boneless fish, 20-lb. boxes, blocks	0 06
Boneless fish, 25-lb. boxes, per lb.	0 04
Smoked herring, box	0 18
Dry cod, 112 lb. bundles	6 75
Oysters and Lobsters—	
American live lobsters, lb.	0 22
Standards, bulk, per imp. gal	1 50
Standards, quart tins, sealed	0 40
Paper pails, 100, pint size	1 10
" " 100, quart size	1 50
Pickled fish—	
No. 1 Mackerel, 20-lb. kitta	1 75
No. 1 mackerel, half bbls.	3 00
Green cod, large, lb.	0 04
Green cod, 1 lb.	0 03
Labrador Salmon, 1-bbls.	8 50

TORONTO.

GREEN FRUITS—The berry is still with us, though the big black thimbleberry has displaced the red raspberry. Canadian peaches are being offered and judging from the early arrivals they should be good sellers, for they look in prime condition. Oranges are going up,

The arrival of Canadian Fruits and Vegetables is now very heavy.

Raspberries are near end of crop.

Lawtons arriving very fine.

Plums early varieties.

Peaches

Black Currants and Blueberries are plentiful.

All kinds Canadian vegetables now offering.

Full lines of Imported Fruits.

Late Valencia Oranges,

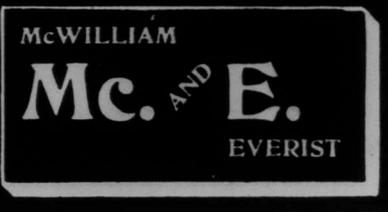
Messina and California Lemons,

Bananas, Watermelons.

California Peaches, Plums and

Bartlett Pears.

Guarantee Market Prices



23-27 Church St., TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front St. East, - TORONTO

THE CANADIAN GROCER

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

FOR SALE.

FOR SALE OR TO RENT—A general country store and post office in one of the best wheat sections in Southern Sask. Large trade; no competition. Good reason for selling. Address, Postmaster, Ingleford, Sask.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steam-fitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENTS WANTED.

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

SALESMEN WANTED.

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 206, CANADIAN GROCER, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

MISCELLANEOUS.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (116)

BUSINESS CHANCES.

GENERAL BUSINESS FOR SALE OR RENT—Turnover \$18,000; good farming and dairying district east of St. Thomas; all new stock. Immediate possession. Satisfactory reasons for selling. Apply Box 207, CANADIAN GROCER.

AN EXCEPTIONAL OPPORTUNITY to purchase one of the best general store businesses in Southern Alberta. Stock approximately \$20,000, all new. Ill health reason for selling. Has cleared \$5,000 per year and will do better. If satisfactory, financial arrangements can be made; 90 cents on the dollar will buy. Apply Drawer 13, CANADIAN GROCER, Winnipeg, Man.

GENERAL STORE, long established, doing lively business, town surrounded by best farming district in Ontario and big summer resort. Stock, store and house for sale. Grand opening. Good reason for selling. George Cuttle, Sutton West.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

AGENTS WANTED in Hamilton, Quebec City and St. John, N.B., to sell pork and pork products. Joseph O'Mara, Pork Packer, Palmerston, Ont. (32)

EXPERIMENTS IN EGG PRESERVATION.

The Italian Department of Agriculture has recently issued a report upon the experiment of Dr. Campanini with reference to the preservation of eggs.

Dr. Campanini's theory is that to preserve eggs some system must be adopted that will absolutely prevent the exchange between the air outside and that inside the egg—for it is this continual exchange that causes putrefaction. Dr. Campanini selected perfectly fresh eggs and covered them with lard, so as effectually to stop up all the pores. The shells were thus rendered impermeable, the exchange of air was prevented, and the obstruction of the pores not permitting the evaporation of the water, there was no loss of weight. The whites and yellows of the eggs retained their color perfectly, and the taste was not modified in the slightest degree. When properly coated with lard—no, too thickly—the eggs are put in baskets or boxes upon a bed of tow and fine odorless shavings, and so arranged that there will be no point of contact between them—otherwise a mold would develop and putrefaction result. The packing room should be perfectly dry, the question of temperature not being important. By his process Dr. Campanini kept a quantity of eggs for a whole year—through a very hot summer and a very cold winter—and they were perfectly preserved. He says that four cents' worth of lard sufficed to coat 100 eggs, and that anyone could easily prepare that number of eggs in one hour's time.

HAMILTON TRAVELERS' OUTING.

Seven members of the travelling staff of Lucas, Steele & Bristol, Hamilton, took a ten-days' jaunt to Empire Camp, Normandie, during their vacation weeks. The party included T. W. Edwards, J. T. Price, W. T. Harris, S. E. Lindabury, W. E. Orton, W. Harvey and S. W. Somerville. The spot was great for an outing, with good bathing, a nearby trout creek, where they really bit, and some good bass holes. The camp had many visitors from Port Dover, Jarvis and other towns in the vicinity. W. O. McPherson spent a jolly holiday at Sans Souci and Nat. Irvine put in the time resting at home.

TRADE NOTES.

A. D. Wishart, grocer, Renfrew, has assigned.

S. Elgin Sweet, grocer, Hamilton, has assigned.

E. L. Day, grocer, Ottawa, is succeeded in business by Thompson Bros.

James N. Massey, Chatham, Ont., has sold his grocery business to Burnie & Co.



A READY SELLER

You have but to sell the first tin to ensure steady sales of Orsi Concentrated Extract of Tomato. It is invaluable in the household for tomato soups, sauces, catsups, etc. Its popular price, 10c. a tin up, makes it appeal to all classes. Order to-day.

\$18 PER CASE OF 100 LBS.

MUSEO COMMERCIALE ITALIANO

43 St. Antoine St., - MONTREAL

Sole Agents American Continent.

Phone Main 2731.



ST. CHARLES CREAM
UNSWEETENED—STERILIZED

THE PUREST AND BEST

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

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

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



St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA

NEW PACK



BRUNSWICK BRAND

KIPPERED HERRING

Sanitary Can
A-1 Stock



Every tin guaranteed.

Place your order now.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

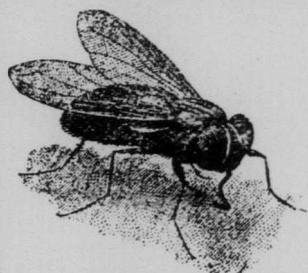
OUR REFERENCE :

Crown Bank, or any mercantile agency.

AUCTION SALES

Monday, Wednesday and Friday,
at 2 p.m.

Also every morning at eight o'clock during berry season.

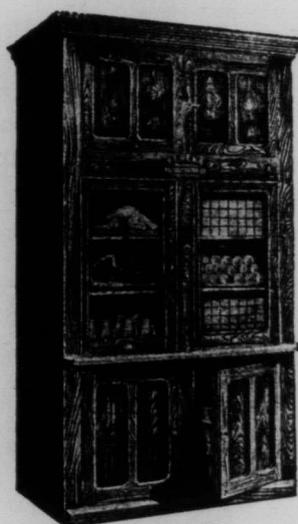


WILSON'S FLY PADS

are immensely superior to any other Fly Killers, and give universal satisfaction.

Their yearly sale is many times larger than all other fly poisons combined.

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



REFRIGERATORS

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

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

B.
chea
full
Wes
hav
ver
eral
neet
The
it i
Whe
tre
skir
soft
var
200
frui
has
sta
poi
con
lion
nan
san
of
sev
tail

The
the
gra
key
Sm
phi
wh
fine
Gro
gro
pri
the
spe
Vo
firs
hes
S
yel
ski
mu
boi
the
thu
are
for

T
for
of
anc
T
Kin
I
prc
wo
at
10c
for
for
I
ery
sof
cor
int
anc
abd
der

FACTS ABOUT GROCERIES

Useful Information for Grocers and Clerks Concerning the Goods They Hand Over the Counter.

The Value of Bananas.

Bananas are always abundant and cheap, but we have not learned their full value as the inhabitants of the West Indies and of Central America have. To these people the banana is very necessary and important; they generally eat it baked or cooked and in connection with some light bread or cake. The banana substance is so dense that it is apt to be indigestive if eaten raw. Where they are allowed to ripen on the trees they are not used as food until the skin has turned brown and the fruit is soft and creamy. There are 176 known varieties, and the yield per acre is from 200 to 400 bunches. One of the big fruit companies of the United States has a fleet of about eighty steamers constantly bringing bananas from various points in the tropics to the States. This company handled a total of thirty million bunches, or about three billion bananas, in the course of a year. The same company handled about one-half of a million bunches per year in the seventies, and at that time bananas retailed at ten cents each.

Sultana or Smyrna Raisins.

These small light-colored raisins derive the name of Sultanas from the specie of grape used. They chiefly come from Turkey, and are nearly all shipped at Smyrna; the inland districts of Nymphio and Magnesia producing half the whole crop, but of late years some very fine Sultanas have been produced in Greece. Considerable quantities are also grown around Tchesme. Sultanas comprise many varieties, distinguished by the names of the places of their respective growths, such as Carabournou, Vourla, Tchesme, Phoce, Yerli, etc. The first named are considered to be the best.

Sultanas are usually of a pale golden yellow color, with thin and delicate skins, and are very sweet, but without much flavor. They are usually cured in boiling oil. Their chief characteristic is the absence of stones, seeds or kernels, thus saving time in cooking, but they are also popular as a table fruit and for confectionery.

Tablet Tea.

Tablet tea has become a very popular form of tea in Russia and Siberia. It is of much superior quality to brick tea and tile tea.

Tablet tea is nearly all packed at Kiukiang, in Canton, by Russian firms.

It is made from the finest tea dust procurable, the selection of which is the work of skilled experts. The price paid at the factories for the dust varies from 10d per pound upwards, while that used for brick tea costs only about 2½d, and for tile tea about 1½d per pound.

It is manufactured by steam machinery, but the tea is not moistened or softened by steam, as with the other compressed teas. Dry tea dust is poured into a steam mold on a steel cylinder, and the pressure brought to bear is about two tons per tablet, which renders it perfectly hard and solid, and

something like a block of chocolate in appearance, particularly as the tablets are also marked or divided into similar small portions. Each tablet of tea weighs about 110 grams, of about 15½ grains to the gram.

WILL MAKE NO MORE PICKLES.

Ozo Company, Montreal, Will Manufacture Vinegar Only.

No more pickles and jams will be manufactured by the Ozo Company, Montreal, the management having decided to close down that portion of their plant turning out these lines. They will continue their vinegar business. The firm employed four to five hundred hands during the busy season.

The plant of the Ozo Company is one of the finest, and their decision to cease manufacturing the lines mentioned will be received with regret by the trade throughout Canada, among whom their lines are favorably known. During the few years in which it has been carrying on business the Ozo Company has won a reputation for making fine Canadian jams and pickles.

John G. Carsley, president of the Ozo Company, discussing his firm's action, stated that there was altogether too little protection afforded Canadian manufacturers of these goods under the present tariff, and until there were radical reforms it was of no use to attempt competition with imported pickles and jams.

E. L. Jackson, general manager Sugars and Canners, Limited, Montreal, was in Toronto on Saturday en route to his father's summer cottage at Roache's Point, Lake Simcoe.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Mr. Jos. Cote

Importer of pipes and wholesale tobacco merchant of QUEBEC, cordially thanks his customers who have done the honor to visit his business while passing through Quebec during the Centenary Celebration.

The travellers of this important house are now on the road with the most complete assortment of pipes, cigars, cigarettes, tobaccos of all kinds, biscuits and confectionery, etc. Merchants should, therefore, give attention to what these travellers have to offer before placing their orders.
Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph; Phone 2097.

Tel. Up 2076

Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE IDEAL STORE FIXTURE



"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

**Toledo Cylinder
Computing Scale**

The only springless, automatic, cylinder
Computing Scale in the world.

It Protects both Merchant and Customer

—BECAUSE—

It has no springs; therefore is always reliable, as it is not affected by changes in temperature. It is automatic; therefore it positively stops downweight and avoids errors due to hand operations. It saves you time, labor and money, no weights to lift, poises to move, no cylinder to turn, nothing to do but place the goods on the scale and then read the answer given automatically for cash value, and accurate weight value. The Toledo Scale pays for itself.

—WORLD'S GOLD MEDAL—

The Toledo Computing Scale Co. received the Gold Medal, the Highest Award, for computing scales. The points of superiority which gained for Toledo scales this grand distinction were as follows: springless, automatic, computing, simplicity, accuracy and rapidity in weighing and computing, superior construction, durability and extreme sensitiveness.

Don't fail to see our exhibit at The Canadian National Exhibition, August 29th to Sept 14th, or at any time when considering the purchase of a Computing Scale.

149 Queen Street West

Toronto Representatives:
UPTON & REID SPECIALTY CO., TORONTO

**HAND POWER
ELEVATOR**

LOAD,
1,500 lbs.
CAR, 6 x 5 FT.

\$ **100⁰⁰**

F. O. B.
HAMILTON
ONTARIO



We supply drawings and instructions enabling anyone to install.

**SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS**

Write our nearest office for full particulars.

MONTREAL | **WINNIPEG** | **VANCOUVER** | **OTTAWA**
St. James St. | McRea Block | Alexander St. | O'Connor St.

Otis-Fensom Elevator Company, Limited
HEAD OFFICE — TORONTO, 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.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

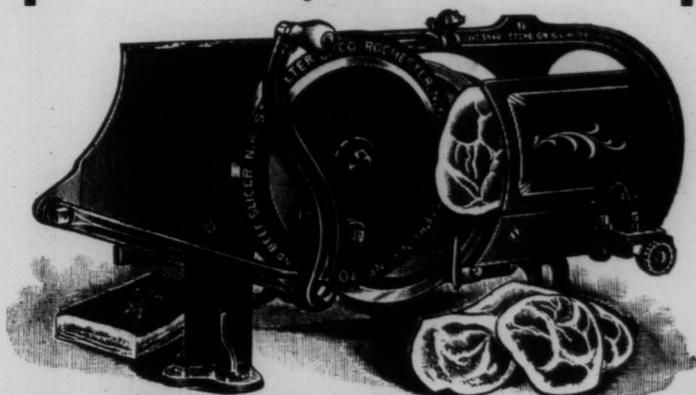
We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

The Ends of the Meat Will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. Brantford
CANADIAN AGENTS



The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS
ELGIN, ILLINOIS, U.S.A.



The **SHOE POLISH**
of
QUALITY



Peters' Polishes

PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

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

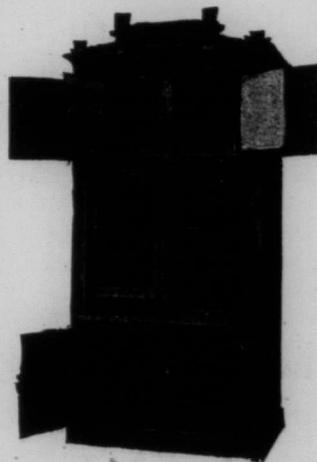
CONTENTS

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

Mailed to any address on receipt of

Price \$2.00 Postpaid
12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, TORONTO, CAN.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg
Eastern representatives, Wolf, Sayer & Heller, Montreal.
Write for Catalogue.

John Hillock & Co., Lt
154 George St., Toronto

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency
313 New York Life Building - MONTREAL

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00--no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by
Allison Coupon Co.
INDIANAPOLIS, IND.

LEA'S

The Pickle with the Home-made Flavor

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

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

August 8, 1908.

Baking Powder.
W. H. GILLARD & CO.

Diamond	1-lb. tins, 3 doz. in case	\$2 00
	1-lb. tins, 2 " "	1 25
	1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	3lb.	10 50
1-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
4 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 96
4 " "	12 " "	1 40
4 " "	16 " "	1 65
4 " "	18 " "	1 70
1 " "	3-lb.	4 10
1 " "	5 " "	7 30
1 " "	8 oz.	
1 " "	12 " "	Per case
1 " "	16 " "	\$4 55

ROYAL BAKING POWDER.

8lb. ca.	Per Doz.
Royal-Dum.	\$0 85
1 lb.	1 40
6 oz.	1 95
1 lb.	3 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cases.	Per Doz.
Cleveland's-Dime	\$0 93
1 lb.	1 33
6 oz.	1 90
1 lb.	3 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNAR & CO.

Crown Brand—	Per Doz.
1-lb. tins, 3 doz. in case	\$1 20
1-lb. " 2 " "	0 80
1-lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	Per Doz.
1-lb. tins, 3-doz. in case, per doz.	2 0
1-lb. " 2 " "	1 2
1-lb. " 4 " "	0 8

Blue.

Kerr's (xford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 2 gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	\$1 65
Shamrock	3 45
Thistle	3 25
Delay	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 44
" D	3 10
" E	2 95

Cereals

Wheat Om, 2-lb. pkgs., per pkg.	0 08
" 7-lb. octon bags, per bag	

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, \$3 50.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz. \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.20.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Perfection, 1-lb., per doz.	2 40
" 1-lb., " "	1 30
" 1-lb. size " "	0 90
5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb.	0 18
" "	0 15
London Pearl per lb.	0 22

COCAO

Sweet chocolate—	
Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 43	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$0 35
Parisian 98, lb.	\$0 30

Royal Navy, 1/2 lb., 12-lb. boxes per lb. 0 33

Diamond, 7's, 12-lb. boxes, per lb. 0 24

" 8's " " " " " " 0 25

" 9's " " " " " " 0 28

Toings for case—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, " "	0 35
" nonpareils, 5-lb. box	0 35
" 2's, 5-lb. boxes, lb.	0 28
" 2's, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

Agents, C. E. Colson & Son, Montreal. In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 36. Smaller quantities 0 37.

BEWSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
" 4 " " "	2 40
" 2 " " "	4 75
" 1 " " "	9 00

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto, Arthur M. Loucks, Ottawa, J. A. Taylor, Montreal, Jos. E. Huxley, Winnipeg, R. J. Bedlington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

Elite, 1/2 (for cooking), doz	0 90
Prepared cocoa, 1/2	0 32
Prepared 1/2	0 30

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-c. 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

COCONUT.

CANADIAN COCOANUT CO., MONTREAL.

15 lb. and 30 lb. cases	Per lb.
5c., 10c. 20 and 40c. packages packed in 1-lb. packages	0 26
" "	0 27
" "	0 28
1 and 1/2 b. packages assorted	0 29
1/2 and 1/4 b. packages assorted	0 27
1-lb. packages assorted in 5 lb. boxes	0 29
1-lb. " " in 5, 10, 15 lb. cases	0 30
Bulk—	
In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins. Bbls.
White Moss, fine strip, 2 1/2" x 1 1/2"	0 17

Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Dessicated	0 16	0 14
White Moss in 5 and 10 lb. square tins, 21c.		

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	\$6 00 \$1 59
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 10 1 05
Evaporated Cream—	
"Poerlers" brand evap. cream	4 70 1 23
" " hotel size	4 90 2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 85
Reindeer" brand per case (4 doz.)	5 75

JERSEY CREAM

REINDEER BRAND

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " round	0 17
Golden Rio	0 14

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30
--	-----------

JAMES TURNER & CO. Per lb.

Mocha	\$0 32
Damascus	0 23
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Lafamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, " " "	6 50
Imp. " " " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins..... \$0 33

"Gilt Edge" in 2 lb. tins..... 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese—Imperial

Large size jars, per doz.	\$8 25
Medium size jars, " "	4 50
Small size jars, " "	2 40

Individual size jars... per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00

Roquefort—

Large size, doz.	1 40
Small size, " "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 6's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F. O. B. Toronto.

COUPON BOOKS—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto, C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03
500 books to 1000 books	each 03

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

Per doz.	
4-oz. cans	\$0 90
5-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAFORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " " " "	3 00
" 4 " " " " "	4 50
" 20 " " " " "	4 75
" 20 " " " " "	9 00

JELL-O ICE CREAM POWDER

FOR MAKING ICE CREAM

Pays 50¢ Profit

Assorted Case, Contains 2 doz. \$2.50

Chocolate (Straight) Contains 2 doz. \$2.50

Vanilla (Straight) Contains 2 doz. \$2.50

Strawberry (Straight) Contains 2 doz. \$2.50

Lemon (Straight) Contains 2 doz. \$2.50

Unflavored (Straight) Contains 2 doz. \$2.50

Weight 5 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley 1-lb. tins \$1 25

" " " " 1-lb. tins 1 25

" " " " 1-lb. tins 1 25

" " " " 1-lb. tins 1 25

Flavoring Extracts

SHIRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
4 " " " "	3 00
8 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
16 " " " "	10 00
32 " " " "	18 00

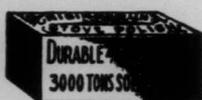
Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

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

VALENCIA RAISINS AND ALMONDS

Do you want to satisfy your customers?
 Do you want to make a decent profit?
 Do you want to stock the best goods?

F. W. ROWLEY
Canadian Standard
Quality Extra Fine - Valencias

S. BODI
Finest Selected

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds ?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

AGENTS:

Wm. C. Christmas, Montreal; Eugene Moore, Toronto; Grant, Oxley & Co., Halifax, N.S.;
 E. T. Sturdee, St. John, N.B.; Carman, Escott & Co., Winnipeg.

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

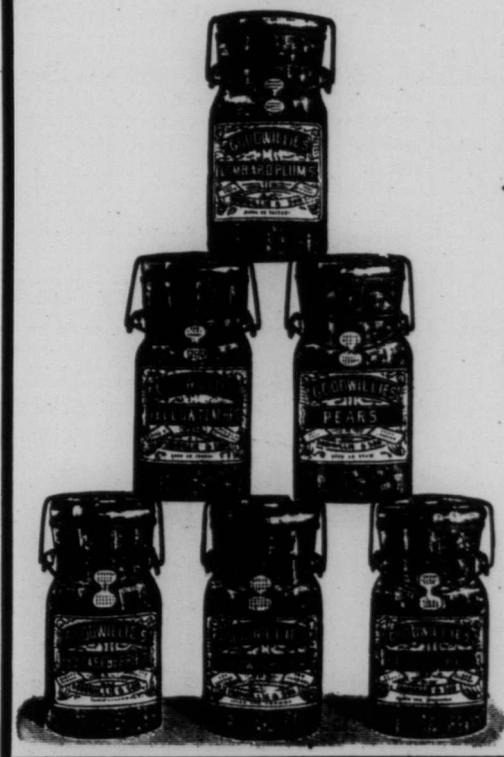
Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

Goodwillie's Fruits IN GLASS



Have
You
Tasted
Them
Yourself
?

If Not
Do So

Agents:

Rose
&
Laflamme
Limited

Montreal
and
Toronto

Shelled Almonds

Valencias and Jordans

Cluster Raisins

from Sunny Spain

You can give your customers
the richest flavor, most tender
skin and finest quality if you
insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$ 20
THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case..... per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in
crate..... per lb. 07
7 and 14-lb. wood pails..... per lb. 07
30-lb. wood pails..... 06½
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case per lb..... 07½
7 and 14-lb. wood pails, 6 pails in crate
per lb. 07
30-lb. wood pails..... 06½
Pure Jams—1-lb. glass jars (16-oz.
gem) 3 doz. in case..... per doz. \$1 81

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited
GENESEE PURE FOOD CO



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight 3 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

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



List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces....\$0 10
4-bbls. 0 10½
Tubs, 50 lbs. 0 10½
30-lb. Pails, 2 10½
30-lb. tins.. 2 00
Cases 3-lb. 0 11
" 5-lb. 0 10½
" 10-lb. 0 10½



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.... per lb. 90 40
Fancy boxes (26 or 50 sticks).... per box 1 25
" Ringed " 5-lb. boxes..... per lb. 0 40
" Acme " pellets, 5-lb. cans..... per can 2 50
" " " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans..... per can 3 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" " 30 5-lb. cans..... 1 50
" Parity " licorice 10 sticks..... 1 45
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated).

GILLET'S PREPARED. Per case.
1 case of 4 doz..... \$3 90
3 cases of 4 doz..... \$9 50
5 cases or more..... \$1 40

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
1 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 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, 3 doz. case,
per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 3 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Sbrodded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wesley's condensed, per gross net... \$12 00
per case of doz. net..... \$ 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$4.70
" hotel..... 4.90
Silver Cow M.lk..... 5.00
Purity Milk..... 4.70
Good Luck..... 4.30

Mustard.

COLMAN'S OR KERN'S.
D.B.F., 1-lb. tins..... per doz. \$ 1 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. 4-lb. tins..... per doz. 0 85
" 1-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's... \$5 75
" pta. 24's..... \$ 50
" 4-pt. 24's..... 35

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz..... \$ 90
1-pint " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

DWIGHT'S BAKING SODA
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-
lb. (containing 24
1-lb. and 50 1-lb.
pkgs., per box, \$3 00.
Case of 50. pkgs. containing 90 pkgs., per
box, \$3

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " "..... \$ 75
No. 3, " (30 1-lb. " ")..... \$ 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... \$ 85
5 cases..... \$ 75

UNIFORMITY!

It is not "something similar" that you want. You don't get Uniformity in "something nearly the same." That word means a good deal in this connection. It stands as one of the corner stones on which the magnificent success of

Wood's Package Teas

is founded, and which with their unvarying high quality has made them phenomenal Trade Builders.

The trade-mark "WOOD'S" means something tangible, not "something just as good" or "something nearly the same."



MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

Soap and Washing Powders
A. P. TIPPET & CO., Agents.
Maggie soap, colors per gross \$10 30
" black " " " 15 30
Orleans soap " " 10 30
Gloehin soap " " 19 00
Sara " " 10 30



3 doz. to box \$3 45
6 doz. to box \$6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., Limited.
Laundry Starches—
No. 1 White or blue, 4 lb. cartons—
No. 1 0 08
Canada laundry, 4 lb. cartons 0 06
Silver gloss, 4 lb. draw-lid boxes 0 08
Silver gloss, 4 lb. tin canisters 0 08
Edward's silver gloss, 1-lb. pkgs. 0 08
Kegs silver gloss, large crystal 0 08
Benson's satin, 1-lb. cartons 0 08
No. 1 white, blue, and rose 0 08
Canada White Gloss, 1-lb. pkgs. 0 08
Benson's enamel, per box 1 50 to 3 00

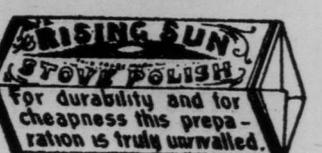
Culinary Starch—
Benson & Co.'s Prepared Corn 0 07 1/2
Canada Pure Corn 0 06 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " " or blue, " " 0 04
4 lb. lumps 0 04
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 04
Finest Quality White Laundry—
4-lb. Canisters, cases of 48 lb. 0 10 1/2
Barrels, 50 lb. 0 04 1/2
Cases 100 lb. 0 04 1/2

Lily White Gloss—
1-lb. fancy cartons, cases 50 lb. 0 08
6-lb. toy trunks, 8 in case 0 08
6-lb. enameled tin canisters, 8 in case 0 08
Kegs, ex. crystals, 400 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 26 lb. \$0 06
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
O-nico's Starch—
Boxes of 45 cartons, per case 3 60

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 04
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 07 1/2
Crystal Maise Corn Starch—
1-lb. packages, boxes 40 lb. 0 07 1/2
SAN TOY STARCH.
pkgs, cases 5 doz., per case 4 75
Stove Polish.

Rising Sun, 8-oz. cakes, 1-gross boxes \$5 50
Rising Sun, 8-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes 10 00
Sun Paste 5c. size, 1-gross boxes 5 00



JAMES' DOME BLACK LEAD
Per gross
6a size \$2 40
2a " 1 50
NICKLE PLATE STOVE POLISH.
Pints 2 90
Quarts 5 40
1/2 gallons 5 10
1/4 gallons 4 80
gallons 4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 600 lbs. 0 03 1/2 per b.
Half-barrels, 350 lbs. 0 03 1/2 " "
Kegs, 150 lbs. 0 03 1/2 " "
2-gal. pails 25 lbs. 1 25 each
3 " " 38 1/2 lbs. 1 75 " "
Plain tins, with label— Per case.
3 lb. tins, 2 doz. in case 2 40
5 " " " " " 2 75
10 " " " " " 2 85
20 " " " " " 3 60
(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.
Barrels, 60 lbs. 0 03 1/2 per lb.
Half-barrels, 350 lbs. 0 03 1/2 per lb.
Kegs, 150 lbs. 0 03 1/2 " "
2-gal. pails 25 lb. 1 25 each
3 " " 38 1/2 lbs. 1 75 " "
2-lb. tins, 24 in case, per case 2 40
5-lb. " 12 " " " 2 75
10-lb. " 6 " " " 2 85
20-lb. " 3 " " " 2 60

Teas.



SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's, 1's \$0 25 \$0 30
Green Label, 1's and 1's 0 27 1 35
Blue Label, 1's, 1's, 1's and 1's 0 30 0 40
Red Label, 1's and 1's 0 35 0 50
Gold Label, 1's. 0 44 0 60



LIPTON'S TEA
Thomas J. Lipton
75 Front St.
East,
Toronto.
Packed in air-tight tins only.
Green label, 1's only wholesale retail
Blue " " 1's and 1's 0 20 0 25
Orange " " 1's and 1's 0 24 0 30
Pink " " 1/2's, 1's and 1's 0 30 0 40
Red " " 1/2's & 1's tins 0 35 0 50
" " " " 1's and 1's 0 44 0 60
Gold " " Afternoon blend, 1's and 1's 0 50 0 70



Blue Label, 1's. \$0 30 \$0 25

Blue Label, 1's. 0 31 0 35
Orange Label, 1's and 1's 0 33 0 30
Brown Label, 1's and 1's 0 38 0 40
Green Label, 1's and 1's 0 30 0 40
Red Label, 1's and 1's 0 36 0 50
" " " " 0 40 0 60
LAFORTE, MARTIN & OIE, LTD.

Japan Teas—
Victoria, hf-c, 90 lbs. 0 25
Princess Louise, hf c, 80 lbs. 0 19

Ceylon Green Teas—Japan style—
Lady, cases 60 lbs. 0 18
Duchess, cases 60 lbs. 0 19



BLUE RIBBON TEA CO., TORONTO
Wholesale Retail
Yellow Label, 1's. 0 30 0 35
" " " " 0 31 0 35
Green Label, 1's and 1's 0 24 0 30
Blue Label, 1's and 1's. 0 35 0 35
Red Label 1's, 1's, 1's and 1's. 0 30 0 40
White Label, 1's, 1's and 1's. 0 35 0 50
Gold Label 1's and 1's. 0 43 0 60
Purple Label, 1's and 1's. 0 55 0 80
Embossed, 1's and 1's. 0 97 1 00



RAM LAL'S PURE INDIAN TEA
Wholesale Retail
Pink Label 1's and 1's 30c 40c
" " " " 35c 50c
" " " " 45c 60c
" " " " 50c 75c



MELAGAMA TEA.
MINTO BROS.,
55 Front St. East
Wholesale Retail.
Black, green, mixed, 1/2. 0 70 1 00
" " " " 1/2. 0 55 0 80
" " " " 1 lb. & 1/2. 0 44 0 60
" " " " 1 lb. & 1/2. 0 40 0 60
" " " " 1 lb. & 1/2. 0 38 0 50
" " " " 1 lb. & 1/2. 0 35 0 50
" " " " 1 lb. & 1/2. 0 30 0 40
" " " " 1 lb. & 1/2. 0 32 0 40
" " " " 1 lb. & 1/2. 0 25 0 30
" " " " 1 lb. & 1/2. 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at \$50. 00 30
" " " " 1-lb. " " 0 21
Blue Label, retail at \$50. 00 30
Green Label, " " " " 0 30
Red Label, " " " " 0 35
Orange Label, " " " " 0 42
Gold Label, " " " " 0 55

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail.
Capital Household, 1's and 1's 0 30
Old Count 7, 1's and 1's. 0 36 0 60
Rock, 1's and 1's. 0 75 1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



Wood's Primrose, per lb. wholesale retail
" Golden Rod 0 40 0 60
" Fleur-de-Lis 0 35 0 50
" " " " 0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED
Smoking—Empire, 4s, 6s, and 12s. \$0 46
" Amber, 4s and 6s 0 60
" Ivy, 7s. 0 60
" Rosebud, 7s. 0 15
Chewing—Currency, 12s. and 5s. 0 45
" Old Fox, 12s. 0 48
" Snowshoe, 6s. 0 51
" Pay Roll, 7s. 0 56
" Stag, 10 os. 0 45
" Bob's, 6s. and 12s. 0 45
" 10 os. bars, 6s. 0 45
" Fair Play, 6s. and 12s. 0 53
" Club, 6s. and 12s. 0 48
" Universal, 12s. 0 54
" Dixie, 7s. 0 58

JOS. COOTZ, QUEBEC.
Cigars, per thousand.
Cote's Fine Cheroots, 1-10 \$15
V.H.O., 1-30 35 00
St. Louis (Union), 1-30 33 00
Champlain, 1-30 35 00
El Sergeant Premium, 1-30-1-40 55 00
J. O. Ol, Havana F. Finos, 1-30 75 00

Out tobaccos.
Petit Havana, 1-12-1-5 0 40
Quemel, 1-4-1-3 0 45
" 1-9 0 46
Cote's Choice Mixture, 1-lb tins 0 75
" " " " 1-lb " 0 70
" " " " 1-lb " 0

Veterinary Remedies.

W. F. YOUNG
Absorbine, per doz. \$18 00
Absorbine Jr., or dozen 9 00

Yeast.
Royal yeast, 3 doz 5 cent. pkgs. \$1 10
Gillett's cream yeast, 3 doz. in case 1 10

THE CANADIAN GROCER

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels, 336 lbs.	
"	234 "	Bags, 234 "	
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 660 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, ONTARIO

THE PEOPLE OF
JAMAICA

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

KINGSTON
"CLEANER"
might bring inquiries. Please write for rates to
L. O. STEWART, Editor.

DAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only genuine Preparation for Cleaning Cutlery, etc. and all Cutlery.

JOHN OAKLEY & SONS, Limited

Manufacturers of

Knives, Black Lead, Emery, Glass and
Plum Stone and Papers, etc.

Wellington Mills, London, England

Agents:
JOHN FORBES, 245 Grange Street
MONTREAL.

INFORMATION

about every conceivable subject find the way into the newspapers. The fraction of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss a item. If you want all the pertinent information about a hot subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet:

THE CANADIAN
PRESS CLIPPING BUREAU

200 Queen Street,
MONTREAL.

TWO CENTS PER WORD

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

0.12
0.12
0.12

0.12
0.12
0.12

0.12
0.12
0.12

0.12
0.12
0.12

0.12
0.12
0.12

0.12
0.12
0.12

0.12
0.12
0.12

H M B, 1's and 4's 0 75 1 00
Ridgway's Stand rd Bulk Blend in stock
at all our branches in Canada.

Ceylon.

TAL

hing

chem

of

SALT

ALL KINDS

Ample supplies now arriving
to promptly fill all orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods
to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's
Squash 3's	Heavy Syrup
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "
Lawton Berries (light syrup) 2's	

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

GILLETT'S PERFUMED LYE

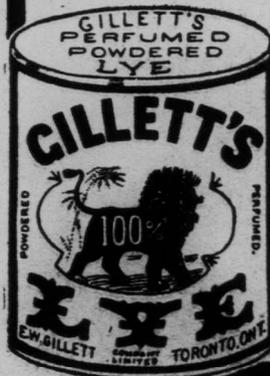
CAUTION.

Put a strong glass on the label and examine it closely every time.
Always look for the name "Gillett's."

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.



E. W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

