

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

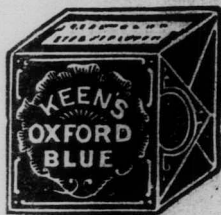
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, AUGUST 23, 1907.

NO. 34.



It is Merit and Merit Only

that has placed

Keen's Oxford Blue

at the head of all laundry blues in the world. It has in consequence had scores of imitators but never an equal.

For sale by all jobbers

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

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support.

Ordinarily the question of STARCH is a serious one with the housekeeper, but

Benson's "Prepared" Corn for cooking purposes

AND

Edwardsburg "Silver Gloss" Starch for the laundry, make it easy for all these labors.

It Pays to Sell Only the Best

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

The factory advise that the quality of our

Strawberry and Raspberry Jams

is particularly fine this fall. These are two very steady sellers and we recommend our customers ordering both these lines immediately. We pack in 1 and 2 lb. vacuum glass jars and 1, 2, 4 and 7 lb. tins.

CROSSE & BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND.

AGENTS

C. E. COLSON & SON

MONTREAL

S
C
dollars
counts
a trade
Co
plainly
goods"
(your p
you to
less ar
will gro
on you
mon
most in

Sense and Cents

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

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

Griffin & Skelley's Dried Fruits

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

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

Cox's Gelatine

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

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale,
Montreal.

84 Victoria St.,
Toronto.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

NEWFOUNDLAND

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

TORONTO.

**SELECTED
VALENCIA RAISINS**
BEST BRANDS
Now in Stock.

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

HAMILTON.

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

TORONTO.

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

VANCOUVER.

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

MONTREAL

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

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

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

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

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

WINNIPEG.

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

REGINA.

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

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

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

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

**Evaporated Apples
White Beans
on Spot**

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

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

(Continued on page 4.)

The Success of Making Pickles—

The pride of many housekeepers is based on the quality of their own made Pickles, Sauces, etc. As you know—to achieve good results—more depends on the quality of the ingredients than on the processing. You will be looking to your own interests as well as your customers' by selling them

OUR PURE SPICES

—ABSOLUTELY PURE AND TRUE TO NAME—

Nothing finer to be had at any price—

You must not forget

“IMPERIAL” VINEGAR

PURE, SPARKLING, CLEAR AS CRYSTAL

Full bodied—yet of that exquisite mellow flavor that makes it the favorite of the knowing housekeeper.

**SEND US
YOUR ORDERS--**

**IF YOU WANT—
PROMPT SHIPMENT
LOWEST PRICES and
BEST TERMS**

DON'T FORGET

“GOLD MEDAL” COFFEE

Never yet
disappointed
a user—

**EASILY
THE BEST
40c.
COFFEE
SOLD IN CANADA**

1/2, 1 and 2-lb. tins,
whole or ground.

THE EBY, BLAIN CO., LIMITED
Wholesale **IMPORTING AND MANUFACTURING Grocers—** **TORONTO**

Manufacturers' Agents—Continued.

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

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

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

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

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

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

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

—OFFICES IN CANADA—

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

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

Five hundred neatly printed Business Cards, Bill heads or Dodgers one dollar. Full line of Price Tickets and Window Cards, Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

WOULDN'T IT PAY YOU

to have a

Resident Representative

in TORONTO?

Think favorably of the question and write to

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

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

BASKETS

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

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

The Oakville Basket Co.,
OAKVILLE ONT.



A Good Investment
**PEANUT ROASTERS
and CORN POPPERS.**
Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

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

BUSINESS CHANCES

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

COMMON SENSE

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

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

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

You are very unwise if

you do not place your order at once for your season's requirements of Canned Fruits and Vegetables.

You will be **still more unwise** if you do not **insist** upon getting any of the following brands, viz :—

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynn-valley," "Maple Leaf," "Lion," "Thistle," "Grand River," and "White Rose."

Quality guaranteed by the
Canadian Cannery, Limited.

**A Reasonable Profit
A Fair Reputation
The Come - Again Customer**

AND

SUCCESS

There isn't a Grocer in Canada who does not think a good deal about these four things, and all shrewd merchants are constantly thinking about them and thinking good and hard. The first three are the essentials of the fourth and last—**Success**. Now Sir! if you could handle a line of goods about as excellent as

Old Homestead Brand Canned Goods

you might feel safe, but why not place yourself on easy street by stocking the brand Canada's particular women proclaim

"Incomparable" — Old Homestead Brand

The favorite brand is nothing more or nothing less than the concentrated goodness of fruits and vegetables in cans—just the goodness of ripe, juicy fruit and fresh vegetables—that palate-pleasing, appetite-provoking flavor which has made **Old Homestead Brand** famous the wide world over. Of course

YOU KNOW THE PROFIT STORY

The Old Homestead Canning Co.
PICTON, ONTARIO

The

THERE

Write

We shall

F
V
P

Ow
makes
by the l

The
the hig
reasona
1 lb., ar

Fir
the reta

A

C.

14 Pla

So

THE CANADIAN GROCER

"SALADA"

The Tea that withstands competition

The Tea that attracts new trade

The Tea that gives you a good profit

THEREFORE :

The best Tea for you to sell.

Write us for wholesale prices -- "SALADA", Toronto,
Montreal or New York

We shall be glad to welcome all our friends at our booth at the Toronto Exhibition

PHENIX WASHING POWDER

THE
GREAT
SELLER

Owing to its recognized superiority over cheap makes of washing powder, **PHENIX** is always used by the housewife after the first trial.

Then, the price is another consideration. Despite the high quality of **PHENIX**, the price is most reasonable, 5c. for ½ lb. package, or 10c. for the 1 lb., are the retail selling figures.

First quality and the right price mean profit for the retailer.

Are YOU selling PHENIX ?

C. A. CHOUILLOU & CO.

14 Place Royale, MONTREAL
Sole Canadian Distributing Agents



The grocer who plans wisely, because he plans ahead, will see now that his stock of

STERLING BRAND PICKLES

and other lines bearing the brand "Sterling" are well assorted.

Consult your jobber or write direct to

The T. A. LYTLE CO.

Limited
TORONTO, CANADA



National Licorice Co.
Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

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

When Ordering

Valencia Raisins

Remember these Marks—

"M.D. & Co." 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
Montreal and Toronto

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

Specify

"Pansy" and **"Daphne"**

Brand Brand

Always of the Highest Quality

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

Agents:

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

“O.K.”

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscateles, from Malaga	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Ginger, from Jamaica
Red Peppers, from Zanzibar	Capsiouns, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Garlice, from Italy
Shallots, from Channel Islands	Soy, from India
	Lemons, from Messina
	Virgin Malt Vinegar

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geisye Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

THE CANADIAN GROCER

SALMON

HARLOCK BRAND, 1/2s, 8 DOZ. IN CASE, \$1.00 DOZ.

In the present state of the Salmon Market the above will be found exceptional value

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

*The
"Quality"
Salt*

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge—the testing glass—the "prover"—*the one hundred per cent salt.*

**Windsor
Salt**

*The Canadian Salt Co., Limited
Windsor, Ont.*

JAPAN TEAS

"Since my last advices there has been no change in the market. I have just to hand several lines of desirable Teas. Kindly ask for samples and particulars."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

before
M
WI
Be
Rasp
Pinea
Lemo
Wa
Jel
kin
bec
val
tra
SNO
449 St.

Tartan BRAND

SIGN OF PURITY

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

WAGSTAFFE'S GOODS

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

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

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Bee Jelly Powder

6 for 25c

ANY FLAVOR YOU LIKE

Raspberry
Pineapple
Lemon

Strawberry
Cherry
Nutto

And Still More

Was there ever such value offered in Jelly Powder?---Not much! This is the kind of a proposition that appeals to you, because you know when you give such value you satisfy customers and win new trade.

*That's one of the reasons why
BEE BRAND JELLY POWDER
is selling so well.*

SNOWDON, FORBES & CO.

MAKERS

449 St. Paul Street

MONTREAL

Look Here, Mr. Grocer!

Do you think the C. P. R. would order

"ROYAL CROWN"

Witch-Hazel

TOILET SOAP

for use in their magnificent hotels—
on their trains and steamships—if it
wasn't mighty good soap?

It's bound to please your customers,
and the profits will please you.

Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

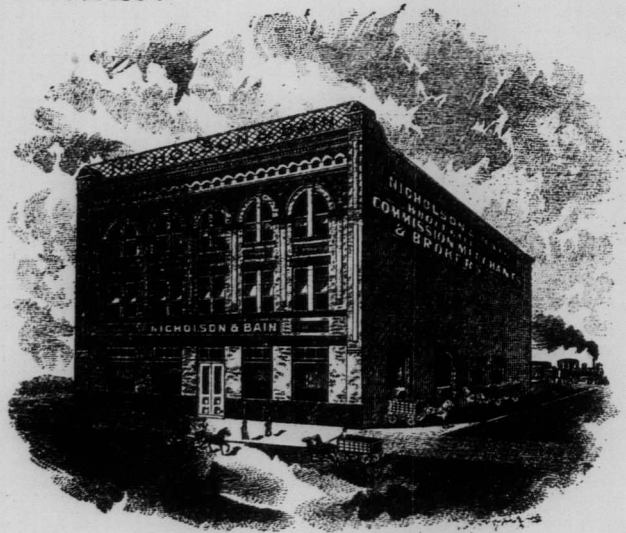
W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents.

Wm. H. Dunn, 394-395 St. Paul St. Montreal
Agent for Quebec and Lower Provinces

E. NICHOLSON.

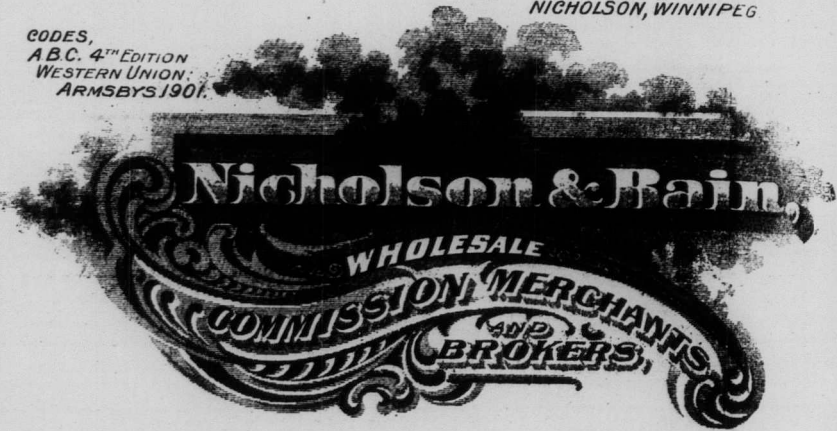
CABLE ADDRESS: D. H. BAIN
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.



BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN.



Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY

WINNIPEG
ESTABLISHED 1882.

EDMONTON

The

That's
which



E.

K

Kop
Non-alco
wa

Oran
Pure and

Lemon
Made fro

Numer
Send for l

KOPS
Canadian A
& Co. Ross
treal. Kyle

The Best By Actual Test

That's a pretty bold statement to make regarding my product, but I never make an assertion which I am not ready to prove. So when I declare right over my name that



E. D. S. Brand JAMS and JELLIES

are the purest, wholesomest and best manufactured in the Dominion, you can rest assured that I am able to back my words by the strongest evidence. If you have the slightest doubt, it will pay you well to mail a postal to me asking for the proofs.

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

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

KOPS REFRESHMENTS

Some NON-ALCOHOLIC Summer Specialties

Kops Ale

Non-alcoholic and warranted pure.

Orange Wine

Pure and non-intoxicating.

Lemon Squash

Made from high quality fruit.

Numerous Others.

Send for List and Sample Labels.



Kops Stout

Non-alcoholic and warranted pure.

Champagne Cider

A splendid refresher.

Orange Champagne

Delicious and exhilarating.

KOPS BREWERIES,

LONDON, S.W., ENGLAND

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

DRIED FRUITS

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

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

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

ALL RELIABLE SHIPPERS

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

THOS BELL, SONS & CO., Montreal



NO "CLOUDY" SURFACES

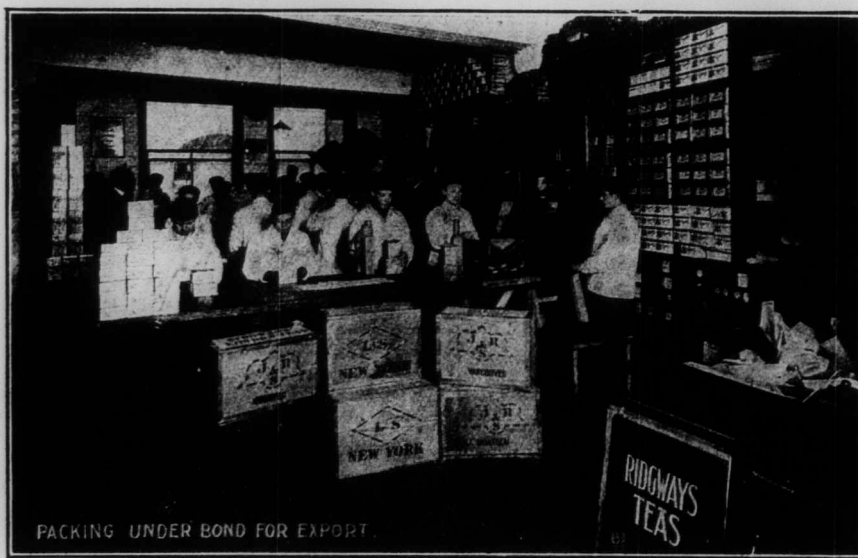
come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

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

Write for samples and prices. ⁷²

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

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



Ridgway's Celebrated Teas

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

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

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

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

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged
Sauce of

the Premier
the World



Holbrooks Limited
Canadian Branch:
26 FRONT ST., E. TORONTO
Canadian Manager, - H. GILBERT NOBBS

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 26th — Sept. 9th

When you come to Toronto, drop in and see us—make our office your headquarters while here. Have your mail and parcels addressed and write your letters here. We will appreciate the opportunity of personally meeting our many friends, and will be glad to extend every courtesy. Our latch-string is on the outside.

The Robert Greig Co., Limited

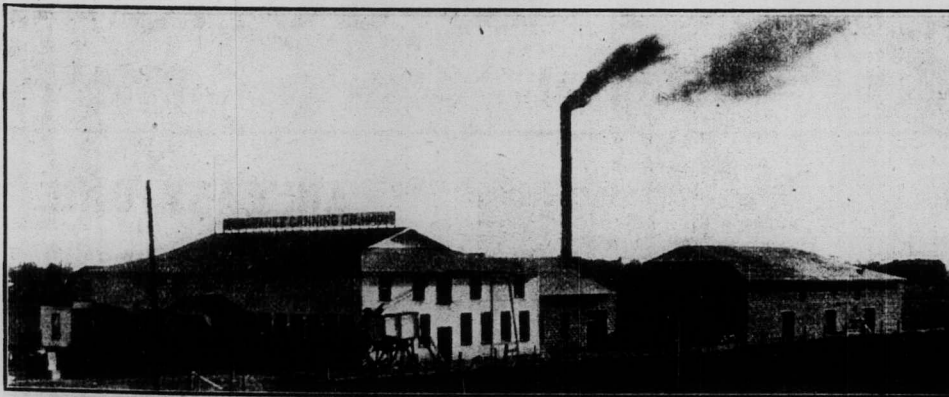
WHITE SWAN MILLS

Toronto

“CANADA'S PRIDE” BRAND

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

A TRIAL WILL CONVINC



HOME OF "CANADA'S PRIDE" CANNED GOODS

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

Wholesale Agents:

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

Messrs. Medland Bros.
Toronto, Ont.

The NAPANEE CANNING COMPANY, Limited

W. A. CARSON, Manager

THE CANADIAN GROCER

PICKLING SPICE

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

A Trial is Convincing

Order Without Delay

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

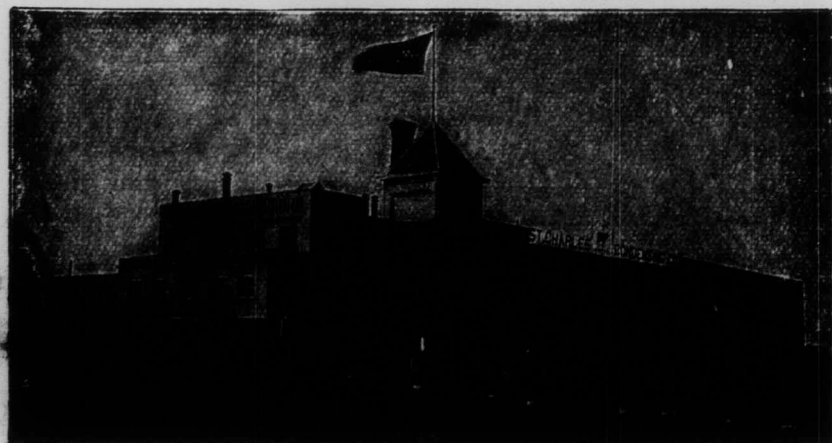
Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK**. Can be purchased through any wholesale house.

St. Charles Condensing Co.

Are Your Profits Reasonable and Secure?

Quite an important question—one every shrewd grocer constantly asks himself. Commercial prosperity demands a reasonable and lasting profit on all lines handled. This goes far towards explaining why most progressive grocers insist on

Burlington Brand Canned Goods

because that brand clinches both reputation and profit at the same time. Only high-grade, first-quality fruit can ever reach our canning department and BURLINGTON BRAND retains all that is good, nourishing and invigorating about succulent fruit and mature, fresh vegetables.

Note:—The Best Trade Demands BURLINGTON BRAND.

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



Pure Food is Essential
to Good Health

Wagstaffe's

New Season's Goods

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

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely
free from the bitterness so objec-
tionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious
in flavour. A splendid relish
with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything
at double the price. Sold
as an advertising medium
for KIT COFFEE.

A Word to the Wise

The Merchant introducing
those lines to his customers
MAKES NO MISTAKE

For Prices and all Particulars
write to

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



**You Must Have the Best
Spices**

to GET and KEEP your spice trade, and,
incidentally, make a good profit.

**Red
Feather**

means the highest grade in spices every
time—ask our travellers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers !

Do you want your goods

Sold in British Columbia ?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

THE CANADIAN GROCER

VINEGAR

Proof: Extra Pickling White Wine and Cider.
Full Strength Guaranteed.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

STRAIGHT POINTERS

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



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

Stock up with the Best, it costs no more.

The Essex Canning and Preserving Co.

28 FRONT STREET EAST - - - TORONTO, CAN.

LIMITED

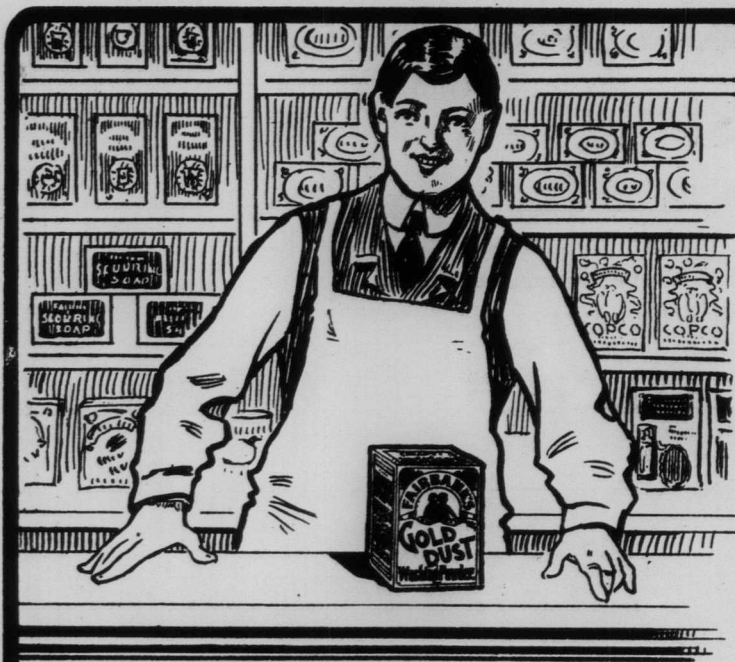
Factory at Essex, Ontario.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS THOS. SYMINGTON & CO. EDINBURGH



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties :

- Gold Dust Washing Powder**
- Fairy Soap, Copco Soap**
- Fairbank's Glycerine-Tar Soap**
- Fairbank's Scouring Soap**
- Fairbank's Sanitary Soap**

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Every pound of

Crystal Granulated Sugar

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

Insist on getting **CRYSTAL** granulated

MANUFACTURED BY

The Wallaceburg Sugar Co.
LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

IN TEAS, COFFEES, SPICES AND VINEGARS

we are specialists. We carry the largest stock and the greatest assortment.

It will pay you to ask for samples and quotations

Ex. Steamer Empress of China—

171 H/c Condor XXXX Japan, at - - - - 22½c.

Coming into Store—

184 Cases, each 80x1 lb., paper packets, choice siftings, a rare line, at 11c.

Nothing like our Coffees—**TRY THEM**

Always fresh roasted, and splendid values in cup quality, from 15c. to 50c.

Madam Huot's Coffee—**NONE LIKE IT**—1 lb. tins, 32c.; 2 lb. tins, 62c.

The E. D. MARCEAU CO., Limited
MONTREAL

ICE CASTLE KIPPED HERRING

BEST IN THE MARKET.

ALL NEW PACK GOODS

and every tin guaranteed.

~~~~~

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

**J. W. WINDSOR**  
**MONTREAL**

It's no experiment  
to try

## Our Matches

It is a certainty of sure satisfaction to your customers.

It is also a good business move in the direction of better profit for you.

It's the "Laurier" and "Togo" brands that do all this.

*Write for prices*

**The Improved Match Co.,**  
*Limited*

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

## Sell Syrup in Hot Weather?

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

**GOLDENETTE**

Pure Cane  
Table Syrup

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

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

**Imperial Syrup Company**

Refiners of Natural  
Flavor Food Products

**Montreal - - - Canada**

## Pride of Canada Maple Products

Purest Made

It does not pay to stock inferior goods when supplying your customers with Maple Syrup and Maple Sugar.

They are not satisfied and you risk losing their entire trade.

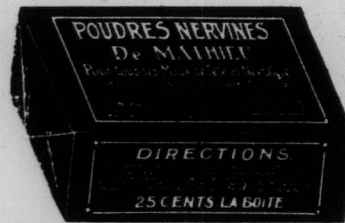
Is it safe to take such risk?

Selling "Pride of Canada" Maple Goods you win trade.

**IT PAYS.**

**The Maple Tree  
Producers' Association**

**WATERLOO, - QUE.**



## Sell The Best

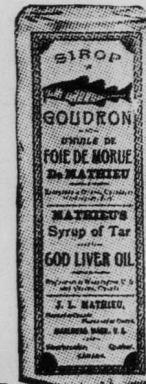
That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

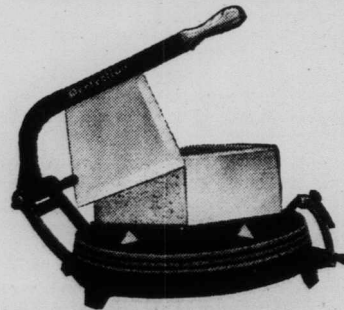
## Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

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



## The PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions. You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

**THE AMERICAN COMPUTING CO., Indianapolis, Indiana**



## Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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



**QUAKER  
CANNED  
GOODS**

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

# “RED ROSE TEA is

”

Supply the missing words and  
you have a maxim among  
Canadian Tea Drinkers.

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

Toronto Office:  
3 Wellington St. East

## TODHUNTER'S Select Pickling Spice

is a perfect combination of the world's Best Spices, which makes Todhunter's Mixed Pickling Spice so very much superior to all others. For over thirty years on the market. Get your supply, as now is the time to buy. See our travellers or send your orders to

**TODHUNTER MITCHELL & Co.**  
TORONTO

## QUEEN CITY WATER WHITE OIL GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

Persons addressing ad-  
vertisers kindly mention  
this paper.

## 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, 22 St. Francois Xavier St., Montreal  
Eugene Moore, 402 Spadina Avenue, Toronto  
Grant, Oxley & Co., Halifax, N.S.

## DON'T TAKE CHANCES

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

## FARMER BRAND CANNED FRUITS AND VEGETABLES

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

**WE KNOW HOW.**

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

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



## Don't Grope Around in the Dark!

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

### ONE CENT PER WORD

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



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

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

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

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

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

THE OZO CO., LIMITED,  
MONTREAL

## Allison Coupon Books

Are the ball-bearings that will make almost any business run smoothly. Here's how they work:



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 the front of the book, which you tear off and keep. Charge him with \$10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The **EBY, BLAIN CO.**  
Canadian Agents

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



**QUEEN QUALITY PICKLES**  
Sweet—Mixed and Chow  
Bulk Pickles  
Tomato Catsup  
Worcester Sauce

Buy and use the best Pickles

**TAYLOR & PRINGLE CO., Limited**  
OWEN SOUND

**MATHEWSON'S  
RED  
VICEROY SALMON**

Price \$1.75 dozen

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

**The Choicest Red Salmon Procurable**

We solicit a trial of this most excellent brand

**Mathewson's Sons**

WHOLESALE GROCERS

**MONTREAL**

*Seen in every first-class  
grocery*

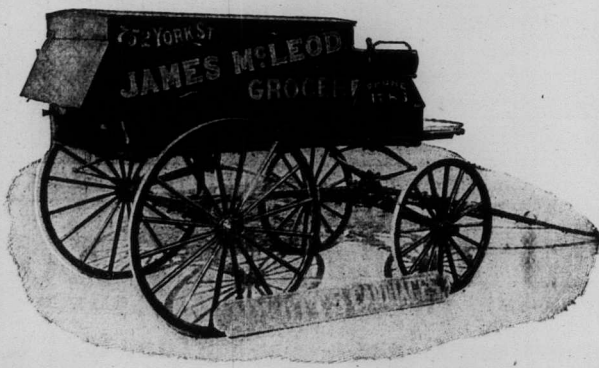
**Rowat's**

**Famous  
Scotch**

**Pickles**

Our patent glass stopper has made Rowat's an additionally valuable line for the grocer and the housekeeper.

**The Pickles are Right  
The Container is Right  
The Price is Right  
The Profit is Right**



**What will Mrs. Smith say**

when you drive up to her door with that rusty, rattling old cart? Your delivery waggon ought to be a reflection of your store—it ought to advertise the excellence of your goods. It will, too, if you will let us furnish it. We have something interesting for you just now. Sit down and write us while you're thinking of it.

**H. G. Abbott & Co. London, Ont.**



**Diamond Brand  
Maple Syrup**

**Twin Block  
Pure Maple Sugar**

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

**Sugars, Limited Montreal**

**APRICOTS PEACHES**

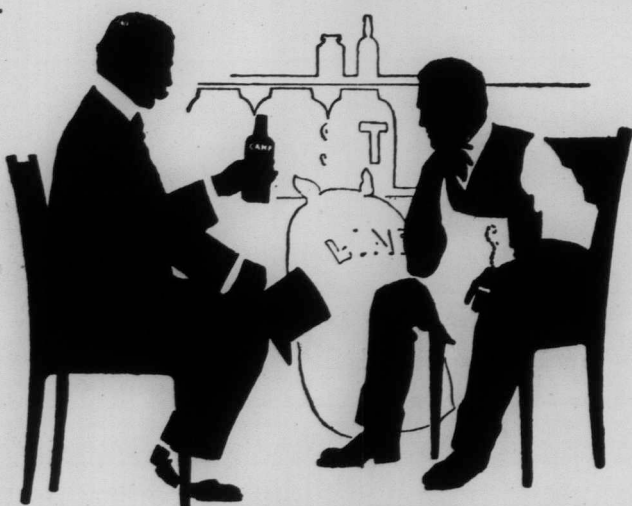
**CALIFORNIA**

Sultana Apricots

Choice Peaches

TRY A CASE OF SEA KING SARDINES

**WARREN BROS. & CO. Limited**  
TORONTO



**It Sells Easily!**

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely—it pays.

Agents:—Rose & Laflamme, Montreal.

**'CAMP'**  
**COFFEE**

Manufactured by R. Paterson & Sons, Glasgow.

**A Leather Food Shoe Polish**

is bound to build up the business of any grocer wise enough to stock it. Since there are so many fake and unwarrantable shoe polishes on the market you should make it your business to push



**2 in 1**

easily the best by any test on the Canadian market.

**You can't ruin the shoes of an entire family and expect to hold that family's trade.**

Send off that order, and mention The Grocer

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

Hamilton, Canada.

Buffalo, U.S.A.

**WILLIAM GALBRAITH & SON**

Wholesale Grocers

80 AND 82 ST. PETER ST.,

MONTREAL

**"CANADA'S PRIDE" CANNED GOODS**

THE BEST IN THE WORLD

**"HOME SWEET HOME" CEYLON TEA**

TRY IT

W  
JE  
JA  
M  
JA  
SHOE  
Are Har  
ABS  
will remove  
blemish. Doe  
move the bal  
be worked. \$2  
A BSO ERI  
bottle. Cures  
Varicose Vein  
W. F. Young, P.  
Canadian  
Persons  
kindly ment  
tisement in  
Supplied under

# WAGSTAFFE'S PRESERVES

We have to Offer, subject to being unsold:

## JELLIES

Red Currant, 12-16 oz. Jars and 5-lb. pails  
 Raspberry and Apple, 12-oz. Special Jars and 5-7 lb. pails  
 Crab Apple, 12-oz. Jars and 5-lb. pails  
 Grape and Red Currant, 12-oz. Jars  
 Raspberry and Black Currant, 12-oz. Jars

## JAMS

Raspberry, 12-oz. and 16-oz. Jars and 5-7 lb. pails  
 Black Currant, " " " " " "  
 Peach, " " " " " "  
 Cherry, " " " " " "  
 Green Plum, " " " " " "  
 Raspberry and Gooseberry, Special Jars and 5-7 lb. pails  
 Raspberry and Red Currant, " " " "  
 Strawberry, Special Jars

## MARMALADE

Orange, 16-20 oz. Jars and 2-7 lb. tins  
 Fig Lemon, 16-oz. Jars.

*Order now through our travellers or by wire or mail.  
 Goods will likely all be sold before being ready for delivery.*

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

### SHOE BOILS

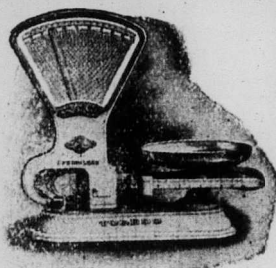
Are Hard to Cure,  
 yet

**ABSORBINE**

will remove them and leave no  
 blemish. Does not blister or re-  
 move the hair. Cures any puff or swelling. Horse can  
 be worked. \$2.00 per bottle, delivered. Book 6-C Free.  
**ABSORBINE, JR.** for mankind, \$1.00 per  
 bottle. Cures Boils, Bruises, Old Sores, Swellings,  
 Varicose Veins, Varicocoele, Hydrocele. Allays Pain

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

Persons addressing advertisers will  
 kindly mention having seen their adver-  
 tisement in this paper.



### Toledo Computing Scale

Will Save You Money—Lots of It

Since it's the easiest thing in the world to  
 give away a goodly margin of your profit  
 during the year, you should instal the TOLEDO  
 COMPUTING SCALE at once. Its absolute  
 accuracy will save its actual cost to you many  
 times over during the year. It cannot err.  
 Therefore you don't lose money by giving over-

weight, and you cannot lose customers by giving the fractional part of an  
 ounce underweight. It will pay you well to investigate.

The Toledo Computing Scale Co., Hamilton, Ont.



MANUFACTURED SINCE 1849  
 Supplied under contract to British and Indian Government

## Lost Accounts!

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

## Accounts Won

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

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

## RECIPROCAL DEMURRAGE

The shippers' side of the railway business.  
An address before the National Wholesale Grocers' Association of the United States.

At the recent convention of the National Wholesale Grocers' Association in Chicago, Geo. P. Thompson spoke on "Reciprocal Demurrage." Substituting Dominion Railway Commission where Mr. Thompson referred to the Interstate Commerce Commission, the address is very applicable to conditions in Canada. Mr. Thompson said in part:

"The law of equity demands equal rights for all parties to contract; reciprocity signifies a mutually interchangeable basis of agreement whereby the equivalent conceded is of a like obligation, the aggressiveness of either party depending on the advance or decline of the other.

"Briefly put, the theory advanced for your consideration is this:

"If the railroads charge you demurrage for failing to remove your consignments within a certain specified time why should not the railroads be charged demurrage for failing to deliver those goods within a specified, reasonable time?

"It is a notorious fact that the railroads are lacking in facilities to handle the great tonnage of the country's increasing commerce.

### Neglect Equipment.

"While they safeguard themselves by every little quibble in the exactions of rates and conditions, they neglect the most important factor of their being in existence as freight carriers, viz., the necessary equipment to transport the goods. They are exceedingly punctilious in requiring a 'China' rate on a case of cereals containing cups as premiums, but it is absolutely of no moment to them when that case reaches its destination. And if, as it may happen, after being out several months, followed by numerous demands for tracer, time and money spent in telegrams, letters, contracts cancelled perhaps, etc., it at last makes its appearance, you are instantly notified to remove the goods within a named period or they will be subject to demurrage charges. Your business arrangements may be such you would be facilitated by the goods remaining at the depot a few days longer; but railroads are paramount—it is the rule, and you know the penalty.

"Such injustice is being perpetrated by them daily, and it is manifest that a law is needed to govern the meaning of 'reasonable time for delivery,' and to restrict the violation thereof to a basis where unusual and unwarranted detention due to the negligence of the railroads, would be punishable by a forfeit on demand for demurrage by the interest injured, be it manufacturer or jobber.

"The answer of the railroads to complaints of delay is carbuilders are overloaded with work and cannot supply the cars needed, and until they catch up with orders no relief may be expected.

"That is as it may be, but it is up to them to attend to the business they solicit, and if they had to pay for these delays they would quickly find a way to avoid them.

### Armor-Proof Against Claims.

"The country should have full protection against this one-sided policy of the railroads. At present they are armor-proof against claims for damages resulting from their failures to deliver promptly. It is a matter of record where shipments delayed in transit (sometimes months) have depreciated in value at receipt, both in matter of quality and depressions of the market. What recourse have you? Will they reimburse you for these losses, cancelled orders, etc.?

"They have every protection, uniform bills of lading, etc., and you have nothing but a receipt promising to deliver with reasonable dispatch.

"Some power should have jurisdiction to impose limitation, and that power is the National Government. The matter is of such enormous and far-reaching magnitude it has reached the state where the Government alone is competent to act. So powerful a weapon has it become the railroads might thereby well-nigh cripple the commerce in certain localities which had earned their disfavor, while others were served where there was an axe to grind.

"Say to the next Congress, 'Give the Interstate Commerce Commission plenary power to exact from the people from the railroads a like penalty for wanton lack of service on their part as the railroads exact of the consignee who does not remove his goods promptly.'

"Reciprocal demurrage is not a question of fairness or unfairness to the railroads, but it should have occurred to them long ere this to offer some solution of this vexatious problem, which they have had to consider for many a day. But, as everyone knows, railroads

are too prone to consider nothing but what it laid down by law.

### Demand Justice.

"I have no desire to take up your valuable time with a lot of statistical information showing the delays in movement of cars. You are all no doubt, as familiar with it as I am. Conditions that confront the merchants to-day are past reasonable bounds, and an eye for an eye and a tooth for a tooth should be our policy—justice is what you should demand.

"The railroads see the clouds in the horizon and they are active in opposition to any reciprocal demurrage measures.

"The time has now arrived when your own protection requires that you assert yourselves.

"The wholesale grocers represent a very large proportion of the mercantile interests of the country and should you present a memorial to Congress recommending and endorsing enlarged powers for the Interstate Commerce Commission, empowering it to enforce a reciprocal demurrage statute, depend on it, you would not only be heard, but heeded.

"You can expect no relief until you have such a law, and some power to enforce it.

"Conferences with the railroads have borne no fruit, and never will.

"The railroads must be penalized, and when this is done, you will see a complete revolution in the handling of freight. Ask no favors, demand your rights.

"A railroad occupies the same position to you as does a manufacturer; when he is derelict, what do you do?

"Of course, the railroads are entrenched and will fight anything on these lines, but the people have waited long enough for the railroads to remedy the evil and no relief is in sight. We have suffered patiently, why procrastinate longer? It has been amply demonstrated the railroads are not going to do anything—demand a corrective measure and place it in the hands of the Interstate Commerce Commission for enforcement.

"It is unquestionably the right of every merchant who pays freight to compel the railroads to deliver promptly. They enforce the penalty when you act counter to their rules, therefore, it is incumbent on the National Government to furnish legislation suitable to the purpose and punish them for their derelictions, because they are not giving reasonably prompt service for money received, and no real improvement may be anticipated until a money forfeit is possible. They should serve the public efficiently or follow business methods—if a man damages another, he is liable for such damage.

"A drastic condition confronts you, and further submission would be puerile. Insist on your own recognition. Go after the railroads and obtain some form of protection, call it reciprocal demurrage or what you will.

"Similia, similibus curantur."

BILLIO  
IN A F

Levy Mayer,  
Mayer, Chicag  
iprocal Demu  
banquet, said:

"There is an  
uniform Gover  
railroads. The  
chaotic conditi  
There are in  
one thousand  
freight cars, e  
shipments ann  
140 in Great  
making confli  
dependent upo  
state laws. I  
of centralizati  
rights. The  
the vast indust  
try demand a  
remedy does no  
of state lines,  
trade and co  
arbitrary and  
exist. They m  
lications and  
worse in the  
blotting out o  
which has no  
commerce of t  
question of R  
it is not a ma  
it can be met

"This is kee  
lines that beca  
ago. Congress  
carrier receiv  
transportation  
bill of lading t  
to the holder f  
initial carrier,  
whose lines th  
no contract s  
from such liabi  
carrier shall be  
the carrier on  
curred the ar  
carrier may be  
single federal p  
constitutionalit  
work out one  
both to the sl  
that has been l  
tion in many y

"Out of the  
there arise ma  
that result in  
consequent liti  
nearly every ir  
to trace the ca  
locate the line  
The carriers ha  
the power to  
this the shipper  
It is inexcusabl  
shipper sending  
points and over  
finding out how  
curred. The init  
to select who  
roads and shou  
ticularly when,  
it can collect  
whose line the  
thousand shipp  
difficulties of l  
cause of the

(Continu



**BILLION SHIPMENTS  
IN A HAZE OF FOG**

Levy Mayer, of Moran, Mayer & Mayer, Chicago, speaking also of Reciprocal Demurrage at the convention banquet, said:

"There is an imperative necessity for uniform Governmental regulation of the railroads. The traffic question is in a chaotic condition, physically and legally. There are in the United States nearly one thousand railroads owning 2,000,000 freight cars, carrying over 1,000,000,000 shipments annually, as against about 140 in Great Britain. Judges are daily making conflicting railroad decisions, dependent upon inconsistent local and state laws. I deny that it is a question of centralization of government or State rights. The subject is one of which the vast industrial interests of the country demand a prompt solution. The remedy does not involve the obliteration of state lines, or political rights. In trade and commerce these lines are arbitrary and imaginary and should not exist. They must be wiped out or complications and conditions will arise worse in their consequence than the blotting out of a mere political theory which has no place in the trade and commerce of this country. It is not a question of Republicans or Democrats; it is not a matter of politics at all, and it can be met only by federal authority.

"This is keenly illustrated by a few lines that became federal law just a year ago. Congress enacted that any common carrier receiving property in interstate transportation shall issue a receipt or bill of lading therefor and shall be liable to the holder for any loss caused by the initial carrier, or by any carrier over whose lines the property passes; that no contract shall exempt such carrier from such liability, and that the initial carrier shall be entitled to recover from the carrier on whose line the loss occurred the amount which the initial carrier may be required to pay. That single federal provision will alone, if its constitutionality be finally sustained, work out one of the greatest benefits, both to the shippers and the carriers, that has been brought about by legislation in many years.

"Out of the annual billion shipments there arise many thousand complaints that result in claims for damages and consequent litigation. The shipper in nearly every instance is utterly unable to trace the cause of the injury or to locate the line upon which it occurred. The carriers have both the facilities and the power to ascertain the facts, and this the shipper has no means of doing. It is inexcusably unfair to cast upon the shipper sending goods between remote points and over many lines the duty of finding out how and where the injury occurred. The initial carrier has the right to select who shall be the connecting roads and should be made liable, particularly when, as the law now provides, it can collect from the railroad on whose line the injury occurred. Many thousand shippers, on account of the difficulties of locating the place and cause of the injury and the expense

(Continued on page 50.)

**GROCERY NEWS FROM  
ATLANTIC TO PACIFIC**

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

**CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL  
PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER  
CORRESPONDENT.**

**WINNIPEG.**

All the Winnipeg grocers, wholesale and retail, closed their places of business on Wednesday of last week in honor of the caterers' picnic at Winnipeg Beach. The trade in Winnipeg work harmoniously together and the annual picnic does a great deal to cement friendships among business rivals. There is a hearty co-operation among all branches of the trade in making an affair of that kind a big success—a co-operation which is very much to be commended and which might, with advantage, be emulated by grocers and general dealers in other parts of the country.

During the last year the Winnipeg grocers have been thoroughly organized as a section of the Retail Merchants' Association of Western Canada, and probably there is no city or town in Canada where the association idea has been more clearly understood or where it is more carefully followed out. It is in no sense a combine in restraint of trade according to any interpretation of the law. No attempt has been made at any time to fix prices or to enter into any price agreements. The Winnipeg grocers have directed their energies in other channels.

In the first place, they have tackled the credit problem, and while there has been no general introduction of a strictly cash system, customers are held down closely to a system of monthly settlements and credit is dearer and harder to get than at any previous time in the history of the grocery trade of the city. Time was, and not very long ago, when any person could get credit from a Winnipeg grocer. Competition was so keen that dealers were anxious to get business on almost any terms. Competition is still very keen, but dealers are wise now and not every one who asks can get all the credit he wants.

In every city there are many chronic "dead beats," who make a practice of running accounts with a number of stores. Their accounts never amount to very much with any one store, but they have many separate accounts. Each dealer gives them credit, not suspecting that they owe very many accounts and that they never pay. If their record were known they would never get credit from any live grocer. This evil has grown to alarming proportions in Winnipeg and the Grocers' Association undertook to deal with it.

The remedy was simple and it has proved effective. Each member of the

association—and practically all the Winnipeg grocers are members now—furnishes the secretary, in confidence, with the particulars of all slow-pay and delinquent customers. From this information the secretary is able to compile a "delinquent list," which is sent to all members, and which is carefully revised and kept up to date. Each member has, therefore, a list of dead beats to guide him when strangers ask for credit. The remedy has proved effective.

\* \* \*

W. H. Stone, one of the oldest Winnipeg grocers, is building a handsome new stone store on Main street, within a block of his present premises. The new store will be one of the handsomest in the city, and with larger premises, Mr. Stone will be in better position than ever before to handle his growing high-class trade. The fixtures will be up to date. Stuart Watson & Co., the Winnipeg agents for the Walker Bin and Store Fixture Co., have sold Mr. Stone a big bill of fixtures for his new store.

\* \* \*

F. E. Weldon & Co., one of the old Winnipeg grocery firms, are selling out and retiring from business. The store has been rented for other purposes.

\* \* \*

A. Hendry has removed from Notre Dame avenue to Portage avenue, the move having been necessitated by the alterations to the Winnipeg theatre, in which block Mr. Hendry's store was located.

\* \* \*

T. F. Davis, a Winnipeg grocer, doing business at the corner of Notre Dame and Spence Sts., believes in good window dressing. Recently he has had several particularly attractive windows, which have proved good business getters. A baking powder window sold every package of that particular brand in his store, and sold the goods in most cases to casual passers-by, who were not regular customers. No wonder Mr. Davis believes in good window dressing.

**CHATHAM.**

John McCorvie and sons, John and Rae, have returned from a trip to Niagara Falls, Toronto, St. Catharines and Port Dalhousie.

\* \* \*

D. A. Warner, an old and respected resident of Dresden, passed away last

## THE CANADIAN GROCER

week in his 75th year. A native of Chenango, N.Y., he went to California during the gold excitement and later traveled and clerked for a number of firms, finally engaging in the grocery business in Union City, Pa. Later he moved to Canada, locating first in Bothwell, then in Wallaceburg, and finally in 1870 in Dresden, where he conducted a grocery and furniture business until a few years ago, and served the town seven years as a councillor. He leaves a widow and four children.

\* \* \*

The Canada Flour Mills Co. recently moved into their new offices on Thames Street. The offices are handsomely fitted up, the predominant color being white, and everything is clean, light and airy. The new location is more convenient than that on Dover Street, being in close proximity to the mills.

\* \* \*

The city's tax rate for the current year is 28 mills. According to the revised assessment rolls for 1907, the whole rateable property of the city amounts to \$4,895,518. A 28-mill rate is fairly steep—is, in fact, the record for Chatham—but the city has at least good pavements, thriving industries, modern improvements and first-class schools to show for it, together with a good waterworks plant and a fine, modern market and other up-to-date public buildings.

\* \* \*

Reports from Ridgetown indicate the rapid spread of a new fruit pest, in the shape of a worm about half an inch long, which is attacking apple, pear, plum and ornamental trees with serious results. The worms appear in small numbers at first, but in a few days they are a wriggling mass numbering thousands. Their work commences at the bottom of the branch, and in a few hours not a leaf is left and the limb soon becomes dead. A web indicates their presence. Some fruit growers use a smudge to burn the pest out, while others cut off the branch and burn it entire. Similar worms are reported from Essex county.

\* \* \*

Duncan Morrison of McCorvie's grocery staff, who has been dangerously ill in St. Joseph's Hospital from typhoid fever, is at last reports somewhat improved.

\* \* \*

Frank Zink, the Murray Street grocer, the other day, while rearranging his stock, discovered that one of a number of boxes of matches had been nibbled by rats, as a result of which the matches had caught fire and the whole box burned out. Fortunately, the other boxes did not catch fire, and a serious blaze was averted.

\* \* \*

A barn in the rear of Williamson's grocery on King Street was visited by fire Saturday afternoon, a rubbish pile becoming ignited from some mysterious cause. Fortunately the fire department had the blaze quenched before it had got well started.

\* \* \*

At the present writing there are no less than four new industries in sight for the Maple City. One proposition has

in fact been concluded and only awaits the sanction of the ratepayers. The firm ask a \$20,000 loan, and will expend not less than \$40,000 on buildings and plant, with a wage scale of \$18,000 per annum. They will employ 75 hands, the loan being repaid in 20 annual instalments with interest at 5 per cent. The city and company have both agreed to the proposition, which has also been endorsed by the board of trade. The three other propositions are still in the incipient stage, but the civic industrial committee are hopeful of landing the industries.

\* \* \*

W. M. Murdock, who recently disposed of his grocery business to L. A. Cummings, leaves shortly for Cobalt, to look after his mining interests there. Mr. Cummings, since taking charge has commenced a line of aggressive and attractive advertising, and is sparing no effort to build up his trade.

\* \* \*

Miss Olive Turner, bookkeeper at Bradley's grocery, who has been quite ill the past week, is reported to be improving.

\* \* \*

E. A. Mounter has arrived home from a week's visit to Hamilton and Toronto, in the course of which he attended the meetings of the Master Bakers' Association of Canada. Mr. Mounter reports an enjoyable and profitable time. Mrs. Mounter, who accompanied him, remains for a while longer in Hamilton.

\* \* \*

Butcher Anson Mounter is the proud possessor of a cornstalk which, despite the frost, contrived to reach a height of 11 feet 11½ inches. It grew in Raleigh and was only four or five feet taller than the other stalks in the field.

\* \* \*

The auction sale of the assets of Frank C. Peck & Co., who have been conducting a general store at Jeanette's Creek, took place at the Hotel Garner here on Friday, Aug. 16. Mr. Peck bought the stock at 33 cents on the dollar and will resume business. It was only a few days ago that Mr. Peck was able to be out after a long illness.

Duncan Morrison, for the past fourteen months a valued member of the grocery staff of John McCorvie & Son, passed away at noon on Tuesday, Aug. 20, after a four weeks' illness. Though not quite 21 years of age, Mr. Morrison had given promise of a bright future as a business man and his demise is mourned by a wide circle of friends. His employer speaks in high terms of his honesty, courtesy and trustworthiness. He was a member of the choir of Victoria Avenue Methodist Church, and prominent in musical circles. Besides his parents, two brothers and one sister survive him. His father, John Morrison, is one of the most prominent Masons of the city.

The funeral took place at 2.30 Thursday afternoon from the family residence, Joseph Street, to Maple Leaf Cemetery.

### BELLEVILLE.

What is probably the last drive of saw-logs that will ever come down through this city, passed through the harbor boom here this week, and the

Moira and tributary streams will thereby be deprived of their supply of "barks" for fuel, and will miss the picturesque figures of the river drivers and the more or less melodious "chandanglers" along the banks of the river "ties" at their camping places at night during some weeks of each year. They will, after this year, have passed into history, and in a few years nothing will be left of them but their memories.

The grocers of the city will miss their presence here perhaps more than any other line of business. A hundred or so big, husky men stopping here for a couple of months each summer, meant that a lot of groceries were needed to feed them, and one grocer told your correspondent that the dying out of the industry meant hundreds of dollars to him. Other branches of trade will also be affected.

For a great many years the waters of the Moira floated annually to the saw mills which fringed its banks from Tweed to this city and to the Bay of Quinte, for the giant lumber-sawing concerns at Trenton, Baker's Island, Rossmore and Deseronto, a "teeming wealth of saw-logs," which filled its bed at times from Belleville to Cannifton, a distance of three miles; but year by year as the country has become denuded of its pine forests, the number of pines in the yearly drive has decreased. Some mills have closed or removed to other places, and now we see the end of a great industry which at one time gave employment to at least a thousand men, including the mill hands and those employed on board the vessels which carried the lumber to other ports, principally those of the United States.

For a hundred years, and probably more, lumbering was carried on along the Moira at first no doubt, on a small scale for the supply of local needs, but for sixty or seventy years extensively. In the early days when the scene of operations was near Belleville, a great deal of square timber, including oak and elm, was floated down to the shipping port, but as the forest receded before the axes of the lumbermen, the making of timber ceased and nothing of any account but logs and smaller stuff was driven down the Moira during the past forty years.

Now the waters of the Moira, the Scootamatta, Black Creek and other streams which have been monopolized by the lumbermen from time immemorial, will be freed from their control and will be utilized to furnish power for permanent industries of much more value to the country than lumbering ever was or could be, namely, mining and manufacturing.

Inseparably connected with the lumber industry on the Moira are the names of some of the old "captains" of it, men who were of great influence and power in their day, but nearly all of whom have gone to their reward. The names of Hon. Billa Flint, Abraham F. Bogart, David D. Bogart, Hiram Yeomans, Sanford Baker, Wm. Stinson, James Jamieson, Alex. Sutherland, F. W. Rathbun, James Cumming and of several members of the Canniff family, will recall to many memories of a past when Belleville was a small but prosperous town, and nobody thought that the then great source of employment for its inhabitants would end during their day. And yet such has been the case.

Mrs. James a grocery business street for several years and will remove to another place.

A good many because they are out their selling their percentage their cost price Daoust, a success the other day dent of the Market association, and stores, one on and the other

When you are quite a number of foodstuffs on their business way. They are a blindfolded somewhere, but where.

To give an grocers who are same profit than ago. Jam then, but these has not. Fouring jam at a less than they they retailed a five cents. To for the jam, a profit. It's like in the bank it at the rate of ting more money yet drawing no man gives the for nothing. I grocer gives his money for not any more interest than he does o

The grocer business than tries it on in the past five or ten years increased enormously thing have gone clerks are worth in some instances keep a horse. an upward ten has not been in prices.

It is easy to The wholesale price of an dozen. The sell the line at not deem it profitable price from 10c. cents have a sharp down sales. I where prices have on a line of goods \$1.05 a dozen, article still retail

Mrs. James Wilson who has conducted a grocery business on North Front street for several years, has sold out and will remove to Rochester, N.Y.

**MONTREAL.**

"A good many grocers fail these days because they do not know how to figure out their selling price in a way to make their percentage of profit in keeping with their cost price." This is what Placide Daoust, a successful grocer, remarked the other day. Mr. Daoust is ex-president of the Montreal Retail Grocers' Association, and he is running two retail stores, one on St. Catherine street east, and the other on Sherbrooke street west.

\* \* \*

When you come to think of it, there are quite a number of retail purveyors of foodstuffs who seem to be carrying on their business in a haphazard sort of way. They go ahead something like a blindfolded man; they are getting somewhere, but they do not know just where.

To give an instance, there are some grocers who are to-day selling jam at the same profit they made four or five years ago. Jam prices have advanced since then, but these retailers' ratio of profit has not. Four years ago they were buying jam at a cost, say twenty per cent. less than they are paying to-day. Then they retailed a package at a profit of five cents. To-day they are paying more for the jam, but have not raised their profit. It's like putting a hundred dollars in the bank and getting interest on it at the rate of \$6 a year, and then putting more money in the same bank, and yet drawing not a cent more interest. The man gives the bank the use of his money for nothing. In just the same way the grocer gives his business the use of his money for nothing. He does not draw any more interest on five hundred dollars than he does on four hundred.

\* \* \*

The grocer receives less money out of business than any other man if he carries it on in this manner. During the past five or ten years expenses have increased enormously. Prices on everything have gone up; rent is higher; clerks are worth twice as much; it costs in some instances 30 per cent. more to keep a horse. In fact, there has been an upward tendency in expenses which has not been met by an equal advance in prices.

\* \* \*

It is easy to explain in some cases. The wholesale houses occasionally put up the price of an article one or two cents a dozen. The retail grocer continues to sell the line at the old figure. He does not deem it politic to advance his selling price from 10c. to 11c. or 12c., the odd cents have a strange way of keeping down sales. I know of some instances where prices have gradually advanced on a line of goods from 90c. a dozen to \$1.05 a dozen, at wholesale, while the article still retails at 10c. a can, or a

bottle. The retailer's cost price has been rising, but he has not advanced his selling figure. Why he does not is a mystery. It may be fear of competition, because competitors are quick to see an opportunity of this kind, and when they can sell 2c. cheaper than Smith they usually get Smith's trade.

\* \* \*

This pruning down of the profits might be ascribed to lack of unity in the trade. There is too much "see who will get there first," and in the rush many a poor fellow is pushed to the wall who might have survived did the grocers work together to their mutual advantage. This is where the Retail Grocers' Association is of benefit. It works for the good of all its members. The men who belong to it are working with one another, not against each other.

\* \* \*

Unfortunately for the grocery trade Montreal has not such an association of retail grocers as it should have. There is the Montreal Retail Grocers' Association, but it does not comprise nearly all the retailers in the city. Quite a number belong to the organization, but there are just as many who do not, and those who are non-members care not a rap for the doings of the rest.

\* \* \*

Illustrating the real need of an association at present is the early closing movement. In some sections of the city, Point St. Charles and the southwest, the best grocers have consulted one another and have been closing one night a week, Thursday. In St. Henri they are closing once a week. In St. Cunegonde they are now closing two nights a week.

\* \* \*

If there was a powerful association in Montreal it would not be a month before every retail grocery store in the city was closed two and three evenings every week.

\* \* \*

The latest grocers to join the movement are Messrs. Laniel, president of the Retail Grocers' Association; De Montigny, Desrochers, Ferron and David. They are in the Centre street district, and are now closing Thursday evenings.

\* \* \*

J. Lamoreux, president of the Butchers' Association, is thinking of running for alderman in St. Louis Ward next civic elections. He would make a good man for that division, particularly as far as the retailers are concerned, as he is enthusiastic on all things tending to better their condition.

\* \* \*

John Robertson & Son, St. Catherine street, have a good summer window. It is a mountain scene, two real grassy little hills, with a campers' tent in the valley between, and the necessary outing supplies displayed around. The window is well dressed and ought to sell goods.

**PETERBORO.**

This summer, which seems now to be drawing to a close, has been a busy one for the grocers here. They all report a large volume of business and while the farm trade is falling off a little every year the increase in the city business more than makes up for it. The grocers are all contented and are making some money, although it is hard to get some of them to spend it.

Speaking with one of the largest merchants the other day your correspondent was informed that coffee roasting was not a profitable business for the average grocer, and any merchant could be easily deceived. He admitted that those who buy coffees already roasted have to rely upon the word of the traveler from whom they are buying to a great extent. But he also pointed out that the man who roasts his own coffee is dependent upon the traveler also. There is such a similarity in the green beans that only an expert can detect it, and yet there is a wonderful difference in the strength, flavor and value of just those beans that are most similar in appearance. A traveler could easily ship a substitute for Java and it would not be detected until after it had been roasted and tested. Therefore, there is little to gain in that way by home roasting. It was also pointed out that while a little money is saved by the individual grocer roasting his own coffee, he takes such chances in getting the different batches turned off just right that by the time he allows for loss the saving has been eaten up. If a batch is roasted a little too much or not quite enough it is spoiled, and the whole thing is lost, with tea it is quite a different matter. Many merchants can learn successfully and profitably to blend their own teas. It is an advantage to do so, for the man who blends his own teas knows at least just what he is offering his customers and is able to find out gradually their respective likes and dislikes.

\* \* \*

The fruit season has been a short and lean one here, strawberries, raspberries, cherries and all the early fruits were such a small crop and prices were so high that nothing like the average quantity was handled. Apples are now the chief fruit and so far, they are very small and hardly worth buying. Peaches are coming in and the housewives are hoping that prices will be within reason. If not, many families will have to go this winter without preserves.

\* \* \*

The trustees of the Nicholls estate recently donated to the city a large, handsome three-storey building for a public library. The gift is valued at about \$30,000, and will make an ideal library. All the remodelling necessary will be a new front. Plans for this have been submitted by several architects and the committee in charge is now considering them. It is expected that some \$10,000 will be spent on the structure in furnishings, etc. When the building is complete internally and externally, Peter-

boro will have a library that she can be proud of.

\* \* \*

Perkins, Ince & Co., of this city, on Saturday received a direct shipment of raisins from Australia. So far as is known, this is the first direct shipment of this kind of fruit ever brought from the Antipodes to Peterboro. If the raisins sell, it is the intention of the firm to import a large number from Australia.

**MIDLAND.**

Here are fourteen stores selling groceries and foodstuffs and all doing a thriving trade. Seven of these are exclusive provision stores, the other seven being general and departmental establishments, three of them making a specialty of catering to the marine and tourist trade.

Farm produce in Midland is always good in price. Butter and eggs at present writing, retailing at 20c. and 21c., respectively, which is an average price for the summer and fall months, but during the winter and early spring the prices range up near the 30c. and 35c. notes.

Fruits and vegetables are in good demand, fruits, especially, not being available in sufficient quantities and prices are high.

Canned goods sell well. There is always a good demand for them, and it is a pretty sure end of the grocery business.

The marine trade is considered a factor in Midland's merchandizing, and during the navigation season a lively and lucrative business is carried on with all kinds of water craft.

About July 1st the tourist season opens up, and while the trade is pretty well divided amongst the several provision houses, there are at least three stores making a specialty of catering to tourist needs. So much is this tourist business prized that one enterprising firm has purchased a neat little passenger and freight boat, which plies daily between the several summer resorts situated on the Georgian Bay, supplying the wants of these summer visitors and affording pleasant and appreciable conveyance for passengers from point to point.

One system of accommodation that seems to be well patronized is the houseboat service.

The portable or floating houses may be had to accommodate either small or large parties, and is certainly a very nice way of spending a week, a fortnight or a month upon these pleasant waters and amidst scenes that invites the world's keenest rivalry for beauty and healthfulness.

Supply boats call usually every day at landings convenient to these house boats, and a lively trade ensues.

The hardware and sporting goods people get a share, of course, of the tourist trade, but the principal demand is for provisions.

It would be rather a hopeless case indeed where one would be found without a real good hungry feeling after spending a day or so in this invigorating air.

That this summer trade must be of considerable volume and a help in an otherwise quiet season of the year, is an assured fact, especially when we consider that several small grocery stores are scattered among these resorts and that our neighboring town of Penetanguishene derives a certain benefit through its portion of the trade.

Digby Horrell, manager of the J. B. Horrell & Son departmental store, and his wife and little daughter, Jean, are spending a fortnight's outing up on Lake Tamagami.

Lester Brown, of Owen Sound, who has been with J. B. Horrell & Son for some time past as grocery salesman, left last month for Fort William, where he has accepted a promising situation. Mr. Ross, of Barrie, a young aspirant in the grocery business, comes to fill Mr. Brown's place.

**WOODSTOCK.**

O. White, for several years a prominent grocer in this city, has been appointed by the public school board a member of the teaching staff and will hold the principalship of Delatre Street School. Mr. White taught school before entering the grocery business and is merely going back to his first love.

\* \* \*

The fruit crop this season has been somewhat of a disappointment. The raspberries have been decidedly scarce. Early in the season indications all pointed to a big crop, but the dry weather came and dried the berries up. The price has never gone below ten cents a box and at that the quantity has not been large. The first harvest apples are beginning to come in. This section of the country is very badly in need of rain. Crops and vegetation are suffering severely for want of moisture.

\* \* \*

Grocers report that business has been quite brisk of late. They have a lot of work to do.

\* \* \*

The annual meeting of the Retail Merchants' Association was to have been held one evening last week, but there was not a quorum of members, so no business was done. There has been no meeting now in several months and each night the same old story—no quorum. This condition shows a disappointing amount of interest on the part of those whom such an organization is made to benefit, and it is no wonder that those who have officered the organization during the past year are ready to quit in disgust.

**KINGSTON.**

Just a few lines. I did not have a letter to send you last week. Fact was, weather too hot and clerks sick or off for holidays. Camp orders to send seven miles in one direction and five in opposite. This takes time, and wears out

horsehide, but it will soon be over. Kingston is a great place for tourists, being situated at the head of the River St. Lawrence and Thousand Islands, and small lakes, abounding with fish an in easy access. It is a pity Kingston lacks hotel accommodation. A traveller said a short time ago that he didn't know of any place on the continent where there was a better opening for a large hotel.

Tourists in the summer and students in the winter, find it hard to get the kind of accommodation they require.

A big crowd of grocers met on the market, and they were certainly excited. Everyone was out of potatoes, and there was none to buy. "What's the matter, anyway," said one. "Why," replied Tom the Gardener, the peddlers went out three miles and bought up every potato." Now peddlers have a soft thing of it here. I asked an alderman about the Peddlers' By-law and he said he thought a man could buy home-grown stuff and peddle it without a license. We have by-laws galore, but we have no one to see that they are carried out. Something must be done. The grocers are getting sick of the present state of affairs.

Mr. Stead, representing Green & Co., importers and manufacturers' agents, called on the trade this week and was successful in placing many lines of goods from Bristol, England. The quality of goods shown were of good value and neatly put up.

Potatoes sold as high as \$1.25 a bushel. James Redden & Co. and Albert Glover are each putting up large buildings to store potatoes. We have only one commission house here, and it can't fill the orders.

The outlook for canned corn, peas, tomatoes and fruits is serious. Prices are opening up on the roof. Those who bought early on the ground floor from such reliable institutions as the Canada Brokerage Co. and others, are fortunate. We hope they will keep up their good reputation and fill all orders in full, and not do the whining act by crying short crop, etc.

Kingston is slow, but in a good healthy state, morally, financially and politically. It may not have the cornstalk growth of some cities which in time weaken and droop, but it has a steady growth, and at present it is difficult to get a house to rent. A lawyer has started building three-storey flats on account of our colleges. It is a great place for boarding-houses and restaurants.

I don't know a grocer who does not need two or three weeks' rest. Rev. McTavish, a good, solid Presbyterian, divine, advocated early closing Saturday evenings, say at 9 o'clock, and he deserves praise for his remarks. Grocers should go in for shorter hours. They work now from 12 to 16 hours a day, and after the day's work they are only fit to go home and throw themselves on a sofa and go to sleep and dream of lost opportunities and money thrown away in wild cat mining schemes. One trouble about early closing is that some fruit

and ice cream groceries and what to do in

Mr. R. Smith the Montreal tainly a pleasure meet. His a-ham a-ham more just no powers in Au knowledge lig

As the price canned goods of living" w people another salary who l a little, will "good times" means a hard when the price of Canada he will be ap his mind that make a nice surprised to it struck us a very large things are n small item in It is to be l so good that at the high p

The very makes the ou and tomatoes if the pack corresponding

One of the scarcity of Good clerks and as for do not to be h good—a few ing their han cers have wi aging. They for the averag good times sh quality of th stores, the b drivers having offices or m Northwest.

I read of a decision given court the of er applied f rupt laws an from all his the grounds t business with training and beginning in ion. Since h making, there ply inevitable him a discha establishes tl who careles business of v knowledge, w from the cou get away fr legal process. work out in grocer would

and ice cream dealers carry a stock of groceries and the law is puzzled about what to do in such cases.

Mr. R. Smeall is now travelling for the Montreal Packing Co., and he is certainly a pleasing knight of the grip to meet. His meats are O.K., and nice, 2-8 a-ham a-ham. I can't think of any more just now to write. My thinking powers in August are weak, my fund of knowledge light.

**HAMILTON.**

As the prices begin to come out on canned goods it looks as if the "price of living" was going to give us poor people another squeeze. The man on salary who has not had it boosted up a little, will begin to think that the "good times" for the majority of people means a hard-luck story for him, and when the grocer gently tells him the price of Canadian Cannery's strawberries he will be apt to feel ill and make up his mind that pork and beans would make a nice change. We were rather surprised to see the figure for peas, as it struck us all along that peas were a very large crop, but then the way things are now the raw material is a small item in the cost of manufacture. It is to be hoped that times will keep so good that the people will buy even at the high price.

The very dry weather prevailing makes the outlook for the pack of corn and tomatoes look rather gloomy, and if the pack is small the price will be correspondingly large.

One of the great troubles here is the scarcity of competent business help. Good clerks are as rare as hens' teeth, and as for deliverymen, they are simply not to be had—that is that are any good—a few Old Country people are trying their hands, but the experienced grocers have with them are very discouraging. They know too much altogether for the average Canadian. I suppose the good times should be credited with the quality of the help that is left for the stores, the better class of clerks and drivers having drifted into factories and offices or migrated to Cobalt or the Northwest.

I read of rather a startling legal decision given in an English bankrupt court the other day. "A retail grocer applied for the benefit of the bankrupt laws and asked to be discharged from all his debts. He was refused on the grounds that he had engaged in the business without experience or business training and had conducted it from the beginning in a low and slipshod fashion. Since his trouble was of his own making, therefore, and his failure simply inevitable, the court refused to give him a discharge." This decision really establishes the principle that a man who carelessly and lightly starts into a business of which he has little or no knowledge, will not get any protection from the courts, that is, that he cannot get away from his creditors by any legal process. Wonder how that would work out in Canada if the wholesale grocer would get a few copies of that

judgment and present to the mechanic or farmer who pops up with a couple of hundred dollars to start a grocery store? I think it would make them stop and think before they engaged in the business, and would also protect the qualified grocer from unfair competition.

**GUELPH.**

There has been ideal harvesting weather and the majority of the farmers are too busy with the crops to come to market, consequently there was a small supply in all departments on the market on Saturday. The supply was not nearly sufficient to meet the demands of the large number of purchasers, and prices were generally higher.

The dry pastures are, to some extent, responsible for the scarcity of butter, which sold at from 22c. to 25c. a lb. Eggs remain about the same, 18c. to 20c. Potatoes, \$1 per bushel. The first nice cauliflowers of the season brought 15c. each. Tomatoes, which are beginning to come in freely, sold at from 30c. to 40c. a basket.

Ideal weather, a big crowd, good races, combined to make the Guelph clerks' and salesmen's picnic a grand success, and incidentally to put the smile that won't come off on the faces of the executive committee for another year. It was just like all other picnics, except that it was held in our own city, for which the boys deserve credit. Although the price of admission was small it placed a nice balance in the treasury department, after fixing up that Hamilton excursion. A young grocer, Bobbie Robinson, of J. C. Haddon's, showed a pair of heels in front of all the principal races, and was the most popular man on the grounds. George Walker, of H. Walker & Son, was one of the judges in the baby show, and is now sore on the executive for allowing Mayor Newstead, who has no children, to assist him. He may make a good mayor, but what does he know about babies is George's question.

A small fire in the rear of Mr. Dennis' grocery store, on Waterloo avenue, came near doing a lot of damage Monday afternoon. As it was, the house next door got the worst of it.

Tuesday's fruit market had a good attendance of both buyers and sellers. The tomatoes were real choice at 40c. a basket. A few raspberries were sold at 12½c. a box, while lawton berries brought 14c. a box.

This is ladies' day on the street cars for St. Joseph's hospital, and certainly won't help business any. Like the Made in Canada fair, the merchant gets it from all directions. I often wonder if there is one firm with nerve enough to refuse to be held up by these schemes of raising money for public institutions and also for prizes for fall fairs, etc. Why don't the Merchants' Association take this matter up?

Our city council is working overtime these days and nights, Monday night's meeting lasting till after one o'clock in the morning, and the main business done was to give us a couple of local law suits between some of the members. It is time this schoolboy business should be cut out and the city's business attended to.

There is, and I hope it will be a success, talk of a Grocer Clerks' Associa-

tion, to meet once a week and get good, practical grocers to give addresses, and also to take up tea blending and other things important to the business. Keep it moving.

Additional correspondence on page 50.

**JOHN GILBERT WENT A' FISHING.**

**Missed From Church, Paper Rashly Surmised He Was Ill.**

The other day a Kingston paper referring to the heat of a recent Sunday and Monday, said of John Gilbert, the grocer of renown:

"John Gilbert, who was fishing at Battersea, was completely overcome, yesterday, and had to be removed to his home."

Mr. Gilbert got back at the editor the following day, as follows:

"Whoever informed you that I was out fishing Monday and was prostrated with the heat and had to be brought home, must have had the nightmare. I was in my store Monday and helped to put up a large order to be shipped farther than any retail shipment that ever left Kingston, as far as I know, viz., to Kobe, Japan. I will acknowledge that the day before I felt unable to go to church, having a severe headache, owing to the large trade we did, Saturday, so betook myself to Loughboro Lake to escape the heat of the city and have a chat with my uncle, and breathe the pure, sweet air of the lake. Yes, I had to be driven home by a good team of horses I own, for I didn't care to walk. I may, like all grocers, have financial cramps sometimes, but seldom ever get overcome with heat or cold."

**A DOG-EATING PEOPLE.**

The tribe of Igorrotes, from the Philippine Islands, which were on view at the Canadian National Exhibition last year, will again be in evidence for the two weeks of the exhibition beginning August 26th. The Igorrotes are known to most people as the first discoverers of the edible qualities of the common dog, but they have other claims to fame besides their unusual gastronomic abilities. In their own country they are head-hunters and no respecters of persons. Those who know them, however, say that they are white beneath their tan, and make loyal friends when once their interest or affection is captured. Their village at the exhibition should be worth a visit.

**VALUE OF PEANUTS AS FOOD.**

Prof. F. E. Jaffa, who has been connected with the California State University for thirty years, says, in a bulletin, prepared for the United States Department of Agriculture, that 10 cents' worth of peanuts contain more than twice the protein and six times the amount of energy contained in a porterhouse steak. These conclusions were arrived at after studies and experiments with students and others as subjects.

## EFFECTIVE WINDOW DRESSING

An Excellent Idea Effectively Worked Out by Will J. Norfolk, of Stratford—  
A Bridge of Cereals—Time to Get Back to the Window.

The accompanying illustration shows the window of Will J. Norfolk, of Stratford. The display is a unique mechanical device, a suspension bridge of cereals. The idea is splendidly worked out and we can easily believe that it attracted much attention and sold a lot of goods. Mr. Norfolk believes in ticketing all his window displays and any kind of a ticket won't do. Ill-made price tickets will spoil the appearance of the best of windows, but, properly done, they add much to the interest of a display.

\* \* \*

A good many grocers have been neglecting their windows during the fruit season and it is time to get back to business. We would like to hear from someone who has devised and executed an attractive display of preserving jars. Most grocers who attempt a display fill a window with boxed dozens and make the window look like the back door of a wholesale house.

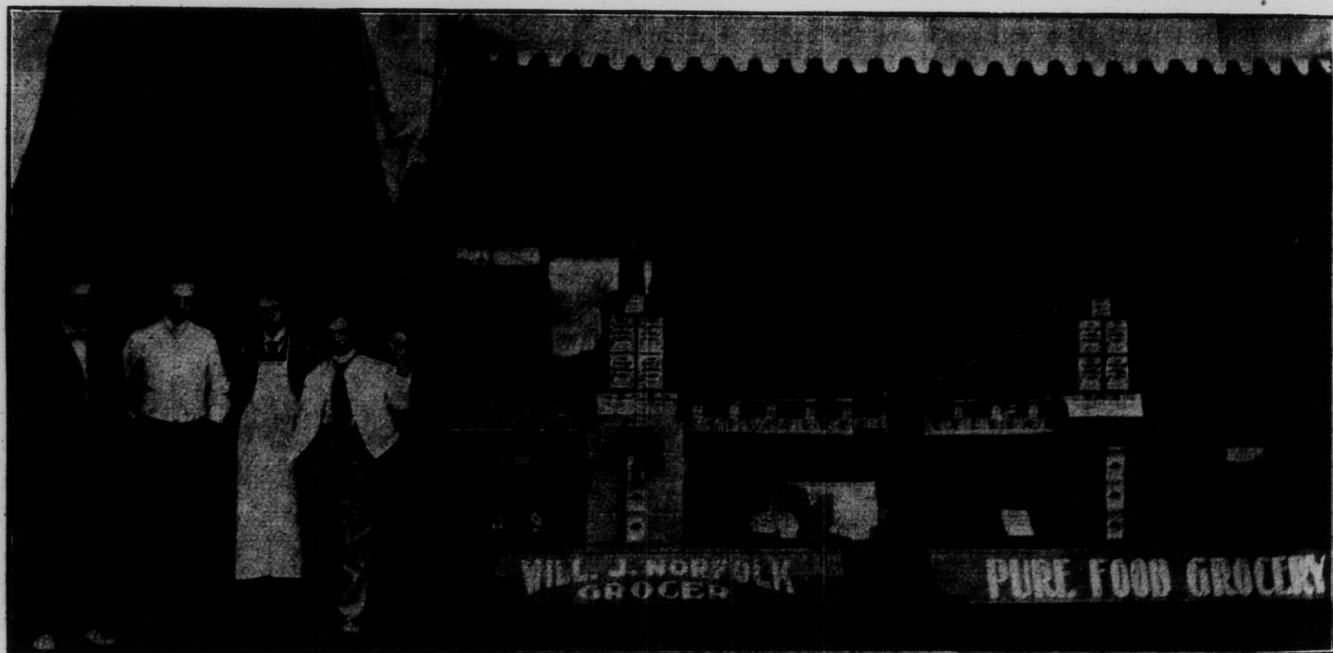
When you stop to consider what one may see in a leisurely walk of half a mile or so along a street of shops you become aware of the fact that a shopping district is a sort of institute of allied arts, sciences and inventions, and the man who cannot get some ideas or impressions of value out of a judiciously arrested promenade must be a dull observer at the mildest estimate.

I have derived an immense amount of pleasure and benefit from the inspection of shop windows. In fact, it is one of my ways of keeping in touch with the world's aesthetic and practical progress. You can judge of the character of the community much more intelligently from a study of its shop windows than you can from the inspection of its art galleries, public libraries and kindred objects of local pride, for these latter represent the energetic spirit of the cultured few, or may even be the result of one man's generosity. Shop windows, on the contrary, certify

### LOYALTY IN WINDOW-DRESSING.

Patriotism, at first glance, would not seem to bear any close relation to window dressing. Occasionally, however, the window can be made a useful medium through which to appeal to public sentiment and incidentally create a doubly favorable impression for the goods displayed.

F. G. Ward has been manager of the Great Atlantic and Pacific Tea Company, whose headquarters are at Minneapolis, Minn., for something like 20 years. His opportunities to observe the usual and unusual in window dressing have, in the nature of things, been extensive. Lately Mr. Ward created something of a sensation in window dressing circles and among the general public by designing a display at once striking and unique. Bulk tea and coffee are not usually regarded by the craft as the best mediums to use in making a display which is intended to be attention-compelling and a coin-loosener. Mr. Ward, however, by the use of tea, coffee and different-colored sugars, reproduced the United States flag in toto, and above the stars and stripes formed with the same materials the words G. A. R. The result was described by all who



A Bridge of Cereals in Stratford.

### AN EDUCATIONAL FACTOR.

We talk of the educational influence of visits to picture galleries, to collections of art and museums in general, but half the people who go to them do so in a perfunctory, careless fashion because they are impelled by a vague sense of duty, and often they come away with very little more than they took with them. But every business thoroughfare of a great city is a delightfully entertaining art gallery, museum and university in one, if you are of a mind to so regard it, and looking in at shop windows is usually due to an eager curiosity that makes it an unconscious benefit.

the general taste or lack of it; they photograph the people themselves, for the grade and tone of the shop displays almost invariably correspond with the grade and tone of the community that encourages them. I have persuaded myself that I need no other evidence than shop windows afford me of the great improvements steadily going on in this country. I have noted very remarkable changes in the course of the sixteen years that I have been making regular tours among the cities of the United States. On all hands are to be seen increasing evidences of taste, refinement and general educational betterment.—Exchange.

saw it as the work of an artist, and Mr. Ward was made the recipient of many congratulations on his patriotic achievement.

### BRANCH OPENED IN PARIS.

Leon Fontanel & Cie., Montreal, have opened a branch office in Paris, France, at 20 Rue Reaumur. The firm is now prepared to quote goods f.o.b. loading port or c.i.f. Canada.

The assets of F. A. Thompson and Co., general store, Buckingham, have been sold.

Grocers, I  
to say, only  
thousand, w  
handler of f  
too, very n  
to learn bef  
nish his fello  
of edibles c  
born a groce  
capacity, ar  
He can learn  
Will J.  
taugible evi

cer. Herew  
interior, an  
picture of h  
Mr. Norfo  
posite page,  
the group, i  
est and sma  
as yet a co  
twenty-three  
cord in busi  
majority of  
proud of. F  
successful, r

**PURE FOOD  
GROCERY OF  
STRATFORD**

**Will J. Norfolk and his Food-stuffs Store.**

**An enterprising young man who is making his ideas tell in trade.**

**Some things experience has taught him.**

Grocers, like poets, are born; that is to say, only one man in a good many thousand, would ever make a capable handler of foodstuffs; but they are made, too, very much made, for there's a lot to learn before a man can properly furnish his fellowmen with the endless kinds of edibles classed as groceries. To be born a grocer a man must have business capacity, ambition, ethical principles. He can learn the rest.

Will J. Norfolk, of Stratford, gives tangible evidence of being a born gro-

teemed young man. His father, the late Alderman Norfolk, who had for some years taken a prominent place in Stratford's municipal affairs, died about a year ago.

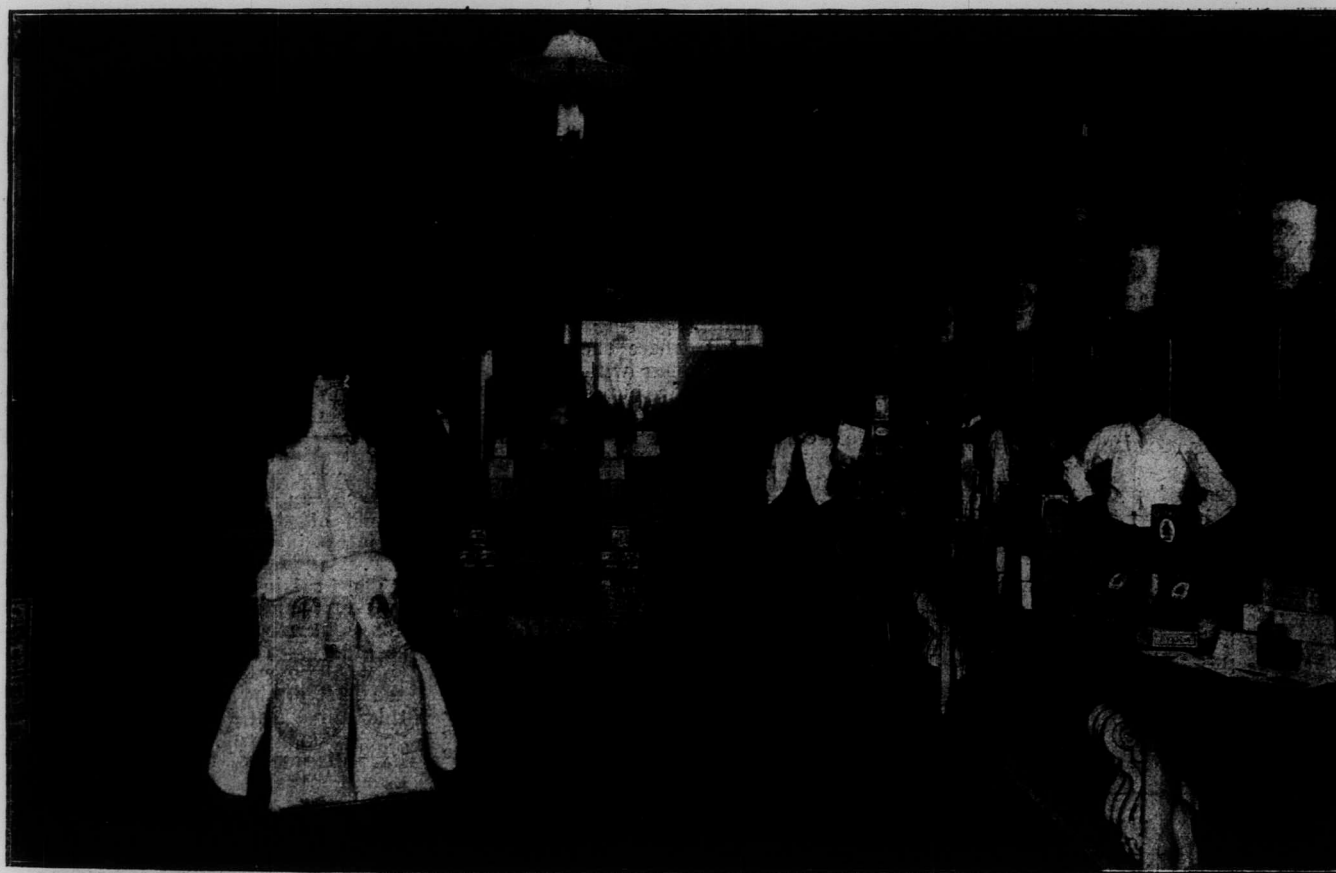
Some months ago, Mr. Norfolk, by one of his enterprising moves, secured the large store on Ontario street, right in the middle of the town's busiest quarter, which is shown in the two photographs. He had previously been in a smaller store across the street. His present store is certainly one of the cleanest and

most efficient worker in the Methodist church, an ex-president of the Epworth League, a member of the choir and a teacher in the Sunday school. In musical and social circles he is also popular. Altogether, he seems to be an exceedingly good example of what a young man possessed of pluck, push and principle may do.

When securing these photographs from Mr. Norfolk, The Canadian Grocer's representative asked him to write something about his business and his methods. He did so, as follows:

"About seven years ago I drifted into the grocery business, more by accident than by inclination, and during that time have served about two years as a clerk, two and a half in partnership, and the remainder as manager of my own store.

"During this time I have learned one thing of importance. That is, that today when competition is keen and stren-



Will J. Norfolk's Store in Stratford.

cer. Herewith is a picture of his store interior, and on the opposite page is a picture of his window.

Mr. Norfolk, in the picture on the opposite page, is standing at the right of the group, next the window, the youngest and smallest man of the four. While as yet a comparative youngster, only twenty-three, he has already made a record in business and as a citizen that the majority of men twice his age might be proud of. He is one of Stratford's most successful, most energetic and most es-

briest in Stratford, which, by the way, is above the average as far as well-kept groceries are concerned. For some time he used the phrase, "The Clean Grocery" as an advertising catch word, and his store certainly lived up to its advertised reputation. Recently he has adopted the term "Pure Food Grocery," which may be seen conspicuously displayed in the photograph of the store window.

Mr. Norfolk's energy is also seen outside of business hours. He is a prom-

inent worker, and wide-awake work, at that.

"To have an absolutely clean and bright store seems to me to be one of the greatest drawing cards in the business. This is one way in which the average grocery store is lacking.

"Then, again, goods should always be well and artistically displayed and priced, and this stands especially true for the show-window. Every article in our window is priced and, we find, with good results. We change our window

display regularly, usually about once a week. A window, of which the accompanying photograph tells the story, we found to be very attractive and one that people noticed and talked about for weeks.

"With our business, special attention is always given to the quality of an article before it is purchased. A good article means a satisfied customer. Some one has said, 'If a man writes a better book, manufactures a better line of goods, the public will find him out though the pathway to his door leads through a forest.' I believe with him, that if I sell better bacon and better butter than most other grocers, the people are bound to come to me for them.

"I believe, too, that particular attention should be given to advertising. Nothing helps to build up a business more rapidly than carefully prepared advertisements, appropriate to the line of business you wish to do. We have regular space in both dailies printed in Stratford, and get good results. Advertisements, to do the best work, should be changed daily. Then we have a duplicator, by which we print hundreds of circulars, which reach more directly those who buy at the store, and which we wrap up with orders. These thoroughly back up the newspaper advertising, and give one a better chance to work out new schemes of his own.

"The question of store help is a troublesome one. It is generally hard to get just the man you want. But you cannot expect good work from poorly-paid clerks. One well-paid, hustling and courteous clerk will accomplish more work and hold more customers than half a dozen easy-going, indifferent fellows. Give your clerk a raise once in a while to show him you are interested in him and he will soon brace up and surprise you with the improved work he will do.

"These are a few of the many interesting features of the grocery business. There are others—prompt deliveries, pushing for new trade, up-to-date office work, etc., but as every grocer has to work these things out for himself, I will leave him to do this in his own way.

"Last, but not least, always read *The Canadian Grocer*. It will repay you many times."

#### CALIFORNIA DRIED FRUIT.

##### Crops Uncertain—Sulphur and Peaches—Prunes Not Sulphured.

Under date of Aug. 7, Griffin & Skelley Co., San Francisco, addressing their Toronto agents, W. G. A. Lambe & Co., regarding the dried fruit situation, state:

San Francisco, Cal., Aug. 7, 1907.

To Our Brokers:—Climatic conditions seem to be greatly disturbed all over the United States. While fruit in this state has not as a rule suffered as much as it has in the majority of the fruit-producing districts of the United States, we have had, and are now having, our little troubles.

You will notice that very unusual conditions exist all over the country,

even at the present writing. Some of the districts east that promised fairly well seem now to be turning out very poorly, for one reason or another.

In dried fruit circles the situation is rather peculiar, particularly so far as peaches are concerned, owing to the discussion regarding the use of sulphur, with which you are doubtless familiar. You are undoubtedly also familiar with the fact that our Mr. W. M. Griffin went to Washington with a view to discussing this sulphur question very much at length with the department. His personal familiarity with the feeling of the department convinces us that it will be their policy to permit the sale of peaches and other varieties where sulphur enters into the process of preparation this season, with the distinct understanding, however, that the growers and packers use their very best efforts to reduce the amount of sulphur used to the lowest possible point.

We presume you understand that in the preparation, for instance, of peaches, the fumes of sulphur are used on the fruit while it is green, with a view to preserving the natural color on the one hand, and to destroy the bacteria on the other, and not as a preservative in any sense. Repeated tests demonstrate beyond any question the fact that when fruit prepared in this way has been cooked it is impossible to find any trace of sulphur.

We are absolutely in sympathy with the efforts of the department and the commissioners in the different states in this connection, and we have taken up the question with the growers with whom we do business, with a view to assisting them in getting their operations to a point where the very smallest amount of sulphur will be used, and there is no question but what the department at Washington, and also the food commissioners of the different states, will approve of fruit where it is evident that some special pains have been taken to improve conditions. Our men in the country are working directly with the growers from whom we get our supplies and report most satisfactory progress.

The peach market, as a result of the agitation over the sulphur question, is, of course, more or less disturbed, as both the packers and growers have been to some extent "in the air." Things, however, are adjusting themselves again. As to what the future of the market will be, time only can tell. The indications, however, point to there being more peaches dried than it was thought there would be earlier in the season. This is the result of the inability of the canners to take care of all the fruit as rapidly as it ripened, necessitating the farmers drying their fruit in order to save it. To what extent this change in conditions will finally affect the market we are unable to say at this time.

So far as apricots are concerned, there are so few obtainable that there is really nothing to say. There is no question of price involved; it is simply a question of getting hold of a few goods. There will probably be less apricots shipped out of this state this year than has ever been known in the history of the business, that is, since the apricot business got to be of some consequence.

As to prunes: We have been feeling the effect of the apparently disturbed climatic conditions quite severely, particularly in the outside districts, during the last two weeks. In practically every district of the state, outside of the Santa Clara valley, as near as we can learn, there has been a very unusual and unaccountable drop going on. You are well aware, of course, that we have a regular June drop. When that is over, the fruit that is left on the trees generally goes through to maturity. The situation seemed to change this year for some reason. We had our June drop, and are now going through another one. In many instances, the one that we are having now has cut the yield of the orchards affected down 50 per cent. To what extent this will finally affect the yield of the state, we are unable to say, but it has resulted in a particularly strong feeling here, so strong, in fact, that it is absolutely impossible to buy anything from the growers at the present writing. They feel that they want to get as much as possible out of what prunes they are going to have, and are going to hold on until the Market reaches their ideas.

It is impossible to pick up anything in the shape of outside prunes to-day at anything under a 4½c bag basis, which means that they have got to be sold at at least a 5c bag basis, to leave the packers any compensation for their work. Growers in the Santa Clara valley will not name a price. They have only about one-quarter of a crop.

You understand, of course, that prunes are in no way affected by the sulphur agitation, except ruby and silver prunes. These two items will probably be dropped from the list from now on; at least, we are not giving them any consideration.

So far as we are concerned, in the preparation of the black prune, steam only is used. In fact, we simply use a sterilization process, with the result that our customers, as well as ourselves, can absolutely guarantee every pound of them to comply with the strictest interpretation of any pure food law.

The raisin situation remains, in a measure, unchanged. Those who have not sold are firm holders, and are not considering the idea of selling at this time. There is apparently no effort on the part of the packers to make sales at this time, particularly for October-November shipment, because they seem to have disposed of their capacity for those two months.

#### PERSONALS.

Thos. Dunne, New York manager for Whittall & Co., tea merchants of Ceylon, is in Toronto this week. The firm's Toronto agents are Geo. Musson & Son.

Charles Chaput, of the firm of L. Chaput, Fils & Cie., Montreal, has returned from Old Orchard, where he was spending some holidays. He was accompanied by his wife.

Harry Procter, formerly a successful grocer on Queen St. West, Toronto, has been added to Lipton's traveling staff and will call on the trade in the eastern half of Toronto. Mr. Procter has the personal qualities which make readily for popularity and is sure to make his mark as a salesman.

September the usual 1 of course, d ities, but fruits have most grocer of months. ordinary gr looked after stock of foo result—they In the case mer remove trade. Nex be returning to meet the ing of the 1 noticeable tl directly affe mer resorts appearance Now, whetl have been next month staple lines on the retu first thing t September i for the rene trade that of the twelv

In this co needing mos cereals. The warm weath life and the very discou order of gr other movin for the brea ages tightly that every g and to his oughly into

Here is an shows that t the grocer, of proven i the thorough ceived, last v matter, a t institution t plaining of just delivere said he was would send o the meal wa The firm rep how it coul send up a r man went u to see wher was shown a ing lid and p stationary. under the st drew forth



## THINGS TO DO IN SEPTEMBER

Some suggestions for the grocer  
who would be free handed.  
Time of reversion to staple lines  
of trade,  
Early closing a timely topic.

September brings the grocer back to the usual lines of trade. Conditions, of course, differ much in various localities, but generally speaking, green fruits have occupied much attention in most groceries during the past couple of months. The result has been that ordinary grocery lines have not been looked after as they usually are. In any stock of foodstuffs this can have but one result—they need special attention now. In the case of many customers the summer removes a large part of their best trade. Next month these families will be returning and stocks should be ready to meet their demands for the re-stocking of the home larder. But it is very noticeable that many city stores not so directly affected by the exodus to summer resorts deteriorate very much in appearance during the fruit season. Now, whether or not their customers have been out of town, there will be next month a heavier demand on the staple lines of groceries, consequent upon the return of cooler weather. The first thing then for the grocer to do in September is to set his stock in order for the renewal of his regular trade, the trade that runs for nine months out of the twelve.

In this connection the line of goods needing most particular attention is cereals. They are very likely during the warm weather to have developed active life and the average housewife finds it very discouraging to open up a fresh order of groceries and find worms or other moving things in the raw product for the breakfast porridge. Even packages tightly sealed will develop life, so that every grocer owes it to his trade and to his reputation to go very thoroughly into this matter.

Here is an instructive incident which shows that the fault is not always with the grocer, however. A Toronto firm of proven integrity and renowned for the thoroughness of their methods, received, last week or last year, it doesn't matter, a telephone message from an institution they had long served, complaining of the quality of some cereal just delivered. The person complaining said he was surprised that the firm would send out such goods and declared the meal was a mass of moving things. The firm replied that they couldn't see how it could be, and said they would send up a man to see about it. The man went up and asked to be allowed to see where the meal was kept. He was shown a wooden box with a slanting lid and part of the top of the chest stationary. He reached back, and from under the stationary part of the top drew forth a whole handful of meal

worms. The box had not been properly cared for. The institution authorities apologized and requested that nothing more be said.

Reminding grocers of the coming month's requirements, the advice to clean up is always in order. It is especially pertinent at this season. Care should be taken to see that no stray pieces of fruit are left in stray corners to rot and befoul the atmosphere. The flies are passing and the remains of the pest should be carefully removed. With doors and windows open, there has, of necessity, been an accumulation of dust. This is sure to show in spots even to a casual observer, and seen or not, it will stifle that aromatic appetizing aroma that is so attractive in the best kept groceries. And the aromatic grocery is not as frequent in these days as it should be. The fault is with the grocers, too. The old trick of burning some coffee on a shovel every morning may have its virtues, but cleanliness must be at the basis of all right merchandizing in foodstuffs. Even in the very best kept stores this special spot attention to cleanliness is in order. The manager of one of the finest stores in Canada told the writer not very long ago that they kept a man going over the stock continually, and he was expected to get over it at least once a month, except in the fruit and tourist season, when he was needed elsewhere and things were allowed to go for a while.

The store-room for surplus stock should not be overlooked in the clearing up. It should be got ready for the new goods of almost every description that will arrive in October.

There will be a good deal of buying for both immediate and future delivery. Great care should be exercised to avoid over-stocking. Money is very scarce, and while an actual depression does not seem likely, there is pretty sure to be a lessening of industrial activity. Anyway, prices have reached such a level in a good many lines that consumption is being retarded. It is a mighty unpleasant task reefing sails after the storm has struck and the merchant who will most comfortably weather the next financial gale is the man who begins to get ready for it now.

With the beginning of October house-cleaning will become pretty general. The grocers who handle woodenware and accessories should be ready for that trade in good time and make such a

display of the goods as will ensure him a larger share of the business than a year ago.

The summer half-holidays will soon be over. Wouldn't September be a good time to begin agitating for early-closing. The writer asked Henry Swan, Toronto, recently, how long his firm had closed at six o'clock.

"Oh, for 20 years," he replied, "and we never made any money till we did."

He held that the evening trade was a cheap trade and meeting its demands meant sacrificing the quality of your stock upon which depended the more remunerative business.

### RAISINS, CURRANTS AND NUTS.

#### Crop Outlook To-day—Estimates Smaller Rather Than Larger.

P. L. Mason & Co., Toronto, have just issued a circular on the dried fruit and nut situation and say:

Valencia Raisins.—Our advices from London and Denia report continued good prospects, and while hot weather has caused estimates of output to be reduced, a normal crop is expected. Prices will be higher than originally estimated, due to above cause, and some forward sales made by houses (whose execution of same is a matter of doubt), will tend in the same direction, at least at opening of market. As soon as real market exists we will place quotations before you.

Currants.—A cable to us to-day from Patrous states that the crop has received some slight damage by rain, but that the weather is again fine. We would refer you to pages 31-32 of Canadian Grocer, Aug. 16th, which contains an interesting article from the British Consular report of Mr. Consul F. B. Wood, of the firm of Hancock & Wood, on the currant situation and the bearing of the privileged company thereon.

Sultana Raisins.—Cable advices to-day state that heavy rains have seriously damaged the crop. This may upset the prospects of low prices.

Walnuts.—Appearances denote good quality in Bordeaux and Marbot walnuts. Prices will rule higher than last year.

Sicily Filberts.—Crop is likely to be one-third less than an average production.

Turkish Figs.—A large yield is expected, but the enormous advance (nearly 20 per cent.) in cost of wood, and the increased cost of labor is going to result in prices being probably in excess of last season's.

Comadra Figs.—Crop is short. Price named for figs in serons is high.

Almonds.—Tarragona and Formigetta crop prospects are good.

A very pretty cut-out is being distributed to the trade by the N. K. Fairbank Company, Montreal. It advertises their Sunny Monday soap. Particulars regarding it may be obtained upon writing the company.

# Lea's

## *THE PICKLE WITH THE HOME*

We are offering you a pickle of excellent quality, not a so-called home-made pickle, but recipes perfected by Mrs. Lea, having that home-made flavor so much sought after by the Canadian consumer. If you will try a small lot you will be convinced of their superior flavor and keeping qualities.

You have tried every pickle ever offered to to the trade—**TRY THESE.**

*Remember, we will pay freight on five packages to for one month. Ask our groc*

**A CANADIAN PICKLE OF QUALITY**

WHOL

EBY, B  
DAVIDS  
BALFO  
W. H.  
LUCAS  
McPHE  
JAS. T  
ED A  
ELLIOT  
T. B. E  
JOHN C  
LIND, I  
M. MA  
A. M. S  
J. F. S

MADE IN C

# Lea's

## THE HOME-MADE FLAVOR

WHOLESALE HOUSES AT PRESENT OFFERING  
OUR GOODS

|                            |   |   |   |                        |
|----------------------------|---|---|---|------------------------|
| EBY, BLAIN & CO.,          | - | - | - | TORONTO                |
| DAVIDSON & HAY, Limited,   | - | - | - | "                      |
| BALFOUR, SMYE & CO.,       | - | - | - | HAMILTON               |
| W. H. GILLARD & CO.,       | - | - | - | "                      |
| LUCAS, STEELE & BRISTOL,   | - | - | - | "                      |
| McPHERSON, (LASCO & CO.,   | - | - | - | "                      |
| JAS. TURNER & CO.,         | - | - | - | "                      |
| ED A AMS & CO.,            | - | - | - | LONDON                 |
| ELLIOTT-MARR CO., Limited, | - | - | - | "                      |
| T. B. ESCOTT & CO.,        | - | - | - | "                      |
| JOHN GARVEY & CO.,         | - | - | - | "                      |
| LIND, KERRIGAN & CO.,      | - | - | - | "                      |
| M. MASURET & CO.,          | - | - | - | "                      |
| A. M. SMITH & CO.,         | - | - | - | "                      |
| J. F. SMYTH & CO., WINDSOR |   |   |   | T. KENNY & CO., SARNIA |

pages to any point as far north as the Soo  
Ask our grocery traveller.

MADE IN CANADA FROM CANADIAN PRODUCTS

**THE CANADIAN GROCER**

Established 1886

The  
**MACLEAN PUBLISHING CO.**  
Limited.

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

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

**OFFICES**

**CANADA—**

MONTREAL - - - - - 232 McGill Street  
Telephone Main 1255

TORONTO - - - - - 10 Front Street East  
Telephone Main 2701

WINNIPEG - - - - - 511 Union Bank Bldg  
Telephone 3726

F. R. Munro

VANCOUVER - - - - - Geo. S. B. Perry

ST. JOHN, N.B. - - - - - 7 Market Wharf  
J. Hunter White

**UNITED STATES—**

CHICAGO, ILL - - - - - 1001 Teutonic Bldg.  
J. Roland Kay

**GREAT BRITAIN—**

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

J. Meredith McKim

MANCHESTER - - - - - 92 Market Street  
H. S. Ashburner

**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.

Cable Address { Adscript, London.

Adscript, Canada.

**WEST'S BUSINESS SITUATION.**

Much nonsense is being talked about the business situation in western Canada, not only in the east, where it might be expected and excused because of lack of knowledge of conditions obtaining at present, but also in the west itself, where there is little or no excuse for it. Because the combination of a tight money market and a late and hence somewhat uncertain crop has resulted in checking, at least temporarily, the rapid rise in real estate values, a few calamity howlers will insist on having it that the west is on the verge of commercial disaster. As a matter of fact, the checking of real estate speculation is the best thing that has happened to the west in recent years, and while it is, no doubt, causing some temporary inconvenience, it will very soon be generally recognized as a blessing in disguise.

The outlook is, of course, a little uncertain at the moment, but there is no reason for undue anxiety. The crop is late, but the answer of the west to the calamity howlers, who insist that there will be no crop to harvest, is a call for 21,000 men, and the railways are taking steps to secure the labor required. With favorable weather, there is now little

doubt that a fairly good crop will be harvested. If the crop escapes the September frosts there will be a yield in Manitoba slightly below the average, an average yield in Saskatchewan, and the largest yield on record in Alberta. The price is certain to be much higher than last year, and the farmer should have quite as much money from the sale of the 1907 crop as from that of 1906.

This is the hopeful outlook, and it seems the reasonable one. If, however, a good portion of the crop should be destroyed by frost, the west can stand it. Ten years ago the result would have been a business panic, but to-day the prosperity of western Canada rests upon a basis so stable and secure that trouble of this kind could be endured. The west is able to stand a hard year if necessary, and, as a matter of fact, a crop failure has already been pretty generally discounted in advance. The next month will be an anxious time, but there is no excuse for any undue excitement.

**RELIABILITY.**

A few days ago a grocer was telling us about the means he employed in building up the excellent trade he possessed. One thing upon which he laid great stress, was keeping his word in the matter of making deliveries. If he promised a customer he would send up an order within half an hour, he made a point of delivering that lot of goods within the time limit. When a housekeeper telephoned him for a pound of butter he sent it up at once if he were so requested. Sometimes he was very much inconvenienced, but he found that when a lady asked for something by a certain time it could generally be depended upon that she wanted it. Gradually people dealing with him found that he was to be relied upon; they came to him in emergencies at first, and later they transferred the bulk of their trade to him, and all because of his reliability—backed up, of course, by good groceries.

In these days of rush and close competition there is the temptation to give a promise with no intention of keeping it. The public are more or less accustomed to unfulfilled promises, and are not so greatly disappointed when they find they cannot depend upon a man. Finding an individual whose word is as good as his bond is all the more a welcome surprise for this reason, and people are likely to give the man who can be depended upon such business as they can in preference to him who is unreliable.

**CANADIANS DON'T EAT CHEESE.**

Speaking generally, there are some notable exceptions, the grocery trade in Canada pays little attention to the quality of the cheese it handles. This is a very grave error for several reasons. In the first place, the grocer should hold himself to some extent morally responsible for the quality of the foodstuffs distributed to the people. There isn't anything much worse in the way of food than poor, insufficiently, or improperly cured cheese; and there isn't anything much better than properly cured cheese of good quality. Then there is the great loss of business. The people of Canada don't eat cheese, and why? Simply because they don't know what good cheese is and yet we are the greatest cheese exporting country in the world. The fact is, that the great bulk of our good cheese goes to feed the working classes of Great Britain, while the culls are kept for home consumption. This is simply because when a Canadian grocer goes to buy cheese he buys the cheapest he can get, practically regardless of quality.

One grocer's experience in Toronto shows the possibilities of the cheese trade. For years he has given careful attention to cheese. He buys the best and never cuts a cheese under six months and most of it is nine months in stock before it is cut. People hundreds of miles away go to him for their cheese and Old Country people, from all parts of the city, not accustomed to the kind of cheese usually sold in Toronto, go to him. This just goes to show that there is an appetite for good cheese.

**THE BANANA FAMINE.**

Reports recently circulated of a banana famine on the Toronto market, while not without foundation, seem to have been exaggerated. The average consumption of bananas in Toronto during this season of the year is about twenty cars per week. Present receipts do not exceed fifteen cars weekly, and this is probably a liberal estimate. There seems no reason to expect, however, that the supply will fall below ten cars, for some time, at least. Droughts in Jamaica have curtailed shipments from that country to some extent, but while this market relies upon Jamaica for the majority of its bananas, it is not wholly dependent upon it. Costa Rica, Cuba and Honduras all contribute their share, and can increase the proportion,

if necessa  
tions, like  
are going  
raltar," E  
is not ant  
at present  
cents for  
to class b  
some time  
seem to tl  
more than  
and to the  
owner of  
to pay, ar  
pacify, a  
peal as lib  
put someth

**THE**

Eggs ar  
Not the in  
simply a  
not so long  
but the w  
and pickle  
vincial an  
commerce,  
which is in  
deity.

Last year  
stored man  
outcome w  
apprehensi  
kept the h  
cleaned u  
brought in  
at a profit  
that the h  
greatly inc  
to several  
meat, cong  
ment livin  
cooked egg  
year the  
greater. T  
quality of  
exceptional  
eggs is ver  
ity, expand  
automatica  
fall in qu  
stimulated  
packers an  
this year a  
consumptio  
kept prices  
day there  
ratio than  
of the ven  
ther during  
season" ne  
new eggs c  
drug. Nev

if necessary. Prices, from all indications, like a certain insurance company, are going to "have the strength of Gibraltar," but a much higher movement is not anticipated. The retailer, who is at present paying something akin to 12½ cents for his fruit, will not be inclined to class bananas among the profits for some time to come. The generous public seem to think they are being robbed if more than 15 cents a dozen is demanded, and to the retailer who is the proud owner of a wife and family, with taxes to pay, and an adamant landlord to pacify, a 2½-cent margin does not appeal as liberal enough to permit him to put something in the plate on Sunday.

#### THE GAMBLE IN EGGS.

Eggs are a gamble on the weather. Not the individual egg, its usefulness is simply a matter of time, if a hot time, not so long, of course, just like humans, but the wholesale egg, the cold stored and pickled egg, the egg of inter-provincial and occasionally international commerce, that is the *ess*, the future of which is in the keeping of the weather deity.

Last year the egg men of Ontario stored many eggs at a high price and the outcome was regarded with considerable apprehension. But the long, cold spring kept the hens quiet, and every egg was cleaned up. Some eggs were even brought in from Chicago and disposed of at a profit. It was generally agreed that the home consumption of eggs had greatly increased. This was attributed to several reasons, more people, dear meat, congested householding, or apartment living, which made the easily cooked egg a favorite with many. This year the consumption has been still greater. The cool weather has made the quality of the egg product, as a whole, exceptionally good, and the demand for eggs is very sensitive in regard to quality, expanding and contracting almost automatically in response to the rise and fall in quality. Last year's success stimulated the confidence of the egg packers and they went boldly to work this year again. Their efforts increased consumption and the late season have kept prices above even last year's. Today there are more eggs stored in Ontario than ever before, and the success of the venture depends upon the weather during the last few weeks of "the season" next spring. As soon as the new eggs come in the old eggs are a drug. Nevertheless the packers will

absorb the surplus eggs from this on, and a decline in the market is not looked for—not before spring.

#### FLY AND DISEASE.

No advice could be more timely to the grocery trade than the following from the New York Journal of Commerce:

Now is the season when the retail grocer might profitably take a few lessons in the contaminating influence of street dust in food products. It is all very attractive to see edibles piled up in the open window or at the door of the corner grocery, but when one notes a cloud of dust sweeping down upon them it might be worth while to consider the value of glass and screens and closed doors over grocery displays. Then there are flies. Here is a western Board of Health issuing in its bulletin interesting information of how flies carry disease germs. One of its experts recently captured a fly which had been daintily refreshing itself on a spot of sputum just ejected by a consumptive. He took a culture from the fly's feet, and determined the fact that he had thereby captured no less than 5,000 tuberculosis bacilli. Isn't it time to look after a few of the fly specks?

#### TRAVELERS' GREATER USE.

President William Judson, addressing the National Wholesale Grocers' Association of the United States, reported last week, said:

"If we are to keep pace with the mighty tide of human progress, we must be watchful of the public need, adaptable in policy and original in method. We may not listlessly follow in beaten paths because they led our fathers to success. If we are not alert—if we do not adapt our methods to changed conditions brought about by the needs of the public under the evolution of new modes of life, we may rest assured that some one else—not wedded to conventional methods—will take advantage of opportunities brought about by new conditions and secure trade prominence that legitimately belongs to us and which we might have had by the exercise of that 'eternal vigilance' which is the price of success."

In the exercise of this "eternal vigilance" the wholesale's most efficient agents should be his travelers. In constant association with the retail trade over a wide area, the traveler is in the best possible position to apprehend new needs. But many wholesalers, perhaps most, regard their travelers as salesmen only and neglect to utilize them as collectors of suggestions as well as distributors of goods.

#### ADVERTISING MAKES THE TOWN GO.

A writer in Printer's Ink makes an interesting diagnosis of the reason why some towns are "slow." He says: "Anybody who has had experience traveling among the small cities and towns of this country knows that wide differences are seen between places of the same population and in much the same locality, and enjoying what would seem to be equal opportunities for trade. One place of 10,000 people, for instance, will be thoroughly alive, its shops bright, its people brisk, and prosperity apparent on every hand. Another, perhaps but 25 miles away, will be thoroughly dead, its stores deserted, dull, dusty, its people given to the habit of cracker-box conversation. In one town it is a pleasure to step off the train and look for business, while in the second an experienced traveling man has no sooner alighted than he wants to know the time of the next train out."

The diagnosis is ridiculously simple. In one, the newspapers encourage live advertising by charging a rate which includes setting up new ads. as often as the merchant cares to change. In the other, an antiquated rate system is in vogue, making a low charge for space and an extra charge for every change of advertisement. It's just worth while considering what good live advertising by the merchants does for a town and its trade.

#### \$750,000 IN NEW FAIR BUILDINGS.

It is noteworthy that the Canadian National Exhibition, Toronto, has spent no less than \$750,000 on new buildings in the last five years, as follows:

| Manufactures and Liberal Arts       |           |
|-------------------------------------|-----------|
| Building.....                       | \$110,000 |
| Art Gallery.....                    | 40,000    |
| Natural History.....                | 26,000    |
| Dairy Building.....                 | 45,000    |
| Process and Implement Building..... | 100,000   |
| Grand Stand.....                    | 270,000   |
| Agricultural Hall.....              | 100,000   |
| Railway Exhibits.....               | 50,000    |
| Administration Building.....        | 30,000    |
| Press Bureau.....                   | 30,000    |

#### HARNESS RACING AT TORONTO.

The harness racing at the Canadian National Exhibition, Toronto, this year will be on a greatly superior scale, the purses having been increased 25 per cent. all round. The events to be decided are 2.30 trot, 2.30 pace, 2.50 trot and 2.50 pace, and 2.20 trot and 2.23 pace trotting roadsters and pacing roadsters (free for all) trotters and pacers, and road drivers, parades for both trotters and pacers. All the races will be on the three-heat plan, each heat being thus virtually a race.

# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

Fish—Revised.

Tea—Markets firm.

Montreal, August 22, 1907.

Since last week there has been a falling off in business. Grocery houses report a smaller movement than for some little time past. Not all houses, however, are quiet, as one or two reported very brisk business on all lines. Collections are satisfactory.

Canned fruits and vegetables are selling fairly well at the newly quoted prices. Independent canners are quoting 2½ per cent. to 5 per cent. below the list figures and are making good sales. The trade is not taking hold as freely as could be desired, however, apparently being afraid to buy heavily for fear of being caught by a decline later in the season. Teas are very firm, and low grades are stronger than ever. Japans are scarce, but buying is not heavy, and prices asked scarce possible purchasers. Many are buying from hand to mouth, but there are some who realize that three months hence teas will be scarce and dear, and these are buying their requirements now. Valencia raisins are easier. Crop reports indicate a medium yield, but there are so many reports received, it is hard to even guess which one is most likely to be correct. The currant outlook continues favorable. California fruit reports not are encouraging. Evaporated apples are slow owing to the high price asked. Tapioca is scarce and high, with limited inquiry for it. Rice is normal.

SUGAR—Now that the preserving season is in full swing, sugar is selling more freely than ordinarily. Nevertheless, sales have not been as numerous, or as large as anticipated. One house reports a decided falling off in sales during the past fortnight. Prices are steady with no change in sight. No speculative business is being done in New York, where the market has not changed materially during the week.

|                            |        |
|----------------------------|--------|
| Granulated, bbls           | \$4 40 |
| " 4-bbls                   | 4 55   |
| " bags                     | 4 35   |
| Paris lump, boxes, 100 lbs | 5 25   |
| " " 50 lbs                 | 5 35   |
| Extra ground, bbls         | 4 80   |
| " " 50-lb. boxes           | 5 09   |
| " " 25-lb. boxes           | 5 21   |
| Powdered, bbls             | 4 60   |
| " 50-lb. boxes             | 4 80   |
| Phoenix                    | 4 35   |
| Bright coffee              | 4 30   |
| No. 3 yellow               | 4 20   |
| No. 2                      | 4 10   |
| No. 1 " bbls               | 4 00   |
| No. 1 " bags               | 3 95   |

SYRUPS AND MOLASSES.—Syrups and molasses are dull. The season is too far advanced for the former, while deliveries of the latter have been just about completed and inquiries are few.

|                         |       |       |
|-------------------------|-------|-------|
| Barbadoes, in puncheons | 0 29  | 0 31½ |
| " " fancy               | 0 30½ | 0 33½ |
| " " extra fancy         | 0 35  | 0 38½ |
| " " in barrels          | 0 31½ | 0 33½ |
| " " in half-barrels     | 0 34  | 0 36  |
| New Orleans             | 0 22  | 0 25  |
| Antigua                 | 0 30  | 0 33  |

|                                  |       |
|----------------------------------|-------|
| Porto Rico                       | 0 40  |
| Corn syrups, bbls                | 0 03  |
| " 1-bbls                         | 0 34  |
| " 2-bbls                         | 0 03½ |
| " 25 lb pails                    | 1 60  |
| " 25 lb pails                    | 1 15  |
| Cases, 2 lb tins, 2 doz per case | 2 25  |
| " 5-lb. " 1 doz. "               | 2 55  |
| " 10-lb. " ½ doz. "              | 2 50  |
| " 20-lb. " ¼ doz. "              | 2 45  |

TEAS.—Pices continue remarkably with a tendency to advance so marked that actual transactions are not numerous. Prices are a great deal too high to warrant large sales. The trade do not feel inclined to take hold at all. As a result, importers find their sales below last year's volume. It is next to impossible to obtain from the importers any Japan tea under 19c., and the trade, realizing this, are buying in small quantities, the general impression being that there will be a great scarcity two or three months hence. It is certain, at any rate, that the teas procurable now are of a better quality than those which will be arriving later on. The Japan tea crop this year is estimated at 32,000,000 lbs., about the same as last year, when it will be remembered, the crop was small. During the four years preceding and including 1904, Japan teas were in great supply, and were obtainable everywhere, the over-supply being carried over year by year. The three seasons after 1904 brought small yields, and meantime the extra quantity harvested during the fat seasons has been consumed. This explains the present situation. The trade had become used to large supplies of Japan teas, and prices were favorable to buyers, while conditions are completely reversed to-day. At the moment, low grade teas are being taken up by blenders, who do not require style. Parties interested in the teas arriving in Seattle yesterday, from Japan, state that buyers are anxiously awaiting samples. Indian teas are in short supply and prices continue high. Ceylon greens are in good demand in the country, owing partly to the high prices asked for Japans, lower grades are selling at round figures, unlikely to decline.

|                                            |       |       |
|--------------------------------------------|-------|-------|
| Japans—Fine                                | 0 29  | 0 31  |
| Medium                                     | 0 21  | 0 23  |
| Good common                                | 0 20  | 0 22  |
| Common                                     | 0 19  | 0 21  |
| Ceylon—1 rok-n Orange Pekoe                | 0 20  | 0 33  |
| Pekoes                                     | 0 17  | 0 20  |
| Pekoe Souchongs                            | 0 15½ | 0 20½ |
| India—Pekoe Souchongs                      | 0 15  | 0 18  |
| Ceylon green—Young Hysons                  | 0 19  | 0 22  |
| Hysons                                     | 0 18  | 0 20  |
| Gunpowders                                 | 0 17  | 0 19  |
| China greens—Pingsuey gunpowder, low grade | 0 11  | 0 19  |
| " " pea leaf                               | 0 19  | 0 22  |
| " " pinhead                                | 0 30  | 0 35  |

FOREIGN DRIED FRUITS.—Latest advices from Denia would indicate that the crop of Valencia raisins will not be as large this year as was thought abroad. One house, writing under date of Aug. 4, states that it was possible there would be only a medium yield, and, perhaps, less than an average crop. The fruit is reported small, but of good quality. The writer states that shipping will commence about Aug. 20, which would be last Tuesday. It is difficult to gauge the

exact condition of the market, and to say authoritatively what the crop will be, so many and conflicting are the reports arriving. Showing that the market is easier, prices on Valencias, since last week, declined ¼c. lb. on Denia quotations. Reports on currants from Greece say that the crop outlook continues favorable, and that gathering has commenced. It is not likely that any lots worth while will be received here before the beginning to middle of next month. Figures to hand show that 124,561 tons of currants were exported from Greece this year up to July 31, compared with 127,165 tons same period, 1906. Direct shipments to Canada total 1,476 tons, against 1,956 last year. Shipments via New York to Canada amount to about 2,130 tons so far this year. Brazil nuts are up 1c. and appear to be following the course they took last year. Grenoble walnuts are coming on, but slowly, according to reports from France, and it would seem that they will arrive too late for the holiday trade. California houses report a black outlook for prunes, not expecting more than 40 per cent. to 50 per cent. of last year's crop. Conditions have been very unfavorable for the growing fruit, and currant prices are firm. While there has not been any increased demand from the East, supplies in the West are short, which helps to strengthen the situation. California raisins are high, and may either decline or remain as they now are. All depends upon the weather.

|                                       |         |       |
|---------------------------------------|---------|-------|
| Valencia Raisins—                     |         |       |
| Fine off-stalk, per lb.               | 0 08    |       |
| Selected, per lb                      | 0 8½    | 0 09  |
| Layers                                | 0 8½    | 0 09  |
| Dates—                                |         |       |
| Hallowees per lb                      | 0 04    |       |
| Sairs, per lb                         | 0 03    | 0 03½ |
| Packages                              | 0 05    | 0 06  |
| California Evaporated Fruits—         |         |       |
| Apricots, per lb                      | 0 30    |       |
| Peaches, "                            | 0 18    |       |
| Pears, "                              | 0 16    |       |
| Malaga Raisins—                       |         |       |
| London layers                         | 2 25    |       |
| "Connoisseur Clusters"                | 3 00    |       |
| " " 1-box                             | 1 07    |       |
| "Royal Buckingham Clusters," ½-boxes  | 1 37½   |       |
| " " boxes                             | 4 50    |       |
| "Excelsior Window Clusters"           | 5 50    |       |
| " " ½'s                               | 1 50    |       |
| California Raisins—                   |         |       |
| Fancy seeded 1-lb. pkgs               | 0 12    | 0 13  |
| Choice seed-d. 1-lb. pkgs             | 0 10    | 0 11  |
| Loose muscatels 3 crown               | 0 11    | 0 12  |
| " 4 crown                             | 0 11    | 0 12  |
| Prunes—                               |         |       |
| 30-40s                                | per lb. | 0 08½ |
| 40-50s                                | 0 07½   |       |
| 50-60s                                | 0 07    |       |
| 60-70s                                | 0 06½   |       |
| 70-80s                                | 0 06    |       |
| 80-90s                                | 0 05    |       |
| 90-100s                               | 0 05    |       |
| Oregon prunes (Italian style), 40-50s | 0 07½   |       |
| " " 50-60s                            | 0 07    |       |
| Oregon prunes (French style), 60-70s  | 0 07    |       |
| " " 90-100s                           | 0 06½   |       |
| " " 100-120s                          | 0 05    | 0 04½ |
| Currants—                             |         |       |
| Filiatras, uncleaned, barrels         | 0 09½   | 0 09  |
| Fine Filiatras, per lb., in cases     | 0 08    |       |
| " " cleaned                           | 0 08    |       |
| " " in 1-lb cartons                   | 0 09    | 0 09  |
| Finest Vostizaa "                     | 0 09    | 0 09  |
| Amalias "                             | 0 08    | 0 08½ |
| Sultana Raisins—                      |         |       |
| Sultana raisins, per lb.              | 0 13    | 0 15  |
| " " 1-lb cartons                      | 0 15    | 0 15  |
| Eleme Table Figs—                     |         |       |
| Six crown, extra fancy, 40-lb. boxes  | 0 08    | 0 09  |
| Four crown, fancy, 10-lb. boxes       | 0 07    | 0 07  |
| Three crown                           | 0 06    | 0 06  |

Glove boxes, fi  
Fancy washed  
" pulled fi  
" stuffed fi

### COFFEE

noticeably  
mains feat  
Jamaica  
Java  
Mocha  
Rio, No. 7  
Santos  
Maracaibo  
Roasted and gro

### SPICES—

picking up  
ing season.  
sales of gin  
considering  
Peppers, black...  
white...  
Ginger, whole...  
Cochin...  
Cloves, whole...  
Cream of tartar...  
Allspice...  
Nutmegs...

### EVAPC

are asking  
10c. for ev  
few and f  
asked are  
trade.

### BEANS—

market is st  
be no likel  
tions. Sou  
choice prime beu  
Soup peas, whole

### RICE

situation is  
Business is  
Tapioca rer  
B rice, in 10 bag l  
B rice, less than  
C C rice, in 10 bag  
C C rice in less th  
Tapioca, medium

### CA

### MONTRF

to be selling  
be learned  
Some whole  
sell any of  
exceedingly  
jobbers rep  
at the new  
berries, be  
vegetables  
ing to them  
so brisk as  
ruled. The  
buy large  
quoted at \$2.  
to \$2.50. A  
the situati  
ent canners  
Canners' qu  
agined they  
consequence  
ent, below  
ness cannot  
trade are  
caught in c  
buying, but  
Canned lob  
and any ob

Group No. 1 com  
"Canada Fir  
shoe" and "A

Group No. 2 com  
"Lynnvalley,  
"Thistle" ar

# THE CANADIAN GROCER

|                                                |       |      |
|------------------------------------------------|-------|------|
| Glove boxes, fine quality, per box.....        | 0 07½ | 0 08 |
| Fancy washed figs, in baskets, per basket..... | 0 15  | 0 18 |
| " pulsed figs, in boxes, per lb.....           | 0 15  | 0 20 |
| " stuffed figs, " box.....                     | 0 25  | 0 30 |

**COFFEES.**—No activity in coffees is noticeably this week. The market remains featureless, with business fair.

|                                             |       |      |
|---------------------------------------------|-------|------|
| Jamaica.....                                | 0 12  | 0 20 |
| Java.....                                   | 0 18  | 0 30 |
| Mocha.....                                  | 0 19½ | 0 25 |
| Rio, No. 7.....                             | 0 08½ | 0 09 |
| Santos.....                                 | 0 09½ | 0 11 |
| Maraçaiço.....                              | 0 11  | 0 13 |
| Roasted and ground 20 per cent. additional. |       |      |

**SPICES.**—Sales of pickling spices are picking up with the coming of the pickling season. Jobbers report satisfactory sales of gingers, nutmegs, and peppers, considering the time of year.

|                      |      |      |
|----------------------|------|------|
| Peppers, black.....  | 0 16 | 0 20 |
| white.....           | 0 25 | 0 30 |
| Ginger, whole.....   | 0 18 | 0 20 |
| Cochin.....          | 0 17 | 0 20 |
| Cloves, whole.....   | 0 28 | 0 30 |
| Cream of tartar..... | 0 25 | 0 32 |
| Allspice.....        | 0 12 | 0 18 |
| Nutmegs.....         | 0 30 | 0 55 |

**EVAPORATED APPLES.**—Jobbers are asking anything between 9c. and 10c. for evaporated apples. Sales are few and far between, as the figures asked are much too high to encourage trade.

**BEANS.**—Beans are slow, but the market is still firm, and there appears to be no likelihood of a decline in quotations. Soup peas are normal.

|                                     |      |      |
|-------------------------------------|------|------|
| Choice prime beans.....             | 1 6½ | 1 65 |
| Soup peas, whole, bag 2 bushel..... | 2 3½ | 2 40 |

**RICE AND TAPIOCA.**—The rice situation is unchanged since last report. Business is about as good as usual. Tapioca remains firm and unchanged.

|                                        |      |      |
|----------------------------------------|------|------|
| B rice, in 10 bag lots.....            | 3 10 |      |
| R rice, less than 10 bags.....         | 3 20 |      |
| C C rice, in 10 bag lots.....          | 3 00 |      |
| C C rice in less than 10 bag lots..... | 3 10 |      |
| Tapioca, medium pearl.....             | 0 7½ | 0 08 |

## CANNED GOODS

**MONTREAL.**—Canned goods appear to be selling fairly well from what can be learned here and there in the trade. Some wholesalers complain they cannot sell any of the new pack, owing to the exceedingly high prices asked. Other jobbers report very satisfactory sales at the new figures. Strawberries, raspberries, beans and other fruits and vegetables are in good demand according to them. On the whole, trade is not so brisk as it would be if lower prices ruled. The retail grocer is not apt to buy largely when strawberries are quoted at \$2.25, and raspberries from \$2.10 to \$2.50. Another disturbing element in the situation is the fact that independent canners are cutting below what the Canners' quotations are. As may be imagined they are doing some business in consequence. But even at prices 5 per cent. below those of the Canners, business cannot be first-class because the trade are afraid to stock up and be caught in case of a decline. Many are buying, but for immediate requirements. Canned lobsters are extremely scarce, and any obtainable cost good money.

|                                                                                                       |  |
|-------------------------------------------------------------------------------------------------------|--|
| Group No. 1 comprises—                                                                                |  |
| "Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands. |  |
| Group No. 2 comprises—                                                                                |  |
| "Lyonsville," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.                      |  |

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

| FRUITS.                     |       | Group | Groups |
|-----------------------------|-------|-------|--------|
|                             |       | No. 1 | No. 2  |
| Apples, standard, 3's.....  | 1 07½ | 1 05  |        |
| " preserved, 3's.....       | 1 32½ | 1 30  |        |
| " standard, gal.....        |       | 2 95  |        |
| <b>Blueberries—</b>         |       |       |        |
| 2's, standard.....          | 0 95  | 0 92½ |        |
| 2's, preserved.....         | 1 45  | 1 42½ |        |
| Gals., standard.....        |       | 4 50  |        |
| <b>Cherries—</b>            |       |       |        |
| 2's, red, pitted.....       | 2 27½ | 2 25  |        |
| 2's, " not pitted.....      | 1 77½ | 1 75  |        |
| Gals., red pitted.....      |       | 8 90  |        |
| " not pitted.....           |       | 7 40  |        |
| 2's, black, pitted.....     | 2 27½ | 2 25  |        |
| 2's, " not pitted.....      | 1 77½ | 1 75  |        |
| 2's, white, pitted.....     | 2 42½ | 2 40  |        |
| 2's, " not pitted.....      | 1 92½ | 1 90  |        |
| <b>Currants—</b>            |       |       |        |
| Gals., red, solid pack..... |       | 7 65  |        |
| Gals., red, standard.....   |       | 5 40  |        |
| 2's, red preserved.....     | 2 12½ | 2 10  |        |
| 2's, red, H.S.....          | 1 92½ | 1 90  |        |
| 2's, black, H.S.....        | 2 02½ | 2 00  |        |
| 2's, black, preserved.....  | 2 25  | 2 22½ |        |
| Gals., black, standard..... |       | 5 90  |        |
| Gals., " solid pack.....    |       | 8 40  |        |
| <b>Gooseberries—</b>        |       |       |        |
| 2's, H.S.....               | 2 27½ | 2 25  |        |
| 2's, preserved.....         | 2 50  | 2 47½ |        |
| Gals., standard.....        |       | 6 75  |        |
| Gals., solid pack.....      |       | 8 75  |        |
| <b>Lawtonberries—</b>       |       |       |        |
| 2's, H.S.....               | 2 27½ | 2 25  |        |
| 2's, preserved.....         | 2 52½ | 2 50  |        |
| Gals., standard.....        | 7 77½ | 7 75  |        |

### LAST MINUTE PROVISION MARKETS.

Montreal, August, 22.

**BUTTER.**—Situation unchanged.  
**CHEESE.**—Market quiet. No quotable price changes.  
**EGGS.**—Demand good. Market firm.  
**PROVISIONS.**—Market unchanged.  
**SAISINS.**—A telegram received from Smyrna relative to sultanas says: "Crop has been injured by heavy rains and holders are unapproachable."

|                                    |       |       |
|------------------------------------|-------|-------|
| <b>Peaches—</b>                    |       |       |
| 1½'s, yellow (flats).....          | 1 72½ | 1 70  |
| 2's, yellow.....                   | 2 25  | 2 25  |
| 3's, yellow.....                   | 2 65  | 2 62½ |
| 3's, yellow.....                   | 2 42½ | 2 40  |
| 2's, white (whole).....            | 1 77½ | 1 75  |
| 2's, white.....                    | 2 55  | 2 52½ |
| 3's, white.....                    | 2 75  | 2 72½ |
| 3's, pie.....                      | 1 32½ | 1 30  |
| Gal., pie, peeled.....             | 4 67½ | 4 65  |
| Gal., pie, not peeled.....         | 3 72½ | 3 70  |
| <b>Pears—</b>                      |       |       |
| 2's, Flemish Beauty.....           | 1 67½ | 1 65  |
| 2's, Flemish Beauty.....           | 2 02½ | 2 00  |
| 3's, Flemish Beauty.....           | 2 17½ | 2 15  |
| 2's, Bartlett.....                 | 1 82½ | 1 80  |
| 2's, Bartlett.....                 | 2 22½ | 2 20  |
| 3's, Bartlett.....                 | 2 37½ | 2 35  |
| 3's, pie, not peeled.....          | 1 32½ | 1 30  |
| Gal., pie, peeled.....             | 4 02½ | 4 00  |
| Gal., pie, not peeled.....         | 3 42½ | 3 40  |
| <b>Pineapple—</b>                  |       |       |
| 2's, sliced.....                   | 2 02½ | 2 00  |
| 2's, grated.....                   | 2 12½ | 2 10  |
| 2½'s, whole.....                   | 2 82½ | 2 80  |
| Florida 2's, sliced or grated..... |       | 2 60  |
| Singapore, 1½'s, sliced.....       |       | 1 50  |
| " 2½'s, whole.....                 |       | 2 30  |
| <b>Plums, Damson—</b>              |       |       |
| 2's, light syrup.....              | 1 20  | 1 17½ |
| 3's, light syrup.....              | 1 72½ | 1 70  |
| 2's, heavy syrup.....              | 1 35  | 1 32½ |
| 2½'s, heavy syrup.....             | 1 67½ | 1 65  |
| 3's, heavy syrup.....              | 1 97½ | 1 95  |
| Gal., standard.....                | 3 37½ | 3 35  |
| <b>Plums, Lombard—</b>             |       |       |
| 2's, light syrup.....              | 1 25  | 1 22½ |
| 3's, light syrup.....              | 1 75  | 1 72½ |
| 2's, heavy syrup.....              | 1 40  | 1 37½ |
| 2½'s, heavy syrup.....             | 1 72½ | 1 70  |
| 3's, heavy syrup.....              | 1 97½ | 1 95  |
| Gal., standard.....                | 3 57½ | 3 55  |
| <b>Plums, greengage—</b>           |       |       |
| 2's, light syrup.....              | 1 30  | 1 27½ |
| 2's, heavy syrup.....              | 1 45  | 1 42½ |
| 2½'s, heavy syrup.....             | 1 72½ | 1 70  |
| 3's, heavy syrup.....              | 2 00  | 1 97½ |
| Gal., standard.....                | 3 87½ | 3 85  |

|                        |       |       |
|------------------------|-------|-------|
| <b>Plums, egg—</b>     |       |       |
| 2's, heavy syrup.....  | 1 72½ | 1 70  |
| 2½'s, heavy syrup..... | 2 00  | 1 97½ |
| 3's, heavy syrup.....  | 2 32½ | 2 30  |

|                     |       |      |
|---------------------|-------|------|
| <b>Rhubarb—</b>     |       |      |
| 2's, preserved..... | 1 77½ | 1 75 |
| 3's.....            | 2 52½ | 2 50 |
| Gal., standard..... | 3 52½ | 3 50 |

|                                  |        |       |
|----------------------------------|--------|-------|
| <b>Raspberries, Red—</b>         |        |       |
| 2's, L. S. (Shafterberries)..... | 2 12½  | 2 10  |
| 2's, H. S.....                   | 2 21½  | 2 25  |
| 2's, preserved.....              | 2 52½  | 2 50  |
| Gals., standard.....             | 7 77½  | 7 75  |
| " solid pack.....                | 10 52½ | 10 50 |

|                            |        |       |
|----------------------------|--------|-------|
| <b>Raspberries, Black—</b> |        |       |
| 2's, black, H. S.....      | 2 27½  | 2 25  |
| 2's, preserved.....        | 2 52½  | 2 50  |
| Gals., standard.....       | 7 77½  | 7 75  |
| " solid pack.....          | 10 52½ | 10 50 |

|                          |        |       |
|--------------------------|--------|-------|
| <b>Strawberries—</b>     |        |       |
| 2's, heavy syrup.....    | 2 27½  | 2 25  |
| Gals., " preserved.....  | 2 52½  | 2 50  |
| Gals., " standard.....   | 7 77½  | 7 75  |
| Gals., " solid pack..... | 10 52½ | 10 50 |

### VEGETABLE

|                             |       |       |
|-----------------------------|-------|-------|
| <b>Asparagus—</b>           |       |       |
| 2½'s, tips, California..... | 3 77½ | 3 75  |
| 2's, Canadian.....          | 2 80  | 2 77½ |

|                                       |  |      |
|---------------------------------------|--|------|
| <b>Beets—</b>                         |  |      |
| 2's, sliced, sugar and blood red..... |  | 1 10 |
| 2's, whole, ".....                    |  | 1 00 |
| 3's, sliced, ".....                   |  | 1 35 |
| 3's, whole, ".....                    |  | 1 85 |

|                                        |       |      |
|----------------------------------------|-------|------|
| <b>Beans—</b>                          |       |      |
| Fancy brands.....                      | 1 32½ | 1 30 |
| 2's, golden wax.....                   | 0 92½ | 0 90 |
| 3's.....                               | 1 37½ | 1 35 |
| Gals., ".....                          | 4 02½ | 4 00 |
| 2's, refugee or valentine (green)..... | 0 92½ | 0 90 |
| 2's, crystal wax.....                  | 1 02½ | 1 00 |
| Red kidney, 2's.....                   | 1 07½ | 1 05 |
| Lima 2's.....                          | 1 32½ | 1 30 |

|                   |  |       |
|-------------------|--|-------|
| <b>Corn—</b>      |  |       |
| 2's.....          |  | 0 92½ |
| Gal., on cob..... |  | 4 65  |

|                 |       |      |
|-----------------|-------|------|
| <b>Carrots—</b> |       |      |
| 2's.....        | 0 97½ | 0 95 |
| 3's.....        | 1 07½ | 1 05 |

|                 |       |      |
|-----------------|-------|------|
| <b>Cabbage—</b> |       |      |
| 3's.....        | 0 92½ | 0 90 |

|                     |       |      |
|---------------------|-------|------|
| <b>Cauliflower—</b> |       |      |
| 2's.....            | 1 47½ | 1 45 |
| 3's.....            | 1 87½ | 1 85 |

|                  |       |      |
|------------------|-------|------|
| <b>Parsnips—</b> |       |      |
| 2's.....         | 0 97½ | 0 95 |
| 3's.....         | 1 07½ | 1 05 |

|                             |       |      |
|-----------------------------|-------|------|
| <b>Peas—</b>                |       |      |
| 1's, extra fine sifted..... | 1 07½ | 1 05 |
| 2's, standard.....          | 0 92½ | 0 90 |
| 2's, early June.....        | 1 02½ | 1 00 |
| 2's, sweet wrinkled.....    | 1 07½ | 1 05 |
| 2's extra fine sifted.....  | 1 37½ | 1 35 |
| Gals., No. 4.....           | 3 72½ | 3 70 |

|                           |       |       |
|---------------------------|-------|-------|
| <b>Pumpkins, 3's.....</b> | 0 95  | 0 92½ |
| Gal.....                  | 3 02½ | 3 00  |

|                 |       |      |
|-----------------|-------|------|
| <b>Spinach—</b> |       |      |
| 2's.....        | 1 52½ | 1 50 |
| 3's.....        | 2 02½ | 2 00 |
| Gals.....       | 6 17½ | 6 15 |

|                |       |       |
|----------------|-------|-------|
| <b>Squash—</b> |       |       |
| 3's.....       | 1 20  | 1 17½ |
| Gal.....       | 3 52½ | 3 50  |

|                       |       |       |
|-----------------------|-------|-------|
| <b>Tomatoes—</b>      |       |       |
| 2's.....              | 1 00  | 0 97½ |
| 3's, all kinds.....   | 1 20  | 1 17½ |
| Gals., all kinds..... | 3 62½ | 3 60  |

**TORONTO.**—Interest centres now in the new pack and there is a good deal of speculation as to what the out-turn will be in the corn and tomato pack. Thus far practically everything has been short. Of asparagus, the Canners made delivery of only 10 per cent. of their orders, of rhubarb 27½ per cent., of strawberries 45 per cent. Raspberries are likely to be shorter still. Peas are known to be a short pack and the factories are just beginning work on corn and tomatoes. A peculiar feature about the crops this year is that they are good in some places and bad in others, making an estimate of the average difficult. The opinion generally held now concerning the tomato pack is that at best it will not be above an average. The carry-over it is thought will be practically nothing. What the price on tomatoes will be is also a matter of considerable conjecture.





THE CANADIAN GROCER

|                                   |      |      |
|-----------------------------------|------|------|
| " whole.....                      | 0 17 | 0 20 |
| Mace.....                         | 0 03 | 0 05 |
| Mixed pickling spices, whole..... | 0 15 | 0 20 |
| Cinnamon, whole.....              | 0 17 | 0 20 |
| ground.....                       | 0 20 | 0 22 |

**RICE AND TAPIOCA.**—High grades of rice, especially Patna, are very firm. Sago is higher in sympathy with tapioca. There is being placed on the market an imitation tapioca made in Germany of potato starch. It cooks somewhat differently from the real tapioca.

|                             |      |      |
|-----------------------------|------|------|
| Rice, stand. B.....         | 0 03 | 0 03 |
| Rangoon.....                | 0 03 | 0 03 |
| Patna.....                  | 0 07 | 0 06 |
| Japan.....                  | 0 07 | 0 06 |
| Java.....                   | 0 06 | 0 07 |
| Sago.....                   | 0 05 | 0 06 |
| Seed tapioca.....           | 0 07 | 0 07 |
| Carolina rice.....          | 0 10 | 0 10 |
| Tapioca, medium (vari)..... | 0 08 | 0 08 |

**BEANS.**—The crop situation is outlined elsewhere in this issue by The Canadian Grocer correspondent at Chatham. Locally prices are steady.

|                                   |      |      |
|-----------------------------------|------|------|
| Beans, hand picked, per bush..... | 1 15 | 1 81 |
| " time N. 1.....                  | 1 60 | 1 65 |
| " Lima, per lb.....               | 0 07 | 0 07 |

**HIDES AND WOOL.**—Calfskins and horsehides are lower and wool is lower. There is little to say about the situation. Trade is very quiet.

|                                              |      |      |
|----------------------------------------------|------|------|
| Hides, inspected, cow and steers, No. 2..... | 0 09 | 0 08 |
| Country hides, flat, per lb., cured.....     | 0 07 | 0 12 |
| Calf skins, No. 1, city.....                 | 0 10 | 0 11 |
| " No. 1, country.....                        | 0 40 | 0 50 |
| Lamb skins, No. 1.....                       | 3 50 | 3 25 |
| Horse hides, No. 1.....                      | 0 05 | 0 06 |
| Rendered tallow, per lb.....                 | 0 26 | 0 27 |
| Fulled wools, super, per lb.....             | 0 26 | 0 30 |
| " extra.....                                 | 0 28 | 0 30 |
| Horse hair, per lb.....                      | 0 12 | 0 13 |
| Wool, washed.....                            | 0 23 | 0 24 |
| " washed.....                                | 0 23 | 0 24 |
| " rejections.....                            | 0 18 | 0 18 |

**MANITOBA MARKETS**

(Market quotations corrected by telegraph up to 12 noon Thursday, Aug. 22, 1907.)

Crop reports are more favorable now than at any previous time this year. Commercial travelers who have been through the country unite in saying that the outlook is much brighter now than it was a month ago and their optimistic stories are confirmed by the regular railway reports, which continue to show a big improvement in conditions. With favorable weather during the next month a fairly good crop is assured in all but a few districts and with the present high scale of prices the western farmer is assured of a large amount of money this fall. The trade are therefore in much more hopeful mood, but until the harvest is assured buying will be of a very cautious character.

Canned goods are the most interesting items on the list, prices for new season goods being announced almost daily. New salmon prices are not yet definitely announced, but the pack is short and prices will undoubtedly be high.

**CANNED GOODS.**—New prices are announced this week in the Goodwillie lines of fruits. Raspberries, red cherries, pears, red and black currants and lawton berries are quoted this season at \$3.05 per dozen, green gages at \$2.60 per dozen, and strawberries and peaches at \$3.45. Prices of Smith's jams are also announced this week and the goods are in Winnipeg ready for immediate delivery. The 5-lb. tins sell for 65c. each; the 7-lb. tins for 90c.; the 12-oz. glass bottles for \$1.65 per dozen; the 1-lb. for \$2.20, and the 44-oz. for

\$4.75. Advices from British Columbia indicate a very small pack of salmon. Prices are not yet definitely announced but it is likely that the Fraser River sockeyes will sell at \$7.40 to \$7.50 per case, while the Skeena River sockeyes will be about 10c. to 15c. cheaper. The cohoes will probably be worth \$5.75 this year and the humpbacks about \$4.25.

**FRUITS.**

|                                         |             |                 |
|-----------------------------------------|-------------|-----------------|
|                                         | Group No. 1 | Group No. 2 & 3 |
| Apples—                                 |             |                 |
| 3's standard, per doz.....              | 1 29        | 1 27            |
| gallons, per doz.....                   | 3 47        | 3 45            |
| Cherries New—                           |             |                 |
| 2's red pitted, per doz. case.....      | 2 41        | 2 39            |
| Currants New—                           |             |                 |
| 2's red, heavy syrup, per doz.....      | 2 9         | 2 04            |
| 2's black.....                          | 2 19        | 2 14            |
| Gooseberries New—                       |             |                 |
| 2's heavy syrup.....                    | 2 31        | 2 29            |
| Lawtonberries New—                      |             |                 |
| 2's heavy syrup.....                    | 2 41        | 2 33            |
| Peaches—                                |             |                 |
| 2's yellow flats.....                   | 2 30        | 2 27            |
| 3's.....                                | 3 12        | 3 09            |
| Pears—                                  |             |                 |
| 2's, F.B.,.....                         | 1 81        | 1 79            |
| 3's.....                                | 2 39        | 2 37            |
| 2's Bartlett's.....                     | 1 96        | 1 94            |
| 3's.....                                | 2 7         | 2 57            |
| 2's Globe, light syrup.....             | 1 51        | 1 49            |
| Plums—                                  |             |                 |
| 2's Damson, l.s.....                    | 1 34        | 1 31            |
| 2's Lombard, l.s.....                   | 1 39        | 1 37            |
| 2's (Freengage, l.s.....                | 1 4         | 1 41            |
| 2's Egg, heavy syrup.....               | 1 86        | 1 84            |
| Raspberries—                            |             |                 |
| 2's red light syrup.....                | 2 26        | 2 24            |
| 2's black, heavy syrup.....             | 2 41        | 2 39            |
| Pineapples, whole, 2 lb., per case..... | 3 75        | 3 75            |
| " sliced, 2.....                        | 4 51        | 3 85            |
| " graded 2.....                         | 4 40        | 4 40            |
| Strawberries (new), per case.....       | 4 83        | 4 78            |

**VEGETABLES.**

|                                    |       |       |
|------------------------------------|-------|-------|
| Beans (new) per dozen—             |       |       |
| golden wax.....                    | 1 06  | 1 04  |
| refugee.....                       | 1 06  | 1 14  |
| " crystal wax.....                 | 1 16  | 1 14  |
| " red kidney.....                  | 1 24  | 1 19  |
| lima.....                          | 1 46  | 1 44  |
| Coru—                              |       |       |
| 2's.....                           | 2 13  | 2 08  |
| Peas (new) per dozen—              |       |       |
| (No. 4) 2's.....                   | 1 63  | 1 64  |
| (No. 3) 2's.....                   | 1 63  | 1 14  |
| (No. 2) 2's sweet wrinkled.....    | 1 21  | 1 19  |
| (No. 1) 2's extra fine sifted..... | 1 51  | 1 41  |
| Succotash—                         |       |       |
| 2's.....                           | 2 63  | 2 58  |
| Beets—                             |       |       |
| whole.....                         | 2 08  | 2 08  |
| sliced.....                        | 2 28  | 2 28  |
| whole, 3-lb.,.....                 | 2 64  | 2 64  |
| sliced.....                        | 2 84  | 2 84  |
| Spinach—                           |       |       |
| 2's, per doz.....                  | 3 13  | 3 08  |
| 3's.....                           | 4 09  | 4 04  |
| gallon, per doz.....               | 11 10 | 11 10 |
| Asparagus per doz.....             | 2 89  | 2 89  |
| Tomatoes—                          |       |       |
| per case.....                      | 2 79  | 2 74  |
| Beans golden wax.....              | 1 98  | 1 93  |
| refugee.....                       | 1 98  | 1 63  |

**MEATS.**

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

|                                    |      |
|------------------------------------|------|
| Lobsters (new) 1/2 s, per doz..... | 2 30 |
| " 3/4 s, ".....                    | 2 90 |
| " 1 s, ".....                      | 4 00 |

**SUGAR.**—Quoted as follows:

|                                   |      |
|-----------------------------------|------|
| Montreal granulated, in bbls..... | 5 00 |
| " in sacks.....                   | 4 95 |
| " yellow, in bbls.....            | 4 80 |
| " in sacks.....                   | 4 45 |
| Wallaceburg, in bbls.....         | 4 90 |
| " in sacks.....                   | 4 85 |
| Berlin, granulated in bbls.....   | 4 80 |
| " sacks.....                      | 4 85 |
| Icing sugar in bbls.....          | 5 60 |
| " in boxes.....                   | 5 80 |
| " in small quantities.....        | 6 20 |
| Powdered sugar, in bbls.....      | 5 40 |
| " in boxes.....                   | 5 80 |
| " in small quantities.....        | 5 95 |
| Lump, hard, in bbls.....          | 5 95 |
| " in 100-lb cases.....            | 5 95 |

**SYRUPS AND MOLASSES.**

|                                                      |      |
|------------------------------------------------------|------|
| Syrup "Crown Brand," 2-lb tins, per 2 doz. case..... | 2 35 |
| " 5-lb tins, per 1.....                              | 2 75 |
| " 10-lb tins, per 1.....                             | 2 75 |
| " 20-lb tins, per 1.....                             | 2 81 |
| " barrel, per lb.....                                | 0 03 |
| " Sugar syrup, per lb.....                           | 0 05 |
| Beaver Brand, 2-lb tins, per 2 doz. case.....        | 3 10 |
| " 5.....                                             | 3 60 |
| " 10.....                                            | 3 30 |
| " 20.....                                            | 3 20 |
| Barbadoes molasses in 1/2-bbls, per gal.....         | 0 40 |
| New Orleans molasses in 1/2-bbls, per lb.....        | 0 03 |
| Porto Rico molasses in 1/2-bbls, per lb.....         | 0 04 |
| Blackstrap, in bbls, per gal.....                    | 0 31 |
| " 5 gal. bbls, each.....                             | 0 33 |
| " 5 gal. bbls, each.....                             | 2 25 |

**COFFEE.**—Rios continue very weak but there have been no further changes since the decline noted in last week's issue. We again quote:

|                                                 |      |
|-------------------------------------------------|------|
| Whole green Rio, per lb.....                    | 0 04 |
| " roasted, per lb.....                          | 0 11 |
| Ground roasted Rio.....                         | 0 12 |
| Standard Java in 25-lb. tins, per lb.....       | 0 33 |
| Old Government Java in 25 lb. tins, per lb..... | 0 32 |
| Imperial Java, in 25 lb. tins, per lb.....      | 0 29 |
| Pure mocha.....                                 | 0 25 |
| " Maracaibo.....                                | 0 19 |
| Choice Rio.....                                 | 0 17 |
| Pure.....                                       | 0 16 |
| Seal Brand (C & S) in 2-lb tins, per lb.....    | 0 32 |
| " 1-lb.....                                     | 0 33 |
| Local Blends:—                                  |      |
| Mocha and Java in 2-lb. tins, per lb.....       | 0 23 |
| " 1-lb.....                                     | 0 24 |

**MINCE MEAT.**

|                                       |      |
|---------------------------------------|------|
| Mince meat, 7 1/2 p. lbs, per lb..... | 0 69 |
| " 28.....                             | 0 08 |
| " 12 oz pkgs., per doz.....           | 1 05 |

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

|                               |      |
|-------------------------------|------|
| Sour—                         |      |
| 1 gal. pail.....              | 70   |
| 3.....                        | 1 81 |
| 5.....                        | 2 75 |
| Crock.....                    | 65   |
| Bottles, 18 oz., per doz..... | 2 00 |
| " 20.....                     | 2 25 |
| Chow—                         |      |
| 1 gal. pail.....              | 75   |
| 3.....                        | 1 85 |
| 5.....                        | 3 00 |
| Crock.....                    | 70   |
| Bottles, 18 oz., per doz..... | 2 00 |
| " 20.....                     | 2 25 |
| Sweet—                        |      |
| 1 gal. pails.....             | 60   |
| 3.....                        | 2 15 |
| 5.....                        | 3 25 |
| Crock.....                    | 75   |
| Bottles, 18 oz., per doz..... | 2 25 |
| " 20.....                     | 2 50 |
| Onion—                        |      |
| 1 gal. pails.....             | 90   |
| 3.....                        | 2 40 |
| 5.....                        | 3 75 |
| Crock.....                    | 85   |
| Bottles, 18 oz., per doz..... | 2 50 |
| " 20.....                     | 2 75 |

**FOREIGN DRIED FRUITS.**—There is nothing new in foreign dried fruits, the opening prices of the new California dried fruits this fall being still a matter of doubt. There is now doubt however that nearly all lines will open very high. We quote:

|                                                            |      |
|------------------------------------------------------------|------|
| Australian raisins—                                        |      |
| Brown Texas, per lb.....                                   | 0 08 |
| Extra br. wa.....                                          | 0 08 |
| Sultana raisins, bulk, per lb.....                         | 0 13 |
| " cleaned.....                                             | 0 14 |
| " 1 lb pkgs.....                                           | 0 16 |
| Table raisins, Connoisseur clusters per case.....          | 2 40 |
| " extra dessert, ".....                                    | 3 40 |
| " Royal Buckingham, ".....                                 | 4 00 |
| " Imperial Russian, ".....                                 | 5 25 |
| " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)..... | 3 35 |
| " Connoisseur clusters, boxes (5 1/2 lbs).....             | 0 80 |

THE CANADIAN GROCER

|                                                       |          |
|-------------------------------------------------------|----------|
| Valencia raisins, f. o. s.                            | 1 75     |
| "    "    selected                                    | 1 85     |
| "    "    layers                                      | 2 10     |
| Trenor's Valencia raisins, f. o. s., per case         | 2 70     |
| "    "    selects                                     | 2 85     |
| "    "    layers                                      | 2 95     |
| California raisins, muscatels, 2 crown, per lb.       | 0 10 1/2 |
| "    "    "    3                                      | 0 10 1/2 |
| "    "    "    4                                      | 0 10 1/2 |
| "    "    choice seeded in 1/2-lb. packages           | 0 10 1/2 |
| "    "    per package                                 | 0 10 1/2 |
| "    "    fancy seeded in 1/2-lb. packages            | 0 10 1/2 |
| "    "    per package                                 | 0 10 1/2 |
| "    "    choice seeded in 1-lb. packages             | 0 12 1/2 |
| "    "    per package                                 | 0 12 1/2 |
| "    "    fancy seeded, 1-lb. packages,               | 0 13     |
| "    "    per package                                 | 0 13     |
| Prunes 90-100 per lb.                                 | 0 06 1/2 |
| "    80-90                                            | 0 07     |
| "    70-80                                            | 0 07 1/2 |
| "    60-70                                            | 0 08 1/2 |
| "    50-60                                            | 0 08 1/2 |
| "    40-50                                            | 0 07 1/2 |
| Currants, uncleaned, loose pack, per lb.              | 0 07 1/2 |
| "    dry cleaned, Filistras, per lb.                  | 0 07 1/2 |
| "    wet cleaned, per lb.                             | 0 08     |
| "    Filistras in 1-lb. pkg. dry cleaned, per lb.     | 0 08 1/2 |
| "    Vostizzas, uncleaned                             | 0 08 1/2 |
| Hallowee dates, new per lb.                           | 0 05 1/2 |
| Figs, cooking, in tannets, per lb.                    | 0 05 1/2 |
| "    in sacks                                         | 0 06     |
| "    table, 1 crown                                   | 0 10     |
| "    "    3                                           | 0 11     |
| "    "    5                                           | 0 13     |
| "    "    glove boxes, per box                        | 0 09 1/2 |
| "    "    square boxes (12 oz) per box                | 0 09 1/2 |
| "    "    1 lb baskets, per basket                    | 0 15     |
| "    "    Apricots, choice, in 25-lb. boxes, per lb.  | 0 22 1/2 |
| "    "    Apricots, standard in 25-lb. boxes, per lb. | 0 22     |
| "    "    Peaches, choice, per lb.                    | 0 15     |
| "    "    Peaches                                     | 0 15 1/2 |
| "    "    Pears, choice (halves), per lb.             | 0 13 1/2 |
| "    "    "    standard                               | 0 13     |
| "    "    Plums, choice (dark pitted) per lb.         | 0 11 1/2 |
| "    "    Nectarines, choice                          | 0 16     |

EVAPORATED AND DRIED APPLES.—Canadian evaporated apples are quoted still at 10 1/2 to 11c. per lb., and dried at 9 3/4c. per lb.

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

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

RICE, TAPIOCA AND SAGO.—Rangoon rice is a little easier. We quote:

|                                |          |
|--------------------------------|----------|
| Japan rice, per lb., cwt. lots | 0 04 1/2 |
| "    50-lb. lots               | 0 04 1/2 |
| Rangoon rice, per lb.          | 0 04     |
| Patna                          | 0 04 1/2 |
| Tapioca, per cwt.              | 8 00     |
| Sago, per lb.                  | 0 04 1/2 |

NUTS—

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

OATMEAL AND CORNMEAL—

|                                     |          |
|-------------------------------------|----------|
| Rolled oats, 80 lb. sacks, per sack | 1 95     |
| "    40 "    "    "                 | 1 00     |
| "    20 "    "    "                 | 0 51 1/2 |
| "    8 "    "    "                  | 0 23 1/2 |
| Granulated oatmeal, per sack        | 2 50     |
| Standard, per sack                  | 2 35     |
| Cornmeal, 49's, per sack            | 0 91     |
| "    18's                           | 1 80     |

BEANS.—Choice prime white beans are quoted at \$1.90 and the hand-picked at \$2.05. The crop is reported short.

FOODS AND THEIR ADULTERATION.

Dr. H. W. Wiley, the United States Government's chief pure food expert, has written a book entitled "Foods and their Adulteration," which has recently been issued from the press of P. Blakiston's Son & Co., Philadelphia. Dr. Wiley's own introduction is the best

possible explanation of the scope of his work. He says:

"This manual is descriptive in character and aims to give, within its scope, as thoroughly and intelligibly as possible, an account of the various food products in common use in their natural and manufactured conditions, with the usual adulterations which have been found therein.

"It includes information regarding methods of preparation and manufacture, food values, standards of purity, regulations for inspection, simple tests for adulteration, effects of storage and similar matters pertaining to the subject.

"It has been designed to interest the consumer as well as the manufacturer consumer as well as the manufacturer, the scientific as well as the general reader, all of whom it is hoped will find in it something useful. The consumer is entitled to know the nature of the product offered, the manufacturer and dealer the best methods of preparation. It will give the physician and sanitarian knowledge of the value of foods, their proper use and inspection, and, while not analytical in purpose, will provide the chemist with information which will guide him in his work of detecting impurities."

E. D. Marceau & Company, Montreal, are advertising especially at present their teas, coffees and vinegars. Mention is made as well of some fine teas about to arrive.

# THOMAS J. LIPTON

## The World's Largest Tea Merchant

Heartily welcomes the grocers of Canada visiting Toronto Exhibition, and cordially invites them to make **Lipton's Tea Room** at 91 King St. West their headquarters, where very convenient waiting, rest and check rooms have been provided for out-of-town merchants, and where an exhibit of **Lipton's Tea, Lipton's Coffee** and various other lines will be made, and **Lipton's Tea, Lipton's Coffee** and **Lipton's Jellies** served **Free** to those attending. Be sure and take home a Lipton souvenir.

**Note the address—91 King St. West, Toronto**

TR

Light Rece.  
ceptio

The farm now busily in consequence duce comin cepts of b but the price past week falling off i tubs, but it to the farm and that as in, butter v Eggs are in on the mark ly Prince F of Nova Se Edward Isl cents and 1

The qual coming on t noticeably all round.

now off the is selling fr New carrot selling by t bage is wo head, and g per pound. few are bei coming in r are high so asked at p

The fruit year promis trees are s in some of to be used fruit also quality. Fc have been to secure fr year the ap ish, and al orchard at to pick two and two t One fruit an order t thousand l indications a mand from buyers from lantie will and Cornw fruit.

The qua coming on usually poo There is a fruit and t difficulty in customers. of the fru onds. This Bartlett pe

Within a fishermen c new marke

## TRADE NEWS OF NOVA SCOTIA

Light Receipts of Produce—New Potatoes in Good Demand—Prospects for Exceptionally Heavy Apple Crop—California Fruit High and Scarce.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., August 19.

The farmers all over the province are now busily engaged in hay-making, and in consequence, there is very little produce coming on the market. The receipts of butter are about an average, but the price is unchanged. Within the past week there has been considerable falling off in the receipts of small dairy tubs, but it is thought that this is due to the farmers being otherwise engaged, and that as soon as they get their hay in, butter will come along more freely. Eggs are in fairly good supply, the stock on the market at present being principally Prince Edward Island. The receipts of Nova Scotia stock are light. Prince Edward Island eggs are selling at 18 cents and Nova Scotia at 19 cents.

The quality of the new potatoes coming on the market is improving very noticeably and there is a good demand all round. Most of the old potatoes are now off the market and the new stock is selling freely at one dollar per bushel. New carrots, beets and turnips are selling by the bunch for five cents; cabbage is worth from 6 to 10 cents per head, and green beans from 6 to 8 cents per pound. Peas are a failure and very few are being marketed. Tomatoes are coming in more plentiful, but quotations are high so far, 12 cents being the price asked at present.

The fruit crop in Nova Scotia this year promises to be an excellent one. The trees are so heavily laden with apples in some of the orchards that props have to be used to support the branches. The fruit also appears to be of excellent quality. For some years past the apples have been spotted and it was difficult to secure fruit without this mark. This year the apples are free from this blemish, and all grades look well. In one orchard at Berwick, the owner expects to pick two thousand barrels of apples and two thousand bushels of plums. One fruit grower has already received an order from South Africa for two thousand barrels of apples. The indications at present are for a good demand from the English market, and buyers from the other side of the Atlantic will soon be in the Annapolis and Cornwallis Valleys buying up the fruit.

The quality of the California fruit coming on the market this year is unusually poor, and the price is very high. There is a good demand for the best fruit and the dealers have considerable difficulty in securing choice stock for their customers. Some of them say that most of the fruit shipped here now is seconds. This refers more particularly to Bartlett pears.

Within a short time the South Shore fishermen of Nova Scotia will have a new market opened up for them in the

Upper Canadian provinces, as the Department of Marine and Fisheries have arranged to have the Halifax and South Western Railway Company put on an iced refrigerator car service. All the details have not yet been arranged, but it is possible that the car will leave Yarmouth on Mondays, connecting with the I.C.R. fast freight at Halifax on Monday night, and arriving in Mon-

treal on Thursday morning. Hitherto the chief market for the South Shore men has been Boston and New York, large quantities of live lobsters and fresh fish being shipped direct to these points, and some of this fish found its way back into the Canadian market. The present move means that the entire Western Canadian market is now opened to them. Practically no South Shore fish has hitherto been shipped direct to Montreal, but large quantities have gone via Boston. Very few, if any, shippers on the South Shore have connections in Montreal. There is a refrigerator car service on between Mulgrave, N.S., and Montreal over the I.C.R.

## FOODSTUFFS NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., Aug. 19, 1907.

Business in grocery circles continues very good for this time of year. The visit of Their Excellencies, the Earl and Countess Grey, has enlivened matters here during the past week. Business houses and public buildings were abundantly decorated with flags and bunting and the citizens generally united in extending a hearty welcome to the representative of the King. His Excellency was dined by the Canadian Club and was the guest at several other dinners. His utterances on the progress of the Dominion and his words of praise for the Maritime Provinces were eagerly listened to.

The vice-regal party also visited Fredericton and left here Friday night for St. Andrews.

In reviewing the changes in the local wholesale markets during the past week, Geo. E. Barbour & Co. report that fish of all kinds are firmer on account of short receipts and bad weather. They do not look for higher prices, however, as the catch has been fair. Lard is slightly easier. American beef and pork are steady. Sugars are steady, with a good demand, and the market is unchanged. Cheese, butter and eggs are firmer. Eggs are selling at 18 to 18½ cents, which is very high for the season. Cheese is quoted at 11½c.; dairy butter at 20 to 21 cents. Canned salmon is very firm with 1906 pack almost entirely cleaned up. The first arrivals of new fish should be available this month. In dried fruits, 1906 seeded raisins are very firm, with stocks limited. Loose raisins are almost out of the market. Buyers are expecting first shipments of new Australian raisins this week. This line is offered at nine cents.

Deputy Minister of Railways Butler and leading officials of the I.R.C. were in the city on Friday last and met a committee of the Board of Trade to discuss the proposed improvements in the yard here. The committee pointed out that a great deal more yard room was needed. Mr. Butler, while agreeing with them, pointed out that only a limited amount of money was available for work this year and this would be spent to the best advantage. The chief work to be

done will be in increasing the yard room beyond Gilbert's Lane and in building a flour shed and loading siding on the western side of Mill Street. Other improvements have been promised for next year.

Reports received from various sections of the country are to the effect that blueberries are a plentiful crop. The market is good and prices higher than usual at this time of year. Shipments are being sent this year to Ottawa, a market heretofore unknown to New Brunswick, and the prices received are said to be in advance of those received on the Boston market.

The city has made an offer to the C.P.R. to lease to the company berths 1, 2, 3, and 4 on the west side, at a rental of \$45,000 a year, and a proposition has also been submitted to charge a flat rate of fifteen cents a ton on all freight. Both offers are being considered by the company. The city's object is to make the wharves bring in a revenue sufficient to meet the interest and sinking fund.

The fire inquiry at Hartland is now going on. It has been established that the conflagration was of incendiary origin.

John Walsh, who had been conducting a grocery business on the west side, died Thursday morning. He came to St. John in 1854. He leaves one son, Rev. H. W. Walsh, rector of Holy Trinity Church, and one daughter. The funeral was held on Saturday.

Greenberg and Israel, grocers, of Winnipeg, have dissolved.

W. D. Watson, general store, Traynor, has sold to J. A. Kennedy.

Coudie Bros., grocers, of Winnipeg, have sold to Moffat Bros.

A. Irving, grocer, Toronto, has been succeeded by H. L. Clarkson.

J. A. Turnbull, grocer and crockery merchant, of Listowell, has sold to L. D. Kelly.

**RECIPROCAL DEMURRAGE.**

(Continued from page 31.)

necessarily involved in sending claims to distant points for litigation and enforcement, throw up their hands and forego their claims altogether. But even if they do litigate, they are confronted with some fifty distinct jurisdictions each having statutes or local decisions that create an almost equal number of clashing rules, so that it has been impossible for many years for the shipper, the consignee or the carrier to determine or ascertain their respective rights and obligations.

"This one piece of federal legislation just referred to is supplemented by what it is hoped and expected will be a still more important measure of governmental regulation. I refer to the uniform bill of lading, which after nearly three years of constant and untiring work on the part of the joint committee of the carriers and shippers and their lawyers, has just been submitted to the Interstate Commerce Commission for adoption.

"The growth of this instrumentality of commerce has been remarkably rapid and its development has been most varied.

"In some jurisdictions the carrier can contract against everything but negligence; in others this is prohibited. In some, the carrier can stipulate against liability for fire; in others this is denied. In some the duty of proving the negligence is on the plaintiff; in others the carrier must show that it has been free from negligence. Imagine the insuperable difficulty of proving in an action against a carrier, particularly if it be the connecting or final one, the cause of the injury and the presence of negligence. These and many other equally momentous points that have given rise to endless confusion and doubt in and out of court have been disposed of by the bill of lading now with the commission.

"If the commission on October 15 next, when the final hearing takes place in Washington, makes this new bill a rule and regulation of interstate commerce, and, if necessary, Congress approves, the industries of this country can beg few more useful boons, and there will be taken from the domain of litigation an endless number of questions that are now surrounded by an impenetrable haze of fog and uncertainty."

**CORRESPONDENCE**

**LONDON.**

Grocery business, wholesale and retail, is holding its own. Teas of all kinds are very firm. Prices of dried fruits are easier and unsettled, and as the crops are good a further drop in prices is looked for. Brokers' advices report vessels loading with new crop raisins and currants at Patras and Denia and shipments should arrive on this side of the Atlantic within the next six weeks.

The scarcity of berries this season has resulted in an unsuccessful demand on retailers for plums, which, according to all accounts, are a good crop. The result has been to send the price of plums away up. Twelve-quart baskets that in ordinary years have been retailed at 60 to 75 cents are selling now at 90 cents.

With the appearance of this fruit there has been a slight improvement in the demand for sugar.

Ed. Ryan, of Ryan & Russell, the Richmond Street grocers, gives voice to a grievance which the trade has complained of for some time. It is that grocers, in buying fruits and vegetables from the canneries, have no means of knowing whether the goods are new or old—whether they are this year's or have been held over from year to year for a greater or lesser period. Mr. Ryan suggests that legislation be sought at Ottawa compelling packers to mark the year of packing on each can sold. One of the canners recently spoken to on the subject said: "Why, we put entirely new labels on our goods each year. Isn't that enough?" "No," replied Mr. Ryan, "for it is an easy enough matter to paste a new label over an old one so as to completely hide it. Besides," he added, "when you are getting new labels printed wouldn't it be an easy matter to have the date marked in a corner?" The question was not answered.

Complaint is made by grocers in the outlying parts of the city that hucksters are in the habit of hawking about the back streets and from door to door vegetables and fruit which they purchase in the local market, to the detriment of storekeepers who pay rent and taxes. A city bylaw prohibits any person from selling on the market or the streets farm produce not of their own growing and from buying stuff on the market for the purpose of reselling it. Officers of the Retail Grocers' Association a few days ago sought advice on this point at the city hall and were referred to the market clerk, whose duty it is to see that the bylaw is not abused. If that official cannot bring about an abatement of the huckster nuisance the market committee of the city council will be appealed to.

The push cart banana men are dropping off one by one as their licenses expire, and in the course of a couple of months or so the last of them will be gone. The new bylaw regulating the movements of these itinerant vendors of tropical fruits and peanuts, which the Retail Grocers' Association were instrumental in having passed, is having the effect intended, as these foreigners find it better to get out of business altogether than remain in it with their operations confined to the outlying streets of the city.

Local grocers had a jolly time last Wednesday afternoon at Dorchester. Many of them enjoyed angling in the private stream of the London Skating and Fishing Club, but more of them witnessed a baseball match for blood between teams captained by Thos. Shaw and Ed. Ryan, vice-president and treasurer, respectively, of the association. The latter won by the score of 14 to 12. The big features of the afternoon, however, were the trotting races. A number of farmers had driven into the village to see the fun and the ball game ended, the farmers' rigs were commandeered and the races started. Each of the jockeys—and all of them were grocery

men—was decked out with a jockey's silk cap furnished by the hotelkeeper, W. C. Drake, which added not a little to the picturesqueness of the scene. Of course the best nag and the best driver won in each event, but as the contests were not governed by the rules of any particular jockey club and all the drivers are church members, no names or time were placed on record. A banquet at the hotel in the evening wound up one of the most enjoyable outings of the season.

**STRATFORD.**

E. K. Barnesdale, president of the Barnesdale Trading Co., who has been visiting the notable places of interest in the Old Country, is expected to arrive home on August the 26th.

Every day is market day here now. The vendors appear with their produce on the market every morning, and generally dispose of all of it without trouble. Vegetables are in heavy demand. The recent light showers of rain have done much to improve the vegetable growth. Previous to the rain everything was in a dry and parched condition, and the outlook was far from encouraging.

Notwithstanding the backwardness of the season, and the consequent shortage of most fruits, the grocery business is fully up to that of recent years. There are one or two merchants in the city who contend that trade has been duller this summer than for some years past, but this opinion is not that of the majority. Recently there was a great deal of talk in this vicinity about the backwardness of the crops, but on Saturday last one farmer remarked to your correspondent that many of the crops, although a little late, are, on the whole, better and larger than last year. When the farmer is satisfied with his crops, the city resident should have no kick coming.

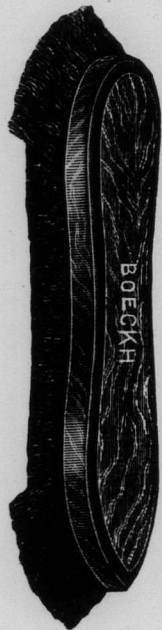
"Do you find it handy to have these bags hung up in a string over the counter?" asked a customer of one of the city retailers, as he pointed to two or three rows of paper bags that were strung, according to size. "Yes," was the reply, "I used to have them in loose bundles on a shelf under the counter, but I found that when in a hurry, they got knocked around and made things untidy. When hung up that way, they are always just where you want them." This is sound philosophy, and worth following.

Oranges have taken on a decided upward price, but the citizens seem to relish the California fruit, as there is no decrease in the demand.

Many of the general grocery travelers are now taking their holidays, and their familiar faces are missed.

The free postal delivery system was inaugurated in this city this week. Seven carriers are traversing the streets daily on the various routes, and it is understood that the number will be added to in the near future. Three deliveries are made daily, and the service is much appreciated by the citizens.

# Dollars in a Name



When the proverbial cobbler declared that there was nothing in a name he was absolutely ignorant of modern business methods. There's **more than dollars—there's a lasting reputation and a staying trade in the name**

## BOECKH

for thousands of dealers throughout Canada. There's just one brand of **Brushes** good enough for you to stock—if you are out for more business. That's the BOECKH BRAND the product of the largest and best equipped factory in Canada. We have permanent representatives in the countries of the Old World where the best bristles come from. This enables us to buy to better advantage than smaller manufacturers and the **Grocers of Canada share our profits.**

**UNITED FACTORIES, Limited**  
**TORONTO, CANADA**

### A SPECIAL OFFER

We are spending a great big sum of money in advertising our

*Gold Standard*

**BAKING POWDER**

as well as our other products.

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

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

If you have not already heard about it drop us a line to-day for full particulars.

**THE CODVILLE-GEORGESON CO.,**  
**WINNIPEG, MAN.** Limited

Before buying

## SALT

Write us for quotations and we can save you money

**Mason & Hickey**

**108 Princess Street, WINNIPEG, Man.**

*It pays to have proper connections in*

## The West

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

*Satisfaction Guaranteed*

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

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

**WINNIPEG, MAN.**

## The Superior Quality

of our

### Mild Cured Hams

### Boneless Breakfast Bacon

### Skinned Smoked Backs

meets the most exacting requirements of your customers.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

# Creamery Butter

We have a large stock of both prints and boxes and are daily receiving supplies. Write us for quotations or send us your orders, to be charged for at market price.

**F. W. FEARMAN CO.**

HAMILTON

Limited

## "That Nutty Flavor"

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

**CORONA**  
HAMS  
and  
BREAKFAST  
BACON

have these qualities and are certain to tickle the palate.

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

**The Montreal Packing Co.**

LIMITED

MONTREAL, P.Q.

WE HAVE NO RETAIL STORES

## It Means This

The RYAN BRAND means the maximum of purity and wholesomeness. That's why our

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

will be most pleasing to your customers.

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

**The WM. RYAN CO., Limited**

70-72 Front Street East

**TORONTO, - ONT.**

An easier cheese market Montreal are the decline in Ontario dealer 11¢., while fo is obtainable.

These prices, too high for have not sho much more figures quoted porters. They figures much l ing, and if thi are, it is likely ther decline. A lower, export very much, but shown them. E pared to talk l

Stocks are with last year there are more cheese in Can 175,000 to 2 Montreal.

Receipts last against 101,700 Total receipts 1,182,622 boxes same period, 1 receipts are last year.

ing considerin weather has be has been handi cattle owing consequent la when feed was

Last week were exported, boxes the prev 83,781 boxes s tal shipments

The Old Coun unsatisfactory ed supplies fro sources of impo Denmark and C

The large del mark have beco week in Englar ried over as ag before. In the hogs have been of years. Their been running al the ordinary sh have been about deliveries of hog than for two oi result has been ket. This is esp of the price. B 63s. and heavy This is very hig try people wa when our food: means they sub sult is that low demand and at

# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

An easier feeling characterizes the cheese market this week. Prices in Montreal are slightly lower, following the decline in the country. For finest, Ontario dealers are asking 11½c. to 11¾c., while for Quebecs, 11¼c. to 11½c. is obtainable.

These prices, however, appear to be too high for English houses, as they have not shown a willingness to buy much more freely at the lower figures quoted them by Canadian exporters. They appear to be waiting for figures much lower than those now ruling, and if things continue as they now are, it is likely that there will be a further decline. With prices even a little lower, export business would pick up very much, but when to-day's prices are shown them. English firms are not prepared to talk business.

Stocks are not large as compared with last year. It is not thought that there are more than 250,000 boxes of cheese in Canada, of which probably 175,000 to 200,000 boxes are held in Montreal.

Receipts last week were 95,232 boxes, against 101,700 same week last year. Total receipts of cheese since May 1, 1,182,622 boxes, against 1,291,942 boxes same period, 1906. It will be seen that receipts are 109,320 boxes behind last year. This is not surprising considering how unfavorable the weather has been, and how the farmer has been handicapped in caring for his cattle owing to the late spring and consequent lack of pasture at a time when feed was extremely high.

Last week 82,437 boxes of cheese were exported, as compared with 72,575 boxes the previous week, and against 83,781 boxes same week last year. Total shipments since May 1 this year

Reports from England state that the market is in a more healthy state.

Butter is steady, a good, brisk trade being done locally at prices which allow a fair profit to the dealer. Much more attention is being paid to the local trade than to the export. At the moment demand on the part of grocers is very strong and as prices are satisfactory transactions are numerous.

The make keeps up as well as can be expected for a year such as this has been. Receipts last week were 17,271 packages, against 14,984 packages the previous week, and 26,571 packages same week last year. Total receipts this year show a falling off, compared with 1906. They amount to 250,809 packages, as against 385,270 packages for the corresponding period of last year, which means a decrease of 134,461 packages.

Shipments have fallen off, only 44,001 packages having been exported since May 1, as compared with 216,409 packages in 1906. The difference is 172,408 packages. Last week 3,571 packages were shipped, as against 4,138 packages the previous week, and 24,560 packages same week 1906. It will be noticed that the shipments in this one week last year equal more than half the total exports this season.

In England they are not yet using a great deal of Canadian butter, although more or less of what is going forward is going into consumption. Dealers here expect to dispose of all the butter they have to spare before the Australian butter arrives on the Old Country markets, and for that reason they are not worrying much about the lack of good inquiry from English houses.

## THE PROVISION SITUATION

The Old Country market is in a rather unsatisfactory condition due to increased supplies from the three principal sources of import supply, United States, Denmark and Canada.

The large deliveries of hogs in Denmark have become an old story. Last week in England 2,000 bales were carried over as against 200 bales the week before. In the United States receipts of hogs have been heavier than for a couple of years. Their export shipments have been running about 18,000 boxes, while the ordinary shipments for some time have been about 13,000. In Canada also deliveries of hogs have been more liberal than for two or three years and the net result has been to overburden the market. This is especially the case in view of the price. Best bacon is quoted at 63s. and heavy lean and fat at 58s. This is very high and in the Old Country people watch prices closely and when our foodstuff gets beyond their means they substitute another. The result is that low prices greatly stimulate demand and at 45 to 50s. the consump-

tion of bacon would probably be from a third to a half more than at present.

The unsatisfactory market in the Old Country has tended to divert more pork to Canadian cuts with the result that the market here is somewhat overloaded and the tone is weak.

This feeling is increased by the lowering of the live hog prices. The packers are trying to get the price down to keep pace with the situation in the Old Country. This week prices are down to \$6.50 to \$6.60 and Davies & Co. have already set the price for next week at \$6.35. Deliveries last week were from 22,000 to 24,000, but this week they are not coming so fast. In view of the market conditions, however, the packers will be pleased to get a very small number.

The weakness in the market here is causing some variation in prices, or perhaps it had better be said that the variations in the prices are contributing to the weakness of tone. Some packers are oversupplied with one line and some with another, so that the shading of prices is on different lines in

different houses, but all feel bound to meet all reductions.

The New York Journal of Commerce, reviewing the American market for last week, says:

"The market for hog products the past week has been but a small side-show, beside the grain markets, with which it has partially sympathized, on the depression caused by Wall Street liquidation, tight money and the telegraph strike, which has practically brought business with the west to a standstill, as most business in these products is dependent upon quotations from Chicago, of which official ones are about all that have been received during the week. The result has been, as usual, to depress prices, but there has not been enough demand to result in much break, as concessions would scarcely have stimulated business. The receipts have been but partially reported, and chiefly from Chicago, although the 'Price Current's' report from the west for the week falls behind last year 95,000, against 100,000 excess last week; which seems hardly probable and may be due to lack of full reports owing to the telegraph strike. The market must therefore be regarded as more nominal than real at easier but not radically lower prices for the week without other new features than noted above."

## PROVISION MARKETS

### MONTREAL.

PROVISIONS.—Business is reported by packers very brisk for the season. There is not a great movement in lard, but occasional sales are being made. Smoked meats are going out steadily in a jobbing way, but no large orders are being filled.

|                                          |       |       |
|------------------------------------------|-------|-------|
| Lard, pure, tierces                      | 0 11½ | 0 11½ |
| " " 56-lb. tubs                          | 0 11½ | 0 12  |
| " " 20-lb. pails, wood                   | 0 10½ | 0 10½ |
| " " cases, 10-lb. tins, 60 lbs. in case  | 0 11½ | 0 12½ |
| " " 5-lb.                                | 0 1½  | 0 12½ |
| " " 3-lb.                                | 0 12  | 0 12½ |
| Lard, compound, tierces, per lb.         | 0 10½ | 0 11½ |
| " " tubs                                 | 0 11½ | 0 11½ |
| " " 20-lb. pails, wood                   | 0 10½ | 0 11½ |
| " " 20-lb. pails, tin                    | 0 10½ | 0 10½ |
| " " cases, 10-lb. tins, 60 lbs. in case  | 0 10½ | 0 11½ |
| " " 5-lb.                                | 0 10½ | 0 12  |
| " " 3-lb.                                | 0 11  | 0 12½ |
| Wood, net; tin packages, gross weight—   |       |       |
| Canadian short cut mess pork             | 22 00 | 22 50 |
| Canadian short cut clear                 | 21 50 | 23 75 |
| American fat back                        | 23 50 | 23 50 |
| Breakfast bacon, per lb.                 | 0 14  | 0 16  |
| Hams                                     | 0 12½ | 0 15½ |
| Extra plate beef, per bbl. various sizes | 8 00  | 23 00 |

BUTTER.—Prices continue firm and business is quite satisfactory. Some shipments are being made to the west at prices which allow the dealers a good margin of profit.

Creamery, choice, boxes
 0 12½ || " " pound prints | 0 23 |
| Dairy tubs | 0 19 0 20 |

CHEESE.—Cheese is quiet locally. Prices are firm. Receipts are good compared with last year, although they are somewhat smaller. Exports are keeping up.

Cheese, old
 0 14 | 0 16 || " " new, large | 0 11½ | 0 11½ |
| " " twins | 0 12 | 0 12 |

EGGS.—Eggs are in strong demand prices ranging from 18½c. to 19c. for

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

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

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

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

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

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

No. 1 fresh, to 21c. to 23c. for selects. Receipts are large, but demand is brisk, eggs being about as cheap a food as any now on the market possessing the same nourishment. Very small lots are being stored, the quality not being of the best for storing purposes.

**HONEY.**—Prospects appear to be good for buckwheat honey. Prices are firm, although business is not large.

White clover comb honey..... 0 14  
 Buckwheat, extracted..... 0 08  
 Clover, trained, bulk..... 0 09

**MAPLE PRODUCTS.**—Maple goods are in fair demand at figures quoted. Townships sugar is firmer.

Pure maple syrup, bulk, per lb..... 0 06½ 0 07  
 Compound maple syrup, per lb..... 0 04½ 0 05½  
 Pure Townships sugar, per lb..... 0 08

**TORONTO.**

**PROVISIONS.**—There is a rather weak tone to the market due to the large stocks in the hands of some of the packers and to the declining live hog market. Long clear is one-half cent lower but packers declare it cannot be produced at the lower price and show any margin of profit. Short cut is also lower. One large packer is asking a little more for lard, but the majority of them have not followed suit.

Long clear bacon, per lb..... 0 18½ 0 11  
 Smoked breakfast bacon, per lb..... 0 15½ 0 16  
 Roll bacon, per lb..... 0 11 0 11½  
 Small hams, per lb..... 0 15 0 15½  
 Medium hams, per lb..... 0 14½ 0 15½  
 Large hams, per lb..... 0 13½ 0 14  
 Shoulder hams, per lb..... 0 10½ 0 11  
 Backs, plain, per lb..... 0 16½ 0 17  
 " pes meal..... 0 17½ 0 17½  
 Heavy mess pork, per bbl..... 19 50 20 00  
 Short cut, per bbl..... 22 00 22 40  
 Lard, tierces, per lb..... 0 11 0 11½  
 " tubs..... 0 11½ 0 11½  
 " pails..... 0 12  
 " compounds, per lb..... 0 10  
 Plate beef, per 200-lb. bbl..... 12 50 13 00  
 Beef, hind quarters..... 9 00 10 00  
 " front quarters..... 5 50 6 00  
 " choice carcasses..... 7 50 8 25  
 " common..... 5 00 6 00  
 Mutton..... 0 08 0 10  
 Lamb..... 0 12 0 13  
 Hogs, street lots..... 9 25 9 50  
 Veal..... 0 08 0 09½

**BUTTER.**—The market is firm and pretty much unchanged. It is reported here that half a million pounds of butter are stored in London, Ont., which seems a heavy supply. Here, however, creamery prints are still quoted at 23 to 25c. according to quality, the bulk of it going about 24c. but an occasional choice brand above 25c. Solids are a bit firmer and choice dairy tubs also.

Creamery prints..... 0 23 0 25  
 Creamery solids..... 0 21 0 22  
 Dairy prints, choice..... 0 21 0 22½  
 " ordinary..... 0 18 0 19  
 " tubs, choice..... 0 19 0 20  
 " tubs, ordinary..... 0 17½ 0 18  
 Baker's butter..... 0 17

**EGGS.**—Supplies have not yet felt to any extent the impetus usual with the hens getting into the harvest fields. Prices are firm, higher, if anything, and dealers look for a steady market for some time. The quality is improving and that generally precedes increased

consumption and any surplus stocks are expected to go readily into storage.

**CHEESE.**—Prices are one-quarter cent higher. Demand for new cheese has been small as yet.

Cheese, large..... 0 12½ 0 12½  
 " twins..... 0 12½ 0 13

**HONEY.**—The fall trade has not yet set in and prices are unchanged.

Honey, strained, 60 lb tins..... 0 11  
 " " 10 lb tins..... 0 12  
 " " 5 lb tins..... 0 12  
 " in the comb, per doz..... 2 00 2 50  
 Buckwheat honey, per lb..... 0 05 0 06  
 " in comb, per doz..... 1 25 1 50

**POULTRY.**—Trade is fair and demand nicely absorbs the supply at unchanged prices.

Live Weight.  
 Spring chickens, per lb..... 0 12 0 14  
 Old fowl..... 0 09 0 10  
 Ducks..... 0 10  
 Dressed weight.  
 Spring chickens, per lb..... 0 15  
 Old fowl..... 0 10  
 Ducks..... 0 12  
 Tom Turkeys..... 0 14  
 Hen..... 0 14 0 16

**WINNIPEG.**

**BUTTER.**—Creamery butter is in brisk demand, owing to the poor quality of the greater part of the dairy butter offering. The price to the trade is 24 cents. For dairy No. 1 produce houses are paying 18 cents, and for No. 2, 16 cents, delivered in Winnipeg.

**CHEESE.**—Ontario cheese is selling at 13½ cents per lb., and Manitoba at 13 cents.

**EGGS.**—Produce houses are paying 16 cents per dozen delivered in Winnipeg, and subject to candling.

**PACKING PLANT FOR EDMONTON.**

Work on the big new J. T. Griffin Co. plant in Edmonton is being pushed ahead rapidly and very soon the Alberta capital will have a large, up-to-date packing plant that will provide a ready market for all the hogs that the farmers in the Edmonton district can be persuaded to raise. The new plant is to cost \$500,000 and it will be the home of one of the big industries of the country. It is generally understood and admitted that J. T. Griffin Co. are controlled by Swift & Co., of Chicago, and are in fact their Canadian branch. There is, therefore, unlimited capital behind the Edmonton enterprise and its success is assured from the first.

The Edmonton plant is in charge of P. O. Dwyer.

**PROGRESS OF AERIAL NAVIGATION.**

The airship that is coming to the Canadian National Exhibition, Toronto, will make a trip, within the first four days, from the Exhibition Grounds down to the City Hall, around the City Hall tower and back to the place of starting, thus exemplifying the great progress that has been made within the last twelve months in aerial navigation. It is not so many months since Santos Dumont, the great Brazilian aeronaut, had his name on the lips of pretty well every man and woman in the civilized world for his great feat of rounding the Palace of the Elysee, and now within a year of that performance the feat is to be more than repeated in the city of Toronto, Canada.

The sale of Wilson's



**FLY PADS**

is many times larger than that of all other fly poisons combined.  
 Avoid cheap and unsatisfactory imitations.

ARCHDALE WILSON, - HAMILTON





### The Ideal Quick Lunch

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

### CLARK'S LUNCH TONGUE

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

**WM. CLARK - MONTREAL**

# O'MARA

**BACON**

**LARD**

**HAMS**

**O'MARA - Palmerston**

## The Manitoba Canning Co.

LTD.  
Grande Pointe, Man.

Our 1907 Pack of

### Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

**NICHOLSON & BAIN**

Winnipeg, Calgary and Edmonton

### A LONG STORY IN FEW WORDS

Reliable



Preferable



Saleable



Profitable

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

# CEREALS AND CONFECTIONERY

**Wheat Markets Are Feeling the Approach of Fall—Flour and Cereal Trade Remains very quiet, With Prices Steady—New Confectionery Season.**

The first breath of fall weather is having its effect upon the wheat markets, increasing speculative activity and giving a generally firmer tone to things. Frost has appeared in the west and with the late start the crops got the farmers were hoping for a late fall to even things up. Very much depends on the weather during the next few weeks. The recent decline of wheat prices stimulated a very active demand for export and this movement has also had a strengthening effect.

All this time the millers are playing a waiting game. They want to know what the harvest will bring forth. Some of the bakers have pretty fair stocks of flour and those who have not are cautious and will buy only from hand to mouth. Merchants seem to be of the same mind, with the result that the demand for flour is very limited.

The cereal business as a whole is quiet, too, but some millers report quite an active demand for oat and wheat products. Prices, however, are steady and fall business has not yet opened up.

### Confectionery.

Coming on the fall there will be a new candy trade to take care of. The family will soon be gathering about the evening fire and there's nothing the women and girls will appreciate more than a box of chocolates. Nearly every grocer in the country can get a part of this profitable trade if he goes in for it with a little thought and enthusiasm. Besides being worth while in itself, it will in most cases help the grocery business.

### MONTREAL.

**FLOUR**—Local demand for various grades has been quite satisfactory to milling companies. No higher prices have been asked, and it is does not seem at the moment as though an advance were likely. Demand from the other side has not been active, although recently some fairly good sales have been made to Old Country and foreign purchasers.

|                                         |      |
|-----------------------------------------|------|
| Winter wheat patents.....               | 5 00 |
| Straight rollers.....                   | 4 40 |
| Extra.....                              | 4 20 |
| Straight rollers, base 90 per cent..... | 1 75 |
| Royal Household, bags.....              | 5 10 |
| Glenora.....                            | 4 50 |
| Manitoba spring wheat patents.....      | 5 10 |
| " strong bakers.....                    | 4 50 |
| Five Roses.....                         | 5 10 |
| Buckwheat flour.....                    | 2 25 |

**FEED**—Feed is still very scarce and prices are strong. It was thought some little time ago that there would be relief and a more favorable market would rule around this time, but nothing has turned up to help out matters, and millers remain oversold and quite unprepared to do business as in ordinary years.

|                         |       |       |
|-------------------------|-------|-------|
| Ontario bran.....       | 18 00 | 19 00 |
| Ontario shorts.....     | 23 00 | 24 00 |
| Manitoba shorts.....    | 23 00 | 24 00 |
| " bran.....             | 20 00 |       |
| Mouillie, milled.....   | 23 00 | 3 00  |
| " straight grained..... | 28 00 | 30 00 |
| Feed flour.....         | 1 35  | 1 45  |

**ROLLED OATS**—Quotations given be-

low have ruled all week. Fair trade has been done.

|                                     |      |         |
|-------------------------------------|------|---------|
| Fine oatmeal, bags.....             | 2 60 | 2 75    |
| Standard oatmeal, bags.....         | 2 60 | 2 75    |
| Granulated.....                     | 2 60 | 2 75    |
| Gold-dust cornmeal, 98 lb bags..... | 1 70 | 2 00    |
| White cornmeal.....                 | 1 65 | 1 75    |
| Roll'd oats, 90-lb. bags.....       | 2 40 | 2 50    |
| " 80-lb. bags.....                  | 2 30 | 2 3 1/2 |
| " bbls.....                         | 5 05 | 5 35    |

### TORONTO.

**FLOUR**—Trade continues very quiet and without incident. Buying is from hand to mouth and prices are steady, waiting the outcome of the harvest.

#### Manitoba Wheat.

|                           |      |      |
|---------------------------|------|------|
| 60 per cent. patents..... | 4 90 | 5 00 |
| 85 ".....                 | 4 45 | 4 50 |
| Strong bakers.....        | 4 30 | 4 40 |

**CEREALS**—Prices continue unchanged and trade generally is quiet though some local millers report a quite satisfactory demand both domestic and export.

#### Winter Wheat.

|                      |      |      |
|----------------------|------|------|
| Straight roller..... | 4 25 | 4 35 |
| Patents.....         | 4 45 | 4 65 |
| Blended.....         | 4 35 | 4 40 |

|                                                |      |      |
|------------------------------------------------|------|------|
| Roll'd wheat in barrels, 100 lbs.....          | 2 75 | 3 00 |
| Roll'd oats, in wood, per bbl.....             | 5 25 |      |
| " in bags, per bag 90 lbs.....                 | 2 50 |      |
| Oatmeal, standard and granulated, per bbl..... | 5 55 |      |
| " in bags 98 lbs.....                          | 2 65 |      |

### CONFECTIONERY NOTES.

B. P. Kent, miller, of Burford, has sold to R. McCracken.

J. P. Wal, confectioner, of Hague, has been succeeded by P. Frost.

H. Cuttler, confectioner, etc., of Broadview, has been succeeded by A. S. Tilbury.

The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

The New Prague Milling Co., of New Prague, Minn., is credited with the intention of establishing a large mill at Saskatoon. They talk of 3,000-bushel capacity.

Harris and Barnes, general store, Disley, have dissolved.

H. Coltart, general store, of McTaggart, has sold to W. F. Parsons.

R. J. Thomas, manager for B. W. Thomas, Hartford, has been in the west for three weeks looking over the country. He was at Edmonton, Calgary, Banff, Red Deer, Winnipeg, etc.

## Are You Content?

with the flour you are handling?

If not, get a shipment of

## Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

## LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

### NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St.,

QUEBEC.

## GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL

BOLTON, ONT.

## BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

**WATCH THE GRADING OF APPLES**

A. McNeill, chief of the Fruit Division of the Dominion department of agriculture, in the course of a letter to The Canadian Grocer on apple classification, states:

"Your patrons, I am sure, will pay more attention to the Canadian grade of No. 2 apples this year. The definition

as set forth in the Inspection and Sale Act, part IX. (Fruit Marks Act), requires that 80 per cent. of the apples in a No. 2 barrel should be free from any blemishes that cause material waste; the remaining 20 per cent. must be at least nearly medium in size. These two points make the No. 2 apple a most will be almost impossible to put in culls under this definition, because if the apple is of nearly medium size the blemishes are almost sure to be such as would cause material waste.

"Grocerymen and fruit sellers should post themselves thoroughly upon what they should get in a No. 2 barrel, and insist upon getting it. The law is made in their favor as against any unscrupulous packer or broker. This will make it easier to maintain a high standard for No. 1. A No. 1 barrel should contain 90 per cent. of apples practically perfect.

"The Inspection and Sale Act, part IX. (Fruit Marks Act), will be sent free on application to the fruit division."

**A NEAT PARCEL**

is a customer-pleaser. Our

**Bags,  
Paper,  
Twine and  
Stationery**

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

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

**ICE CREAM POWDER**

At a Tempting Price

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

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

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

**NOTES.**

R. R. Onglis, grocer, of Edmonton, has suffered loss by fire.

J. M. Hickman, grocer, of Alpha, has been succeeded by D. Hillhouse.

A. Johnson, general store, Innistil, has been succeeded by A. L. Trace.

Jos. Neven, general store, New Norway, has been succeeded by Ramsay Bros.

D. F. Williams, of Port Burwell, general store, has been succeeded by C. D. Foster.

Henry Gabel, general store, Beau-sejour, has been succeeded by Powell and Gabel.

**EPPS'S GRATEFUL COMFORTING**

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

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

**THE MOST NUTRITIOUS**

**COCOA**

**THEY KEEP CRISP**

That's only one of the good points of

**McLauchlan's Cream Soda Biscuits**

They hold your customers just as they hold their goodness.

**McLAUHLAN & SONS CO.,** - - - **OWEN SOUND, ONT.**

**"Incomparable"**

Mr. Grocer! When the women of Canada are so unanimous in their opinion regarding our

**Perfection Cream Sodas**

can you afford to stock other biscuits? Your customers must have told you again and again that



are "Incomparable" Judge them as you will, that verdict stands. There are reasons for the marked superiority of

**Perfection Creams**

We would like to tell you why in the following series of ads.

**The Mooney Biscuit & Candy Company, LIMITED**

STRATFORD, - CANADA

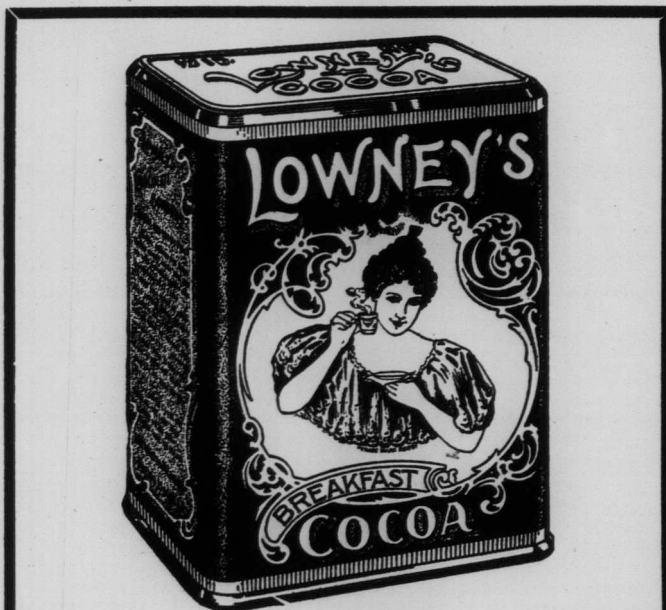


**COX'S GELATINE**

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

PURITY GUARANTEED BY THE MAKERS

Canadian Agents: **J. & G. COX, Ltd.**  
C. E. Colson & Son, Montreal  
D. Masson & Co., " **Gorgie Mills**  
A. P. Tippet & Co. " **EDINBURGH**



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited  
165 William St., - - - MONTREAL, CAN.

Dealers are requested to write for special free deal.



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

## Remember

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

**Canadian Coconut Co.**  
Montreal, Canada

Western Canada Flour Mills Co., LIMITED

## PURITY FLOUR

Mills at  
WINNIPEG  
GODERICH  
BRANDON



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

It pays you to pay for quality.

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

# PURITY

## Particular People Like Our Flour

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

**"Premier Hungarian"**  
**"White Rose" and**  
**"Royal Patent" Brands**

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

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

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



(Pronounced E

It is wis  
prudent  
the time  
is pointi

W

396 St  
Phone M  
MON

CANADA  
No bett  
Co

After all

Joh

J. A. Taylor  
Montreal

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Pronounced Ka-ayg)

It is wise to give thought to the future. The prudent business man watches the signs of the times. The index finger of public taste is pointing towards

## Cailler's Genuine Swiss Milk Chocolate

Be prepared for the call.

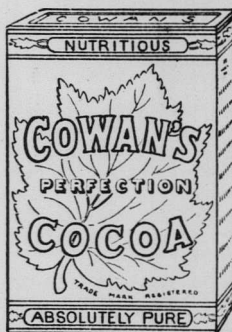
General Agent for Canada:

### WM. H. DUNN

396 St. Paul St.  
Phone Main 685  
MONTREAL.

27 Front St. East  
Phone Main 7658  
TORONTO.

## Because It Pays



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

## COWAN'S COCOA and CHOCOLATE

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

## COCOA and CHOCOLATE

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

**The COWAN CO., Limited**  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

After all is said and done it's the goods that have stood the critical test of time that pay you to sell and recommend. In Canada, it's

## Mott's

"Diamond" and "Elite"  
brands of

## Chocolate

that have been tried and proved reliable for over 25 years.

Why change?

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

SELLING AGENTS:  
J. A. Taylor Montreal  
R. S. McIndoe Toronto  
Jos. E. Huxley Winnipeg  
Arthur Nelson Vancouver

## It will Pay

you to stock and push  
the sale of the famous

## Frame-Food

PREPARATIONS

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

Extraordinarily advantageous  
Terms for Pioneer Traders.

Write for Particulars

at once

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

## WINNIPEG CATERERS' PICNIC

**A Large Gathering and Despite Not Very Favorable Weather a Fine Outing was Enjoyed—Wholesalers and Manufacturers Closed up to Allow Employees to go.**

In spite of the very worst that the weather man could do the Winnipeg Caterers' Picnic, held on Wednesday of last week at Winnipeg Beach, was a big success. The Winnipeg Caterers' Association is a strong organization including in its membership all the grocers, bakers and butchers of the city, and it is capable of doing things in the amusement line. Each year the caterers' picnic is looked forward to as the big event of the season at the popular summer resort at Winnipeg Beach and the committees in charge have an increasingly difficult task each year to make each succeeding picnic a bigger success than the last. This year's committee undoubtedly succeeded in doing what was expected of them, but in accomplishing their object they set a pace that will make the work of next year's committee particularly difficult.

The first train for the Beach left early in the morning and as the rain was coming down in sheets the outlook was decidedly unpromising. However, a large number of enthusiasts were determined to attend in spite of the unfavorable circumstances and the first train carried an unusually large crowd to the Beach. Three special trains were provided by the C.P.R. and over two thousand of the Winnipeg caterers, with their wives and families, spent an enjoyable day at the Beach. Business was forgotten for the day, all the retail stores and wholesale houses being closed in order to allow employers and employees to attend the big annual event of the Caterers' Association. The Western Canada Flour Mills Co. also closed down their immense plant at St. Boniface and furnished all their employees with transportation to the Beach.

A splendid programme of sports had been arranged by the committee and it was well carried out. The day was cloudy for the greater part of the time, but the wind across the lake was not cold and there were many bathers, although the heavy swell prevented very many from using the boats. The aquatic sports attracted considerable attention and there was some particularly good swimming and diving.

On land the baseball games, the races, tug-of-war and pursuit and capture of the lubricated pig, provided by the generosity of Gordon Ironside and Fares, furnished amusement until the departure of the first train. Bert Turner, the captor and consequent proud possessor of the elusive pig, was the hero of the day and is still receiving congratulations from his acquaintances in the trade.

The 90th band was secured for the occasion and furnished music during the day while a capable orchestra in the dancing pavilion enticed those whose inclinations were towards the pleasures of dancing. During the evening the dancing pavilion was the main attraction. Since last year the pavilion has been greatly enlarged and the floor was in perfect condition. It was with difficulty that the last of the party could be gathered

at the station in time to catch the last train home.

Too much credit cannot be given to the officers of the association to whose hard conscientious work is due the big success of their annual event. President T. J. Coyle and Vice-President J. R. Gowler had a busy day of it, but they were ably assisted by the other officers of the association, W. A. Bartram, treasurer, and "Mike" O'Connor, secretary. The secretary was indefatigable in his efforts and was the hardest worked man on the grounds. The officers were given able assistance by Charles Gibson and J. Treleaven and others on the committee in charge.

The list of the sports, the winners, and prizes, are given below. Many of the

### CANADIAN GROCER IN GREECE.

Thos. Bell, Sons & Co., Liverpool and Montreal, writing to The Canadian Grocer under date of August 8, say:

"The following is an extract of a letter received from our Patras, Greece, principals, D. S. Parthenopule, which you will doubtless be pleased to note:

"Simultaneously with receiving your favor of July 20 I got copy of The Canadian Grocer you kindly sent, and noted your advertisement with much pleasure and interest. It is remarkable that, together with your letter and copy of The Canadian Grocer, I got a letter from a firm in Aberdeen, Scotland, offering to do business with me on the strength of your advertisement in The Canadian Grocer. This shows what an eminent factor advertising is and I am much obliged to you for the idea of it."

prizes were given in cash and are not stated.

Baseball Match—Bakers 4, Butchers 6; Grocers 4, Travelers 6. Finals—Travelers 5, Butchers 0. Prizes—Nine gold tie pins donated by Alexandra Hotel, Winnipeg Beach.

Boys' Swimming Race (50 yards)—H. Scrimes, E. Tingling, H. Buchanan.

Swimming Race (100 yards open)—R. Roell, F. Owens.

Long Dive (open)—F. Owens, Lauder.

Boys' Race (100 yards)—Bartlett, W. Gray, D. Steele.

Boys' Boot Race (100 yards)—John Hayne, rifle donated by Force Food Co.; B. McManus, fountain pen, donated by St. Charles Cream Co.

Boys' Race (75 yards)—Wesley Ryan,

fountain pen, donated by St. Charles Cream Co.; Grant Wilkes, Ernest Shaw.

Boys' Race (25 yards)—J. Neilson, C. McGregor, E. Hynes.

Girls' Race (50 yards)—Maggie Johnston, Bernice McKinnon, K. McManus.

Girls' Race (25 yards)—D. Anderson, J. Burmash, B. Obermyer.

Single Ladies' Race—Daisy Rudd, A. McKnight, A. Suggett.

Extra—Girls Race (100 yards)—Maggie Johnston, gold pin, donated by St. Charles Cream Co.

Ladies' Race—Miss Hunter, gold watch, donated by Force Food Co.; D. Cuthbert, gold locket, donated by Force Food Co.; Miss Black, clock, donated by St. Charles Cream Co.

Married Ladies' Race—Mrs. Totten, barrel Purity flour; Mrs. Gate, half barrel Purity flour; all donated by Western Canada Flour Mills.

Standing Broad Jump—Seaburn, Gibson.

Standing Three Quick Jumps—Seaburn, Parks.

Running Hop, Step and Jump—Bright, Bergmann.

Open Amateur Race (100 yards)—Irvine, Sampson, M. Bright.

Gold Standard Sack Race—J. E. Brown, gold watch fob; Bates, cuff links; Moseripp, tie pin, all donated by Gold Standard Co.

Retail Grocers' Race (100 yards)—R. D. Cuthbert, gold locket, donated by Chase & Sanborn; J. C. Christie, pipe, donated by C. Duncan.

Retail Grocers' Clerks' Race (100 yards)—H. Pitt, gold locket, donated by Chase & Sanborn; J. Ogilvie, pipe, donated by C. Duncan.

Butchers' Race (100 yards)—F. W. Marples, set of pipes, donated by McNab & Roberts; J. E. Brown, pipe, donated by Golden West Soap Co.

Bakers' Race (100 yards)—W. Parks, silk umbrella; A. K. Boyd, pipe, both donated by Golden West Soap Co.

Wholesale Employees' Race (100 yards)—C. Reid, G. Bedford.

Retail Caterers' Employees' Race (100 yards)—F. W. Marples, H. Pitts.

City Travelers' Race (100 yards)—J. Congleton, S. Penwarden.

Fat Men's Race (100 yards)—Tie between W. Boyd and A. S. Lock.

Caterers' Race (100 yards)—J. Treleaven, gold watch, donated by Force Food Co.; J. L. Ritchie, pipe, donated by Golden West Soap Co.

Wheelbarrow Race (100 yards)—McMillan and Sampson, Gorrell and Sewell. Quoits—W. Watt, G. J. Riley.

Tug-of-War—Bakers vs. butchers, won by butchers; grocers vs. travelers, won by grocers. Finals won by grocers. Winning team: Matheson, Caswell, McRae, Gowler, Boyd; fine umbrellas and fine pocket knives, donated by Force Food Co.

Catching Greasy Pig—Bert Turner, Pig donated by Gordon, Ironside & Fares, and become property of captor.

### PRICES GOING UP.

Both brick and clay pipes have greatly advanced in price owing to scarcity of material and the increased cost of labor. Scotland is the great source of supply for both articles.

The  
thar  
Imit  
LE  
can  
Who  
LEA  
idea

Establishe



MA

DO YO

produ

After all, it's the **real** thing that possesses **true** worth. The piratical policy of sailing to patronage under other than regular colors is not approved of by business men. Imitators of

# LEA & PERRINS' SAUCE

can never hope to equal the

**"Only original and genuine."**

When your customers think of Worcestershire Sauce it is **LEA & PERRINS'** that gave them the thought. Foster that idea and retain their confidence and trade.

**J. M. DOUGLAS & CO., MONTREAL**

Established 1857

Canadian Agent.



## A Good Storekeeper


studies his stock and sells only that which he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

# MAGIC BAKING POWDER

*is the kind that pleases the people.*

**DO YOU SELL IT?**



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

## FRUITS, VEGETABLES AND FISH

Fruits Quiet—Bananas Scarce and High Under an Increased Demand—Prospects for High Prices in Canadian Plums, Pears and Peaches.

Fruits for the past week have been dull and inactive, the amount of business transacted comparing unfavorably with the week before. Stocks in most lines are light, this being especially true of bananas, lemons and berries. Bananas this season have been in exceptionally heavy consumption, the demand being probably twenty-five per cent. greater and the supply a similar percentage less than last year. Jamaica, upon which this market relies for the majority of its bananas, was visited in the early part of the year with a succession of severe droughts, which killed a large proportion of the trees. In consequence of the limited supply bananas have been high at seaboard all year, and while the demand has increased from last year the stocks to meet it are away below the average.

Canadian pears, plums and peaches are beginning to appear on the market in small quantities, but all indications point to high prices and small supplies. The growers attribute the scarcity of these fruits to the backward spring, some districts having been affected more than others. The canners are offering in some instances as high as six cents a pound for peaches, and it is a fair inference that this fruit will not go much below \$1 per basket at any time during the season. Some dealers prophesy \$2 as not being far outside the probable maximum quotation, but shipments are too light as yet and crop reports too variable to admit of an accurate forecast.

### MONTREAL.

**GREEN FRUITS.**—Prices in most lines hold firm this week. California fruits continue to be the feature. From ten to twelve cars of California peaches, pears, and plums are being disposed of on this market weekly. This is not as large a quantity as is usually sold at this period. Pears advanced to \$4.25 and \$4.50. Blueberries are easier, dealers now asking \$1.75 to \$2. Bananas continue very firm. Quotations are higher, some dealers asking as much as \$3 for the best stock they have in store. Oranges and lemons are in fair demand.

|                                  |           |
|----------------------------------|-----------|
| New dates, per lb                | 0 07      |
| Bananas, fine stalk              | 2 00      |
| jumbos                           | 2 50      |
| Cocoanuts, per bag               | 4 00      |
| American Apples, bbl             | 6 00      |
| Lemons                           | 3 75 4 25 |
| California oranges all sizes     | 4 00 5 75 |
| Watermelons, each                | 0 40 0 45 |
| Raspberries pail                 | 1 50      |
| California Pears, box            | 4 25 4 50 |
| New figs, per lb                 | 0 08 0 12 |
| Limes, crates                    | 1 00      |
| California grape fruit, 10 boxes | 5 00 5 25 |
| " grape fruit, half box          | 3 50 4 10 |
| " peaches, box                   | 2 01      |
| " plums, box                     | 2 10      |
| Blueberries, box                 | 1 75 2 10 |
| Gooseberries, 3 gal. crtte       | 1 00      |

**VEGETABLES.**—Fresh vegetables are plentiful and prices are steady, with a tendency to decline in some instances. Tomatoes, corn and potatoes are lower this week. Corn is very plentiful and is selling freely locally. The continued warm weather has resulted in a jump in the tomato receipts, while from now on

there will be potatoes galore. Other lines are steady and in ordinary demand.

|                                     |           |
|-------------------------------------|-----------|
| Parsley, per doz. bunches           | 0 10      |
| Sage, per doz                       | 0 60      |
| Savory, per doz                     | 0 60      |
| Cabbage                             | 0 20 0 35 |
| New turnips, doz                    | 0 10 0 25 |
| Green beans, bag                    | 0 25 0 40 |
| Celery, doz                         | 0 10 0 25 |
| Water cress, large bun hos, per doz | 0 25      |
| Lettuce, per doz                    | 0 10 0 25 |
| Boston lettuce, per doz             | 0 25 0 35 |
| Radishes, doz                       | 0 10 0 15 |
| Spinach, per box                    | 0 75      |
| Green peppers, 10 lb. baskets       | 0 50      |
| Cucumbers, per doz                  | 0 10 0 15 |
| Potatoes, per bag                   | 0 80      |
| New potatoes, bbl                   | 1 50      |
| Beets, doz bunches                  | 0 40      |
| Carrots, doz bunches                | 0 10 0 25 |
| Spanish onions, box                 | 3 00      |
| Horse radish, lb                    | 0 40      |
| Rhubarb, doz bunches                | 0 40      |
| Tomatoes, box 30 lbs                | 0 30 0 75 |
| Corn, doz                           | 0 10      |

**FISH.**—Prices have been very firm lately and it will be noticed there have been increases on several lines. Particularly in fresh fish have figures been advanced. Stormy weather is responsible for the advance in haddock and cod. The other lines have been put up owing to scarcity. Dealers report some inquiry for prepared and boneless fish, which have been advanced because of high prevailing quotations for dried fish for export. New pack Labrador herring and salmon will shortly be on the market, and already there is some inquiry for both. Otherwise, pickled and salted fish are dull.

### Fresh and Frozen Fish.

|                                     |           |
|-------------------------------------|-----------|
| Haddock, express, per lb            | 0 45      |
| Halibut, express, per lb            | 0 10      |
| Mackerel, " " " "                   | 0 10 0 12 |
| Dore, " " " "                       | 0 10      |
| Smelts " " " "                      | 0 08      |
| Pike, lb                            | 0 07      |
| Steak cod, lb                       | 0 06 0 07 |
| Weakfish, lb                        | 0 10      |
| Brook trout, lb                     | 0 22      |
| Market cod, lb                      | 0 05      |
| Lake trout, lb                      | 0 10      |
| White fish, lb                      | 0 07 0 10 |
| Sea Bass, lb                        | 0 3       |
| Gaspé salmon, lb                    | 0 20      |
| Flounders, lb                       | 0 10      |
| Bluefish, lb                        | 0 15      |
| Lobsters, lb                        | 0 33      |
| Smoked and Salted—                  |           |
| New haddies, box s, per lb          | 0 09      |
| Smoked herring, per small box       | 0 11      |
| Prepared and dried—                 |           |
| Skinless cod, 100 lb. cases         | 5 50      |
| Boneless cod, 20 lb. boxes          | 0 07      |
| Boneless fish, 20-lb. boxes, bricks | 0 06      |
| Boneless fish, 25-lb. boxes, per lb | 0 05      |
| Shredded cod, 2 doz., per case      | 1 80      |
| Oysters—                            |           |
| Standards, bulk, per imp. gal       | 1 50      |
| Standards, Imp. qt. tins, sealed    | 0 40      |
| Pickled fish—                       |           |
| No. 1 Labrador herring, per bbl     | 5 00      |
| " per half bbl                      | 2 75      |
| No. 1 N.S. herring, half bbls       | 2 50      |
| No. 1 Mackerel, pails               | 2 00      |
| No. 1 sea trout, 1 0 lb. kegs       | 7 75      |
| No. 1 sea trout, 2 0 lb. kegs       | 10 50     |
| No. 1 Green cod, per 200 lbs        | 7 00      |
| Small " " " "                       | 5 50      |
| Large " " " "                       | 8 00      |
| No. 1 Green haddock, per 200 lbs    | 7 00      |

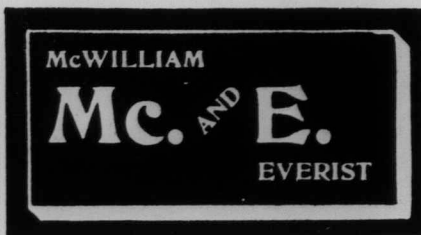
### TORONTO.

**FRUITS.**—Ontario plums, pears and peaches are now in fair supply but expectations are for high prices and low stocks throughout the season. Plums promise well, however, from some districts. Cherries, red currants and raspberries are about cleaned up, blueberries, as a consequence, attracting more attention. Lemons are steady, with prices firm.

## APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

## CANADIAN APPLES



25-27 Church St., TORONTO

## The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

The Summit of Excellence

St. Magnus

## Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints

Glass Stoppers

Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FRED<sup>K.</sup> FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

Oranges—  
Late Va  
150's, 176  
Ovals, 80  
Sorrento  
Lemons, Cal  
Ve

Apples, per  
Bananas, 1/2  
Bananas, 3/4  
Bananas, 1 1/2  
Blueberries  
Cantaloupes  
Limes, per c  
Watermelon  
Black Currants  
Raspberries  
Peaches, per  
Peaches, Ca  
Plums, per 4  
Plums, Cana  
Pears, Barb  
Pears, Cana  
Lawton Ber

VEGE  
of Cana  
firmer.  
supplies  
demand.  
and Can  
forty ce  
been onl

New potatoe  
New potatoe  
Onions, gre  
Onions, Spar  
Cabbage, Can  
Beets, new, 1  
Carrots, Can  
Lettuce, Can  
Radishes, Can  
Cucumbers, C  
Cauliflower, 1  
Beans, green  
Green peas (1  
Tomatoes, C  
Parsley, per d  
Egg plant, pe  
Corn, new, pr  
Celery, Cana  
Celery, impo  
Vegetable Mi

FISH.—  
last weel  
advance  
claim th  
line unde  
competiti  
prices.

Perch, large, 1  
Blue pickerel,  
White fish, G  
Whitefish, win  
Haddock, fre  
Herring, med  
" jum  
Sea salmon, p  
Trout, fresh, 1  
Oisocoe, per b  
Labrador herr  
Ood, fresh cau  
Halibut, fresh  
Shredded cod,  
Halifax fish co  
Live lobsters  
Bluefish, smal  
Mackerel, med

Fred M.  
Montreal,  
spent his

500

AN

91 Place

SEBA  
GANDI

RAISIN  
Agents wa  
The best co





**THE BEAN SITUATION IN KENT**

(Special Correspondence of Canadian Grocer.)

On account of the fact that the bean crop this year is from two to three weeks behind, it is more difficult than usual to furnish an estimate as to the outlook. On the whole, however, dealers and growers take quite an optimistic view of the situation. In most localities, provided the weather between now and harvest time is favorable, the prospects are that there will be a fairly abundant crop.

Save that it is, as previously stated,

some weeks behind, the crop is in pretty good condition. Prior to the frost of July 2, the outlook pointed to a record crop of beans. The frost did considerable damage, but to a certain extent this has been made up by replanting.

A conservative estimate is that beans throughout Kent will be probably 80 per cent. of a crop. There was a good acreage to begin with, quite equal to if not exceeding that of last year. The heavy

frost of July last damaged about 30 per cent. of the crop. Of the damaged portion, about one-half was ploughed up and of this half, fifty per cent. was replanted in beans. The other half of the damaged bean acreage was left, and will in all likelihood return half a crop.

The main factor of course is the weather. As previously stated, the crop is two weeks or more late, and this will throw the harvest over into the period of the equinoctial storms. Consequently, unless the farmers are favored with remarkably good weather, they will have trouble this year to save their beans from the wet.

A fair estimate is that, with favorable weather, an 80 per cent. crop may be looked forward to.

Replanting after the big frost was quite general, local dealers reporting a brisk demand for beans for this purpose. The replanted beans, however, run a larger risk than the regular crop, and in any case will probably yield a smaller bean.

**FRUITS and VEGETABLES!**

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

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

**SALT**

Season advancing.

**YOUR STOCK ?**

Avoid usual Fall delays by securing it now.

**VERRET, STEWART & CO.**  
LIMITED  
MONTREAL

**CENTRAL CANADA FAIR.**

Recently the Central Canada Exhibition Association directors decided to issue a special exhibition ticket at a reduced rate. This ticket will give six admissions either to the grounds or grand stand for \$1. These tickets are now ready and may be secured until the opening of the exhibition by writing the secretary, 26 Sparks St., Ottawa. Parties who desire to club together and have one person write for them may do so, and this person will have the privilege of securing all required for parties interested. As the saving will be considerable, doubtless a large number will take advantage of the offer and send for this special ticket.

Wm. Galbraith, of Wm. Galbraith & Son, Montreal, returned from a business trip to the west this week.

W. J. Wilson, of S. H. Ewing & Sons staff, has returned from a successful selling trip to the Maritime Provinces.

J. Albert McLean, of the Canadian Coconut Co., Montreal, has just arrived home from the eastern part of Canada, where he spent some time on business and pleasure bent.

**CLINCH THE PAYING TRADE**

Quality always costs money, and it has taken considerable money to make

**SHIRRIFF'S** *Highly Concentrated*  
*Fruit Essences*

the acme of perfection, but it has paid us and thousands of grocers all over the Dominion. If you are out for the paying trade, stock

**Shirriff's Flavoring Essences**

**THE IMPERIAL EXTRACT CO.** 18-22 Church St. TORONTO



Car help bei pop  
The the Groc Stoc  
The pu wholesc and the becaus pared carefully ed fruits most up-factory ir ada.  
Once pe A  
The l

# ACADIA

## BONELESS CODFISH

Can't  
help  
being  
popular

People can't  
help liking  
nice things  
to eat



The Popular Line is Always  
the Profitable Line for the  
Grocer to carry. Moral:—  
Stock Our Jams and Jellies.

The purest,  
wholesomest  
and the best,  
because prepared  
from carefully selected  
fruits in the  
most up-to-date  
factory in Canada.



The Grocer  
who wants  
more business  
should make it  
his business to  
stock our Jams,  
Jellies and  
Marmalade.

Once people know the real goodness of our Pure  
Apple Juloe they will have no other.

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

**BELLEVILLE, ONT.**

Ask Your Wholesale Grocer  
for

### Brunswick Brand

### KIPPERED HERRING

### FINNAN HADDIES

### HERRING in TOMATO SAUCE

and

### SARDINES

and you will be sure to get A1 stock.

### Connors Bros., Limited

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

CO-OPERATIVE COLLECTION SYSTEM  
NEEDED BY MERCHANTS

Regarding the proposed Retailers' Association for the Province of Ontario, I am sure it would be a mistake to divide the forces, as is sometimes suggested, by having a grocers' association and also a dry goods association. I am sure all the general stores, grocery stores, dry goods stores, etc., should be included in the one organization. The country should be organized as well as the town or city.

Let me show briefly from my own experience where such an association would shine. Although this is a country village I find there are accounts owed me by people in Vancouver, Winnipeg, Galt, Windsor, Walkerville, Rodney, Hensall, Ridgetown, Thamesford, and by several whose addresses I cannot find, and we have been careful too in the matter of credit. The question might be asked, What good would an association do? Well it ought when a man leaves this town owing me, and going say to Chatham, to be my privilege as a member of the Provincial or Dominion (should be Dominion) Association to write the secretary there black-listing the dead-beat. At the same time I ought to be able to get the following information regarding the person in question:

- 1st. Is he working?
- 2nd. Is he steadily at work or is he shiftless?
- 3rd. Whom does he work for?
- 4th. What wages?
- 5th. When paid?

- 6th. Married or single?
- 7th. Name of good collector at a fair rate?

For lack of the above information there are thousands of bad accounts on merchants' books in Canada.

A dollar or fifty cents per year from each retailer would be sufficient to make the association a success; it could be made a huge protective collective society and could exist by proving its usefulness. No merchant would sell a newcomer in a town, when a quiet notification by mail warned merchants of the advent in their town of a fellow who simply would not pay.

An Occasional Correspondent.

SHOULD EAT MORE CURRANTS.

Representatives of the Greek Privileged Company are in Canada.

Two gentlemen of much more than ordinary interest to the grocery trade were callers upon the leading wholesalers in Canada last week. They were E. Bowron, London, a director, and P. Burlumi, a commissioner, of the Privileged Currant Company of Greece. They spent Tuesday in Toronto, where they were introduced to the trade by J. L. Watt, of J. L. Watt & Scott. They called also at the office of The Canadian Grocer. The two gentlemen, both prominent factors in the currant trade, are in America, not in the interest of

their own firms, but as representatives of the Privilege Currant Company, to lay plans for increasing the consumption of currants on this side of the Atlantic.

The Privileged Company is not a merchant corporation. It does not sell currants except on the rare occasions when the supplies outside their stores are inadequate to meet the demand.

To understand the position of the company a little history is necessary. The currant areas are part of the Government domain in Greece and the growers pay a rental for the use of the land. The industry is one of vital importance to the country and when a few years ago it was at the verge of ruin by over production, Government regulation was tried. The retention law enacted then has made way for the Privileged Company, which is chartered by the Government and financed by English and French capital. Every grower must deposit with the company 35 per cent. of the currants sent for export. The Government rental has been computed at 4,000,000 drachmas and that the Government must pay. In addition every grower pays to the company a small tax in return for which the company provides warehouse accommodation and insurance, and must take measures for improving the quality of the fruit and stimulating consumption abroad. The main obligation of the company remains to be stated, however. It is bound to accept all the currants offered by growers at a fixed minimum price, which means that the price of currants can never fall below that price. The company can only sell currants for export when the price rises considerably above

How the Grocer Can Increase His Business  
and Corner the Paying Trade.

You can increase your business steadily by stocking a brand of tobacco talked about all over the Dominion by the men who pay the bills. Every lover of the pipe who knows the real, genuine, soothing goodness of **T. & B.** will smoke no other tobacco.

**T. & B.**

is by all odds the best pipe Tobacco on the Canadian market. The Grocer who is wise enough to appreciate tobacco quality and its influence can easily make more money by stocking **T. & B.**, Cool, fragrant, delightful— not a nip in a ton of it. And

**T. & B. sells more than Tobacco**

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

normal, a year because crops. The currants which it manufactures other commodities the interest in currant growing should be way. Hence men in quest what less than currants per land the co so that th margin for terests of t Canada.

Both Mr. are in the d way. Mr. F Toronto is l visited a nu salers.

NEW!

T. T. Car Baking Pow us. Mr. Car glad to see reports a ha of Newfour contrary wi

Thos. Wi trustee of t tin Bros., dealers. Th Newfoundland

M. P. O is meeting the fishery day Mr. quintals of

Prices of informed pr price. The average.

Reports the fishing large firms

C. A. Mas Dyes, has j trip, and re

Jas. Ryan St. John's ness. He le but will ref

Philip Ten chant princ move his re ing to his b as to demar in the city Bonavista after by his just opened at La Sue.

Levi Tem on the Labr brother's la

E. Kenne gear supplie Labrador by Capt. D. Ba

J. Moore, Portia to a on the Fre ports fish as

The F. P. pelled to ei

normal, a condition experienced this year because of the shortage of fruit crops. The enormous quantities of currants which remain with the company it manufactures into wine, alcohol and other commodities. It is very much in the interest of the company and of the currant grower that these currants should be consumed in the ordinary way. Hence the mission of the gentlemen in question. Canada consumes somewhat less than a pound and a half of currants per capita per year. In Holland the consumption is seven pounds, so that there remains a considerable margin for the improvement of the interests of the Privileged Company in Canada.

Both Mr. Burlumi and Mr. Bowron are in the dried fruit business in a large way. Mr. Burlumi's representative in Toronto is Fred Dane and together they visited a number of the leading wholesalers.

**NEWFOUNDLAND NOTES.**

T. T. Cartwright, representing Magic Baking Powder, is once again amongst us. Mr. Cartwright's many friends were glad to see him looking so well. He reports a hard time on the west coast of Newfoundland, owing to fog and contrary winds.

Thos. Winter has been appointed trustee of the insolvent estate of Martin Bros., lumber and P.E.I. produce dealers. This is the worst failure in Newfoundland since the bank crash.

M. P. Cashin, of Cape Broyle, is meeting with great success at the fishery this year. In one day Mr. Cashin landed over 300 quintals of fish.

Prices of fish opened high. The best informed predict a speedy decline in the price. The catch to date is over the average.

Reports from the Labrador report the fishing as good. Several of the large firms have wired for more salt.

C. A. Masters, representing Diamond Dyes, has just finished his semi-annual trip, and reports business as very good.

Jas. Ryan, of Bonavista, has been in St. John's in connection with his business. He left by the Portia for home, but will return in a few days.

Philip Templeman, the Bonavista merchant prince, has been compelled to move his residence to St. John's, owing to his business increasing so largely as to demand a large share of his time in the city. His large interests at Bonavista and elsewhere are looked after by his sons and brother. He has just opened a large business premises at La Sue.

Levi Templeman, of Bonavista, is on the Labrador in the interests of his brother's large Bonavista business.

E. Kennedy, of Avondale, had his gear supplies and men taken to the Labrador by the SS. Aggie, of which Capt. D. Barnes is master.

J. Moore, St. Anthony, left by Portia to attend to his large business on the French shore. Mr. Moore reports fish as plentiful up their way.

The F. P. Wood Co. have been compelled to enlarge their factory owing

to the enormous demand for their goods. Their Crown Brand of aerated drinks add drinks are large sellers.

J. A. Dolan, secretary-treasurer of Lynch Bros. & Dolan Co., Sydney, N.S., manufacturers of biscuits, etc., is in the city after working the west coast. He reports business as good.

The new butter factory seems to be an assured fact, and negotiations are now working that promise to bring it to a close at an early date.

C. D. Chetwynd, tea expert, has left on his annual trip to the outports in the interest of Harvey & Co. Mr. Chetwynd's tea business has grown to large proportions.

L. Moore, representing James Urquhart, Newfoundland representative of Red Rose Tea, has returned to the city after a trip to the outports.

One of the former large tea firms have hauled down their sign in this country. The local men are too much for them. Time was when their representative was at the top of the ladder in the tea business.

George Neal, the wholesale merchant, is importing large quantities of produce this season. He is a very busy man, but always finds time to extend the glad hand to the traveller

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**CLAY  
PIPES**

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

**D. McDOUGALL & CO., Glasgow, Scot.**

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

**JOS. COTE**

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

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

Warehouse: 119 St. Andrew Street,  
Office and Sample Room: 188 St. Paul Street, Phone 1272,  
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

**QUEBEC.**

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

who calls to see him. George is very popular with the knights of the grip.

John Ryan, the genial representative of the Royal stores, severs his connection with them the first of the month to enter the employ of a Canadian firm. Mr. Ryan will work Newfoundland.

J. Jones, manager of A. Goodridge & Sons' Hants Harbor business, was in the city for a few days. Mrs. Jones accompanied him. He reports business as exceptionally good.

Capt. J. Elliott, of Change Islands, reports the fishery around Tilton Harbor as the worst in years.

D. G. Curtin, manager of the grocery business of J. J. St. John, has left for a pleasure trip to the old country. Dan will be away about two months, and will visit England, Ireland and France. We anticipate a treat when he returns, for few men have the gift to describe a trip like he has. His write-up of the trip he made around Green Bay.

W. E. Bearns, Haymarket Square, has made some fine alterations in his business premises. Mr. Bearns carries a fine stock of high class groceries.

H. P. Dickson, representing Wampoles, was a visitor in the city lately, and reports business as fully up to last year's.

A. Lodge, manager of the Catalina branch of P. Templeman, has been in the city buying goods. Mr. Lodge is a very popular business man, and has worked up a fine business for the firm in Catalina. His branch carries the finest stock of goods in Catalina.

W. Moyes, formerly manager of Wampoles, paid his many friends a short visit the past week. Mr. Moyes is one of the most popular ambassadors of commerce that visits these shores.

Hay is worth \$31 per ton in St. John's. The hay crop promises to be large in Newfoundland this season.

Molasses has dropped to 29 cents per gallon.

Oatmeal and rolled oats are again away up in price.

Pork is still very high, and dealers predict no lower prices this year.

## VALUE OF RICE AS A FOODSTUFF TO BE EXTENSIVELY ADVERTISED

For the first time in the history of the trade, rice is to be advertised in a systematic manner and on a comprehensive scale, says the New Orleans Times-Democrat.

It has long been a source of discouragement to all engaged in the rice industry, from the farmer who raises this article of food to the merchant who sells it, that its merits are less known in the country where it is produced than in far distant lands. For instance, reliable statistics show that the per capita annual consumption of rice in Europe is fourteen pounds, while in the United States it is only three and a half pounds, or exactly one-fourth as much, and this amazing fact is attributed to a failure to skilfully advertise a cereal that, according to high authority, is the best known food for man.

During the course of an examination before a congressional committee, Dr. H. W. Wiley, Chief of the Bureau of Chemistry of the Department of Agriculture at Washington, in answer to Mr. Littlefield's question: "What do you consider the best food for man to eat?" replied:

"I think a man ought to choose his own ration. Lots of people are vegetarians. I think we eat too much meat for health. For the sustenance of physical exertion if you have hard work to do there is nothing better than starch or sugar. The cereal-eating nations can endure more physical toil than the meat-eating nations. This is not the accepted view, but it is true. You cannot tire out a Japanese who eats rice. He will draw you all around the town on a pound of rice, and he is as fresh at the close of the day as when he started. You could not do that on a pound of meat to save your life."

Outside of Louisiana the consumption of rice by the masses of the United States is comparatively limited, for the reason that they are ignorant of its merits. To remedy this defect Charles E. Cormier of New Orleans, an enthusiast on the subject of the use of rice, has organized a publicity campaign to make rice better known to the people of the United States. The instrument to be used to make the campaign effective will

be known as the American Rice Packing Co.

The company is capitalized at \$500,000, and Mr. Cormier is its president. W. C. Gilmore of New York, eastern representative of Louisiana and Texas rice mills, is vice-president, and Mortimer S. Bate of New York is secretary and treasurer. Its purpose will be a double one, to advertise rice and to sell it. An experienced advertising firm has been engaged to do the advertising, and a new system of handling rice has been devised to make it popular.

As is well known, rice is now handled in burlap bags, involving leakage and short weight and the risk of spoilage by frequent reshipments and exposure to long delays on filthy wharves. After the retailer receives it it is dumped into a barrel and scooped out as occasion requires. No attempt has ever been made to inclose it in a neat package of small dimensions, ready for delivery to consumers, like canned goods, for instance. To obviate this difficulty the new company will put up rice in packages to be sold in two sizes—one at ten cents and another at twenty-five cents. These packages will be thoroughly sealed, dust-proof and secure from contamination in transit.

Depots for distributions will be established at New Orleans, New York, Chicago, Kansas City and Denver, and by this method, backed by liberal advertising, it is hoped to make rice a household staple in every family in the land.

This publicity and education system may probably solve the problem that has long worried rice farmers: How to get the American public to try rice as an article of diet? Once tried, the battle is won, they think, and the trade is looking forward with interest to the result of the work to be done by the proposed rice-booming company.

### NEW AGENCIES IN WINNIPEG.

The Carman-Escott Co., Winnipeg, have recently secured the agency for Williams Bros., Detroit, pickles, sauces, etc. and for the Alpha Salad Cream Co., Boston, Mass., manufacturers of salad dressings.

## A Cigar Proposition

No grocer will turn down a good line which is going to net him large profits.  
That's why we are selling so many

### ROYAL SPORT and HOGEN MOGEN CIGARS

In them we have got a mighty interesting proposition that we're very anxious to tell you about if you are not handling our cigars.

Write us to-day about it, because there's money in it for both of us.

The Sherbrooke Cigar Co., - Sherbrooke, Que.

## BUSINESS PUPPET

John M

Few men are or municipal (than John Mc prime, he has associated with the Maple Cit past he has t municipal affai

John McCor county, having the Township 1852. He recei public school,



John M

father's farm, At the age of Edward, took they worked f the end of t wishing for a moved to Cha as clerk in t McKerrall, \$ where the Kin situated. He rall's employ on that gen McCorvie, for Wm. Foreman Corvie & For Kerrall's busi partnership years, when l J. D. McKerr partnership w McCorvie & l 1900. In that from the firm rest, he went

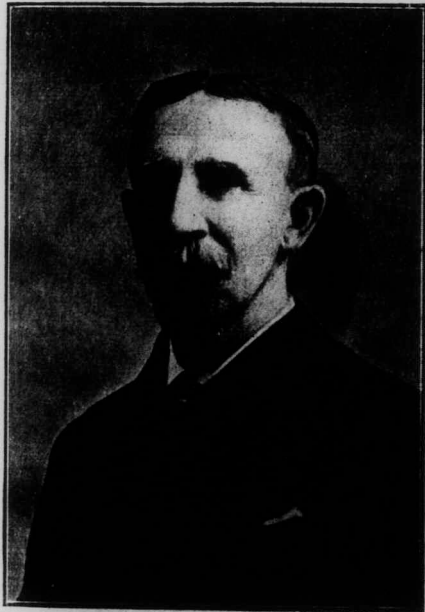
**BUSINESS MEN IN  
PUBLIC LIFE**

No. 27.

John McCorvie, Chatham

Few men are better known in business or municipal circles in Chatham, Ont., than John McCorvie. Though just in his prime, he has for thirty-five years been associated with the grocery business in the Maple City, while for many years past he has taken a keen interest in municipal affairs.

John McCorvie is a native of Kent county, having been born near Mull, in the Township of Harwich, in the year 1852. He received his education in the public school, which was situated on his



John McCorvie, Chatham.

father's farm, 10th concession Harwich. At the age of 15 he, with his brother Edward, took charge of the farm, which they worked for the next five years. At the end of that time Mr. McCorvie, wishing for a wider sphere of action, moved to Chatham and took a position as clerk in the grocery store of John McKerrall, Sr., in North Chatham, where the King Edward Grocery is now situated. He continued in Mr. McKerrall's employ till the year 1879, when, on that gentleman's retirement, Mr. McCorvie, forming a partnership with Wm. Foreman, under the name of McCorvie & Foreman, purchased Mr. McKerrall's business and goodwill. The partnership continued for some five years, when Mr. Foreman retired, and J. D. McKerrall took his place in the partnership which, under the name of McCorvie & McKerrall, continued until 1900. In that year Mr. McCorvie retired from the firm. After a three months' rest, he went into business on King

Street in the I.O.O.F. Temple, his present stand. Two years ago he took his son, Wilfred N. McCorvie, into the business.

Mr. McCorvie has had a large share in the municipal life of Chatham. In 1888 he served as a member of the town council under the old ward system. For a number of years thereafter he took no active part in public life, but in 1899 the persuasions of his many friends induced him to stand as a candidate for the position of school trustee for Ward Five. On the school board he proved a diligent worker for the best interests of the schools as a man of progressive and up-to-date ideas. As a result he held the post of trustee for six successive years, in the last of which, 1904, his colleagues recognized his services by electing him to the position of chairman of the board. On the conclusion of his term as chairman, he retired, but when last January the new board of education was instituted, Mr. McCorvie was induced to be a candidate. In a contest against a number of very strong candidates, Mr. McCorvie went in with flying colors, standing third on the list, the heavy vote given him being a striking tribute to his popularity among all sections of the public.

Mr. McCorvie has for twenty-four years been a member of the I.O.O.F., and has filled every position in the gift of the local lodge, being on several occasions representative to the Sovereign Grand Lodge. He is also a prominent member of Chatham Encampment No. 10. He usually takes the Noble Grand's work in the subordinate lodge and the High Priest's work in the encampment.

**CANADA'S GREAT EXHIBITION.**

Next Week Sees The Opening of This Interesting Event.

Next week promises to be a busy and a lively one in Toronto for the city will be full and overflowing with visitors to the annual exhibition, the greatest of its kind on the continent. Grocers from all over Canada will be present in abundance during the next two weeks and they will be amply repaid for their visit, not only by the general attractions of the exhibition, but particularly by the exhibits of pure food and provision products which department will be larger than in any previous year.

It is the same with almost all the other departments of the fair. Indeed, the \$50,000 offered in premiums is an assurance of exceedingly large entry lists. New buildings, including the gigantic new grand stand, on which almost half a million dollars has been spent during the year, will be a large factor in the success of this year and the special lighter attractions of an outside nature will be of most excellent character. The visit of a modern passenger-carrying airship is a much-talked-of event and is something entirely new to Toronto. This and the other features of interest will make up an exhibition which it is worth crossing a continent to visit.

C. L. Yeats, Sarnia, has sold his business to C. T. Smith.

**CONDENSED OR "WANT"  
ADVERTISEMENTS.**

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

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

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

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

**BUSINESS CHANCES.**

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

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

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

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

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

**SITUATIONS VACANT.**

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

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

**WANTED** by well known London firm, smart man to call on jobbers dealing with Dry Goods Stores, Grocers, etc., to introduce an excellent new line used in every home; quick seller; good profits. Give fullest particulars of previous engagements and terms to Squire's, c/o T. B. Browne's Advertising Offices, 7 East Forty Second Street, New York, U.S.A. [34]

**FOR SALE.**

**FOR SALE**—A splendid Grocery and Boot and Shoe Business in a thriving manufacturing town; Mid-West Ontario; stock can be reduced to figure to suit purchaser; Present owner retiring owing to ill health. Apply John W. Charles, c/o H. P. Eckardt & Co., Toronto. [34]

**SITUATION WANTED.**

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

**Expert Bookkeeping**

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

**Davenport, Pickup & Co.**

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

**Square your accounts**

## THE RISE OF JAMES BUTLER.

The New York Herald.

When James Butler left Ireland, thirty-one years ago, his only assets were a ticket to New York, a rugged constitution, smiling blue eyes and an ambition to make his mark. When he went back to Ireland thirty years later to see the friends of his boyhood he was the owner of more than three hundred grocery stores, millions of dollars' worth of New York city real estate, the promoter of a scheme to own grocery stores in every city in America and the possessor of one of the finest trotting stables in the New World.

In these days of swollen fortunes and phenomenal business rises the achievements of Mr. Butler do not attract as much attention as they would have done in other periods, but his career is none the less interesting. At present he is conspicuously in the public eye because of the winning fight he has made to compel the Jockey Club to give consent for him to have racing at the Empire track, which he owns.

All his energies were centred in this fight, and its outcome created no surprise among those who have watched him in other battles. For three years he tried to get the "runners" at the Empire track, and he went to the courts, with the result that the Appellate Division of the Supreme Court in Kings ruled that the State Racing Commission should give him a license. There remained another hurdle, the Jockey Club, and his peace with it assures racing at the Empire track next month and during forthcoming seasons if Mr. Butler so desires.

Efforts to obtain from Mr. Butler facts bearing on his early career proved fruitless. He will talk about his horses and he will talk about the future, but himself and the past he declines to discuss. One of his friends said that he never looks back, but perpetually keeps his eyes on the future, and is always dreaming of things to be done, not things that have been done.

As a horseman he is among the country's foremost breeders and drivers, and his horses at East View Farm, on the Hudson, are among the best known trotters in the country, many of them sons and daughters of the famous stallion Direct. He knows a horse from the hoofs up. He knows how to drive as only a man who loves horses and understands them can drive, and he would rather win a race with one of his own trotters than do anything else in the world. It is in-

teresting to note in this connection that a short time ago at the Empire track, he personally drove five winners, three of them being by his own horse Direct. This was a record which has not been equalled.

It was only by accident that Mr. Butler did not become a hotel owner instead of a grocer. That was his first ambition after he got settled in America. But fate—a kind one, it has developed—threw him into the grocery business, and to-day he owns more stores than any other man in the world probably, and expects to own hundreds more before he retires from commercial activity. As he is only fifty-one years old now, and is as rugged and youthful in spirit, as he was when he drove his first race, it is probable that he will not retire for a long time.

Mr. Butler came from a little place called Russeltown, Ireland, where his family had lived on one piece of land for fifteen generations. He came to this country with his parents, with whom he lived a short time in Massachusetts, going to Chicago a short time later, at the age of twenty, and returning to New York in a year or two to work in the steward's department of the Windsor Hotel. He had no fixed ambition at that time, but was determined to learn a business, and he picked the hotel business as a first venture. From the Windsor he went to the Murry Hill Hotel when that place opened, and while there formed a friendship with the proprietor, which continues at present.

Having been taught by his parents, hardy, prosperous countrymen, that part of one's earnings should always be saved, he started as soon as he began work to lay aside some of his weekly wages. His little nest egg grew until, about 1882, he had money to lend. It was at this period that the turn came in his life.

Mr. Butler had boarded for a long time with a woman named O'Connor. She had a son whose health would not permit him to do heavy work and whose ambition was to own a grocery store. His mother encouraged the notion, but there seemed no way of getting the necessary capital to start business. Mr. Butler saw an opportunity for investment, and he offered to lend \$2,000 to young O'Connor, the two to form a partnership in the management of the store.

From the first the store prospered. O'Connor proved a good manager, and in a few months Mr. Butler raised money with which to open a second

store. This also paid, and pretty soon a third was opened. Profits flowed in from this one, and after a time still another was opened. The possibilities of the business appealed to the young business man, and he bought out O'Connor and laid the plan for establishing a string of stores all over New York city.

It did not occur to him at that time that he might also extend his business to other cities; indeed, it was only recently that he decided to begin business in Cleveland, Cincinnati, St. Louis—in fact, in all the principal centres of population in the country.

At present the James Butler Grocery Company owns 178 stores in New York city and is capitalized at \$10,000,000. Mr. Butler owns the company. He also owns a heavy interest in a company which, under the name of James Butler, owns more than one hundred stores in Philadelphia and seventy in Pittsburg. Every one of them pays a profit; every one of them is conducted in exactly the same manner.

In addition to his grocery business he is a heavy owner of real estate and is continually increasing his investments. It is a subject of comment among real estate men that in all his deals he pays spot cash. This is the more notable in that one investment, the purchase of the Seminole and Ormonde apartment house in upper Broadway, the consideration was more than \$1,000,000. For many years it has been his custom to buy corners on which his stores stand and his holdings have increased greatly in value. While Mr. Butler will not discuss the value of his real estate, persons who have associated with him declare that his fortune in real estate alone is well up in the millions.

His country estate is about two miles and a half from Tarrytown and is known as East View Farm. It is here that he spends much of his time in the warm months and here that he keeps his horses. The farm consists of 350 acres of rich meadow and upland, lying on both sides of the turnpike road between White Plains and Tarrytown, in a circular valley through which ripples a sparkling little river known as Sawmill Creek.

While he was a boy Mr. Butler's love for horseflesh had its beginning. He aspired to own a horse, and during the years that he was buffeted about before he found himself in business it never occurred to him that he would some day be one of the best known breeders of trotters in the country and would have a stable ranking with the very best. It was not until his business success had been assured that he started in to own

trotters. In recreation u business on

Before th: night and d himself in j able fortune growing di branch out : trotter he o James B. H town from migrated he T. He wo 1894, and f in the sport of trotters l

For the r great love, a race. Hi races at his wish to ha paying basi about \$300 large sum i is now plac

William tion Counse ners, but l were held o ing for the widow. Jo Farrel bou Clark estat court rever chased by a J. Grant a heavily inte ed an inter with Mr. owner. H races, but the State I refused to ground tha equipped fo

Determin Butler cor the State met with f applied to that an or the Racing a license.

Althoug fortune an many luxur always has way. He l times and country wi is devoted, in an unost the winter ally all his in the summ of his time town, he is with all the

In fact, s it that it wa "Wake hi



trotters. In fact, there had been no recreation until he had placed his business on a solid foundation.

Before that he worked practically night and day. But when he found himself in possession of a comfortable fortune and with an income of growing dimensions he decided to branch out as a horseman. The first trotter he owned was a bay, bred by James B. Haggin. In honor of the town from which the Butler family migrated he named the filly Russel T. He won races with this filly in 1894, and from that time his interest in the sport quickened and his string of trotters began to increase.

For the runners Mr. Butler has no great love, although he likes to see a race. His desire to have running races at his Empire track is due to a wish to have the property put on a paying basis. It was bought in for about \$300,000 and he has spent a large sum in improving it. Its value is now placed at \$1,000,000.

William H. Clark, once Corporation Counsel, built the track for runners, but he died before any races were held on it. There was one meeting for the benefit of Mr. Clark's widow. John B. Sexton and Frank Farrel bought the track from the Clark estate for \$210,000, but the court reversed the sale and it was purchased by a syndicate in which Hugh J. Grant and C. K. G. Billings were heavily interested. Mr. Butler acquired an interest in it, and after a clash with Mr. Billings came out as the owner. He set out to have running races, but each season was balked by the State Racing Commission, which refused to grant a license on the ground that the track was not well equipped for running races.

Determined to have his way, Mr. Butler continued his efforts before the State Racing Commission, but met with failure until, in despair, he applied to the courts, with the result that an order was issued compelling the Racing Commission to give him a license.

Although possessing a handsome fortune and in a position to have as many luxuries as any man, Mr. Butler always has lived in an unpretentious way. He has been to Europe several times and has traveled about this country with his family, to whom he is devoted, but he has always done it in an unostentatious manner. During the winter months he spends practically all his time at his business, and in the summer, while spending much of his time on his estate near Tarrytown, he is always in intimate touch with all the details of his business.

In fact, so closely is he in touch with it that it was once said of him:

"Wake him up in the middle of the

night and he can tell you just what he is worth at that particular moment."

His capacity for work is unlimited, and his grasp of detail is remarkable.

#### HOW APPEARANCE COUNTS.

A Montreal grocer was talking on things generally the other day, and in the course of the conversation the name of a certain packing concern was brought up. Their goods, travellers and methods of doing business were discussed, and it developed that while the grocer had been buying from the house for two or three years he had never seen the factory of the concern, although it was located in the same city within half an hour's car drive from his store. Nor had he ever come in contact with the chiefs of the firm.

"Their goods are the real article," said the grocer, "and they shall have a place in my store and be sold to my customers as long as their present standard is maintained. Take their lard, now. It is put up in a very attractive manner, and when presented to the customer it looks nice and clean and fresh, creating a good impression at once. Everything is cleanly. The goods are sold at a higher price than those of many another house, but it is easy to obtain the extra money owing to their neat appearance, and the goods themselves are above reproach as to quality. When the goods come into my store they are neatly packed and create a good impression upon my mind. The company's delivery vans are always, apparently, newly painted, quite lacking that old and worn out look which betokens antiquity. Everything about the concern breathes modern progressiveness and go-ahead methods. Yes, sir, their goods are The goods."

This is a little sermon that may be taken to heart by many a retailer who may be lax in his methods. How do your groceries look when delivered to your customers? Are they nicely put up, and are they cleanly in every respect? If they are not, it is up to you to change your methods, because every day you go ahead as you are now doing you are losing money. Your trade will fall away from you. People will go to your competitors where they get things more fresh and dainty, and where the service is above yours in more respects than one.

For many years—in fact, up to five years ago—he personally managed his own affairs from a corner in a little office. He did all his buying—and he buys by the shipload and carload—looked after the deliveries from the main warehouse and looked over the

reports of his scores of store managers.

But he doesn't attempt to do that now. The business has grown to such proportions that no one man could manage it. He has divided it into departments and at the head of each one he has placed a man who grew up with him in the business and who knows his ideas. He is the directing head. He knows more about the affairs of each department than the man in charge of it and keeps them constantly on their mettle. He is just as likely to drop into one of his stores in the northern end of the Bronx as he is into one of those in the heart of Manhattan. The managers are always looking for him and they never know when he is coming.

When he is in his office there is a stream of managers coming to him. He listens to them for a moment, answers their questions almost before they have finished putting them, and beckons to the next. He never hesitates, and he decides matters of utmost importance with lightning speed. Asked what qualities have aided Mr. Butler most in building up his enormous business and at the same time creating a fortune which promises to rank with the biggest of New York within a short time, one of his oldest associates said:

"His indomitable will and his persistence. When he starts out to do a thing he does it, if it takes him years."

Mr. Butler is not talkative when speaking of himself or his business affairs, but he consented to discuss briefly the opportunities at present for young men.

"All the advice I would give young men starting out in any line of business," said he, "is to persevere. Don't spend too much time in recreation. I do not say that no time should be set aside for play, because a little diversion makes a mind clearer for the problems of business life. But work while you work and always learn all there is to know about the subject in hand. Don't get a smattering of a thing and let some one else supply your information. Know what you are doing and than you won't make mistakes."

"There are more opportunities for success in business now than there ever were. That is because there is so much more business. There is no reason why a young man with good health and brains should not be able in these days to make a comfortable fortune. Ambition is the first essential; then comes perseverance. One should not be in too big a hurry about it. Go slowly, then you will be thorough."

If you have to do a

## Credit Business

why not make it as easy and convenient as possible?

# The Crain Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



## The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:  
18 Toronto St.

Montreal:  
28 Alliance Building.

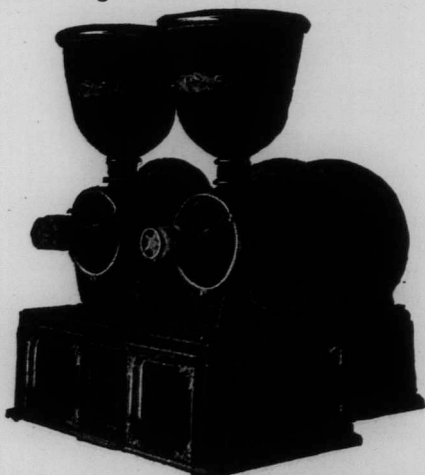
Winnipeg:  
11 Nanton Block,

## COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our  
Grinders  
Wear  
Longest

Grinding  
Capacity

Granulating 2 lbs.  
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

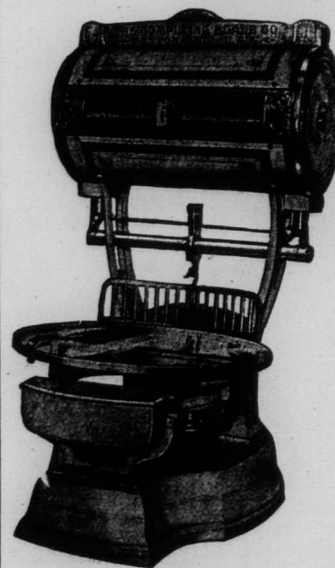
AGENTS:

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

## Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show  
Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited  
Toronto, Ont.

### The Best Laundry Soap

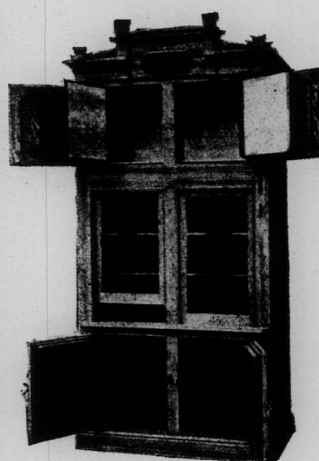
Calling a soap the best on the market does not make it so. We are willing to prove that

## CANADIAN CASTILE SOAP

is so much superior to the next best brand that there is no competition.

Stock it **NOW**.

**The CANADIAN CASTILE SOAP CO., Limited**  
 Berlin, Canada



Still the Best on the Market

### Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

**John Hillock & Co., Ltd.**

Toronto

## DO YOU KEEP PROPER BOOKS?

"Any man who fails and who has not for five years before his failure kept proper books, shall be liable to a fine of \$800.00 and one year's imprisonment."

That's the law.

You will notice that the law makes distinctions—it assumes that there is a difference between properly and improperly kept books.

The law distinctly specifies that a man must keep proper books.

\* \* \* \* \*

Business Systems mean proper bookkeeping.



Business Systems prevent errors creeping in, and make it possible for a man to tell where he stands at a moment's notice.

Business Systems form the line that separates failure from success—show you how everything is going and enable you to provide for any contingency which

may arise.

\* \* \* \* \*

You can ask us more about this without having to buy.

A post card will bring you detailed information.

861

## BUSINESS SYSTEMS LIMITED

85 SPADINA AVENUE  
 TORONTO . . . CANADA

### TO MANUFACTURERS' AGENTS :

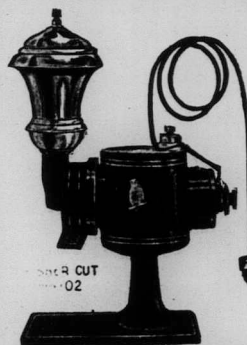
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

**Business Manager**  
**CANADIAN GROCER**  
 Montreal and Toronto.

### ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

**THE A. D. FISHER CO., LIMITED, - TORONTO**

EVERYBODY WILL BE WELCOME AT

# UPTON'S

EXHIBIT OF

## Jams, Jellies and Orange Marmalade

in the Manufacturers' building at the

TORONTO EXHIBITION.

Every grocer is specially **invited** to make himself known, so that we may have the pleasure of showing him samples of the many kinds of absolutely pure Jams, Jellies and Orange Marmalade preserved by **UPTON.**

## UPTON'S Compound Jams, Jellies and Orange Marmalade,

properly made and labelled, are well and favorably known to the grocer, and a full line of them will be on exhibition.

Quota  
The f  
responsible  
Grocer, at

3a1  
Cook's Friend—  
Size 1, in 2 and 4  
" 10, in 4 doz.  
" 2, in 6  
" 12, in 6  
" 3, in 4  
Pound tins, 2 doz  
12-oz. tins, "  
5-lb. " 1 "

W. H  
Diamond—  
1-lb. tins, 2 doz.  
1-lb. tins, 3  
1-lb. tins, 4 "

IMPERIAL  
Cases.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
4-doz. ....



ROYAL  
Sizes.  
Royal—Dime ...  
" 1 lb. ....  
" 6 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When  
cent. discour  
CLEVELAND  
Cleveland's—Dis  
" 1 lb. ....  
" 6 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When  
cent. discour  
T. K  
Crown Brand—  
1 lb. tins, 2 doz.  
1 lb. " 2 "  
1 lb. " 4 "

ST. GEORG  
Trial size, packe  
4-oz. "  
6-oz. "  
8-oz. "  
12-oz. "  
16-oz. "  
32-oz. "  
Terms net 30 d

JOHN HO  
Cantrell & Coch  
ale. cases, 1 doz  
Casks, 1 doz  
Dry Imperial gin  
5 doz  
Dry Imperial gin  
10 doz  
Club soda water  
10 doz  
Club soda water c  
Not less than f

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.

Aug. 23, 1907.

Baking Powder.

| Cook's Friend—                     | Per doz. |
|------------------------------------|----------|
| Size 1, in 2 and 4 doz. boxes..... | \$3 40   |
| " 10, in 4 doz. boxes.....         | 2 10     |
| " 2, in 6 ".....                   | 0 80     |
| " 12, in 6 ".....                  | 0 70     |
| " 2, in 4 ".....                   | 0 45     |
| Pound tins, 2 doz. in case.....    | 3 00     |
| 12-oz. tins, " ".....              | 2 40     |
| 5-lb. " ".....                     | 14 00    |

W. H. GILLARD & CO.

| Diamond—                        | Per doz. |
|---------------------------------|----------|
| 1-lb. tins, 2 doz. in case..... | \$3 00   |
| 1-lb. tins, 3 " ".....          | 1 25     |
| 1-lb. tins, 4 " ".....          | 0 75     |

IMPERIAL BAKING POWDER.

| Cases.     | Sizes. | Per doz. |
|------------|--------|----------|
| 4-doz..... | 10c.   | \$0 85   |
| 3-doz..... | 6-oz.  | 1 75     |
| 1-doz..... | 12-oz. | 3 50     |
| 3-doz..... | 12-oz. | 3 40     |
| 1-doz..... | 2-lb.  | 10 50    |
| 1-doz..... | 5-lb.  | 19 75    |



MAGIC BAKING POWDER

| Cases. | Sizes. | Per doz. |
|--------|--------|----------|
| 6 doz. | 5c.    | \$0 40   |
| 4 " "  | 4-oz.  | 0 60     |
| 4 " "  | 6 " "  | 0 75     |
| 4 " "  | 8 " "  | 0 85     |
| 4 " "  | 12 " " | 1 40     |
| 4 " "  | 12 " " | 1 45     |
| 4 " "  | 16 " " | 1 65     |
| 4 " "  | 18 " " | 1 70     |
| 4 " "  | 2-lb.  | 4 10     |
| 4 " "  | 5 " "  | 7 30     |
| 1 " "  | 6oz.   | Per case |
| 1 " "  | 12 " " | \$4 55   |
| 1 " "  | 16 " " |          |

ROYAL BAKING POWDER.

| Royal—              | Per Doz. |
|---------------------|----------|
| 1 lb. Dime.....     | \$0 95   |
| " 1 lb. Ounce.....  | 1 40     |
| " 1 lb. Six.....    | 1 95     |
| " 1 lb. Twelve..... | 2 55     |
| " 12 oz. Six.....   | 3 85     |
| " 1 lb. Twelve..... | 4 90     |
| " 3 lb. Six.....    | 13 60    |
| " 5 lb. Six.....    | 22 35    |

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

| Cleveland's—        | Per Doz. |
|---------------------|----------|
| 1 lb. Dime.....     | \$0 93   |
| " 1 lb. Six.....    | 1 33     |
| " 6 oz. Six.....    | 1 90     |
| " 1 lb. Twelve..... | 2 45     |
| " 12 oz. Six.....   | 3 70     |
| " 1 lb. Twelve..... | 4 65     |
| " 3 lb. Six.....    | 13 30    |
| " 5 lb. Six.....    | 21 65    |

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

| Crown Brand—                    | Per Doz. |
|---------------------------------|----------|
| 1 lb. tins, 2 doz. in case..... | \$1 20   |
| 1 lb. " 3 " ".....              | 0 80     |
| 1 lb. " 4 " ".....              | 0 45     |

ST. GEORGE'S BAKING POWDER.

| Trial size, packed 6 doz. in case..... | Per doz. |
|----------------------------------------|----------|
| 4-oz. " 4 " ".....                     | \$0 90   |
| 6-oz. " 3 " ".....                     | 1 35     |
| 8-oz. " 3 " ".....                     | 1 80     |
| 12-oz. " 2 " ".....                    | 2 35     |
| 16-oz. " 2 " ".....                    | 3 55     |
| 32-oz. " 1 " ".....                    | 4 55     |
| 32-oz. " 1 " ".....                    | 8 50     |

Terms net 30 days.

Beverages

| JOHN HOPE & CO. AGENTS.                                      | Per doz. |
|--------------------------------------------------------------|----------|
| Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz..... | 1 30     |
| Casks, 1 doz.....                                            | 1 25     |
| Dry Imperial ginger ale, pts., cases 5 doz.....              | 1 40     |
| Dry Imperial ginger ale, 1/2 pts., cases 10 doz.....         | 1 00     |
| Club soda water cylinders, casks 10 doz.....                 | 1 25     |
| Club soda water cylinders, cases, 5 doz.....                 | 1 30     |

Not less than full package.

Blue.

|                                     |        |
|-------------------------------------|--------|
| Keen's Oxford, per lb.....          | \$0 17 |
| In 10-box lots or case.....         | 0 15   |
| Gillett's Mammoth, 2 gross box..... | 2 00   |

JAMES DOME'S BLACK LEAD.

|              |                   |
|--------------|-------------------|
| 6a size..... | Per gross. \$3 40 |
| 2a size..... | 2 50              |

Cereals.

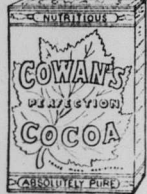
|                                     |      |
|-------------------------------------|------|
| Wheat OS, 2-lb. pkgs., per pkg..... | 0 08 |
| 7-lb. cotton bags, per bag.....     |      |

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

|                                                |        |
|------------------------------------------------|--------|
| Cocoa—                                         |        |
| Perfection 1-lb. tins per doz.....             | \$4 50 |
| Perfection, 1/2-lb., per doz.....              | 2 50   |
| 1 lb. size.....                                | 1 30   |
| 10c. size.....                                 | 0 90   |
| 5-lb. tins per lb.....                         | 0 40   |
| Soluble, No. 1, 5 and 10-lb. tins, per lb..... | 0 20   |
| No. 2, 5 and 10-lb. tins.....                  | 0 18   |
| London Pearl per lb.....                       | 0 25   |

Special quotations for Cocoa in bbls., kegs, etc.



|                                                          |      |
|----------------------------------------------------------|------|
| Chocolate—                                               |      |
| Queen's Dessert, 1/2-lb. cakes, 12-lb. boxes per lb..... | 4 38 |
| Vanilla, 1/2-lb. cakes, 12-lb. boxes per lb.....         | 3 55 |
| Parisian 8s per lb.....                                  | 0 30 |

The following sweetened for household purposes:

|                                            |        |
|--------------------------------------------|--------|
| Royal Navy, 1/2's 12 lb. boxes per lb..... | \$0 30 |
| Diamond, 1/2's, ".....                     | 0 25   |
| Special Diamond, 1/2's, ".....             | 0 22   |
| " 8's, ".....                              | 0 22   |
| " 8's, ".....                              | 0 30   |

The following unsweetened:

|                                                    |        |
|----------------------------------------------------|--------|
| Perfection, 2c. size, 2 doz. in case per doz.....  | \$1 83 |
| Perfection, 10c. size, 4 doz. in case per doz..... | 0 90   |

Ice-cream for cake—

|                                                                                                         |      |
|---------------------------------------------------------------------------------------------------------|------|
| Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1/2-lb. pkgs., per doz..... | 0 90 |
| Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.....   | 1 75 |

Confections—

|                                                           |      |
|-----------------------------------------------------------|------|
| Cream bars, 60 in box, per box.....                       | 1 80 |
| 6 in box per doz. boxes.....                              | 2 25 |
| Chocolate ginger, per lb.....                             | 0 30 |
| 1/2 lbs., per doz.....                                    | 2 25 |
| Crystallized " 1/2's, per doz. boxes.....                 | 2 25 |
| Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb..... | 0 30 |
| Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....         | 0 25 |
| Milk chocolate, 36 in box, per box.....                   | 1 35 |
| 36 in box, per doz. cakes.....                            | 4 38 |
| Maple Buds, in 5-lb. boxes per lb.....                    | 0 35 |

FRY'S.

|                                              |        |
|----------------------------------------------|--------|
| Caracas, 1/2's, 6-lb. boxes.....             | \$0 42 |
| Vanilla, 1/2's.....                          | 0 42   |
| "Gold Medal," sweet, 1/2's, 6-lb. boxes..... | 0 35   |
| Pure, unsweetened, 1/2's, 6-lb. boxes.....   | 0 42   |
| Fry's "Diamond," 1/2's, 14-lb. boxes.....    | 0 24   |
| Fry's "Monogram," 1/2's, 14-lb. boxes.....   | 0 24   |

Cocoa—

|                                         |      |
|-----------------------------------------|------|
| Concentrated, 1/2's, 1 doz. in box..... | 2 40 |
| " 1-lb. ".....                          | 4 50 |
| " 1-lb. ".....                          | 8 25 |
| Homoeopathic, 1/2's, 14-lb. boxes.....  |      |
| " 1/2's, 19 lb. boxes.....              |      |

Agents, C. E. Colson & Son, Montreal.

In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb. 0 35  
Smaller quantities..... 0 37



| Elite, 1/2's (for cooking).....         | Per    |
|-----------------------------------------|--------|
| Prepared cocoa, 1/2's.....              | \$0 32 |
| Prepared 1/2's.....                     | 0 30   |
| Mott's breakfast cocoa, 1/2's.....      | 0 28   |
| " " ".....                              | 0 40   |
| " " ".....                              | 0 38   |
| No. 1 chocolate, 1/2's.....             | 0 32   |
| Navy " ".....                           | 0 28   |
| Vanilla sticks, per gross.....          | 1 00   |
| Diamond chocolate, 1/2's.....           | 0 24   |
| Confectioner's chocolate, 2-lb. to..... | 0 31   |
| Sweet Chocolate liquors, 2-lb. to.....  | 0 35   |

WALTER M. LOWNEY CO.

|                                                 |         |
|-------------------------------------------------|---------|
| Canadian Branch, 165-171 William st. Montreal   |         |
| Breakfast cocoa—                                | Per lb. |
| 5-lb. screw top cans, 10 cans in case.....      | 38c.    |
| 12-lb. boxes, 6 boxes in case, 1-lb. tin.....   | 39c.    |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. tin..... | 40c.    |
| 6-lb. boxes, 12 boxes in case, 1-5-lb. tin..... | 41c.    |
| 12-lb. boxes, 6 boxes in case.....              | 41c.    |

Sweet cocoa powder—

|                                                  |      |
|--------------------------------------------------|------|
| 12-lb. boxes, 6 boxes in case, 1-lb. tins.....   | 30c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins.....   | 30c. |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. tins..... | 32c. |

Premium chocolate—

|                                                  |      |
|--------------------------------------------------|------|
| 1/2-lb. boxes, 12 boxes in case, 1-lb. pkgs..... | 33c. |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs..... | 33c. |

Milk chocolate—

|                                                  |        |
|--------------------------------------------------|--------|
| 50 5-cent pieces to box, per box.....            | \$1.65 |
| Vanilla sweet chocolate—                         |        |
| 50 5 cent. pkgs., in box.....                    | \$1.65 |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins.....   | 28c.   |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs..... | 28c.   |

Diamond sweet chocolate—

|                                                |      |
|------------------------------------------------|------|
| 6-lb. boxes, 12 boxes in case, 1-lb. pkgs..... | 24c. |
| 6-lb. " " ".....                               | 24c. |

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

|                                                                        |         |
|------------------------------------------------------------------------|---------|
| Packages—                                                              |         |
| 5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases..... | Per lb. |
| 1 lb. packages.....                                                    | 0 25    |
| 1/2 lb. ".....                                                         | 0 27    |
| 1 lb. ".....                                                           | 0 28    |
| 1 and 1/2 lb. packages assorted.....                                   | 0 28    |
| 1/2 and 1 lb. ".....                                                   | 0 27    |
| 1/2 lb. " in 5 lb. boxes.....                                          | 0 28    |
| 1 lb. ".....                                                           | 0 29    |
| 1 lb. " in 5, 10, 15 lb. cases.....                                    | 0 31    |

Bulk—

|                                                         |        |       |       |
|---------------------------------------------------------|--------|-------|-------|
| In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes..... | Pails. | Tins. | Bbls. |
| White Moss, fine strip.....                             | 0 19   | 0 21  | 0 17  |
| Best Shredded.....                                      | 0 18   | 0 21  | 0 16  |
| Special Shred.....                                      | 0 17   | 0 21  | 0 15  |
| Ribbon.....                                             | 0 19   | 0 21  | 0 17  |
| Macaron.....                                            | 0 17   | 0 21  | 0 15  |
| Dedicated.....                                          | 0 16   | 0 21  | 0 14  |
| White Moss in 5 and 10 lb. square tins, 2-lb.           |        |       |       |

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

|                                 |        |        |
|---------------------------------|--------|--------|
| "Eagle" brand (4 doz.).....     | Cases. | Doz.   |
| "Gold Seal" brand (4 doz.)..... | \$6 00 | \$1 50 |
| "Challenge" brand (4 doz.)..... | 5 00   | 1 25   |
| "Reindeer" brand (4 doz.).....  | 4 00   | 1 00   |

Evaporated cream—

|                                   |      |      |
|-----------------------------------|------|------|
| "Peerless" brand evap. cream..... | 4 75 | 1 20 |
| " " hotel size.....               | 4 90 | 2 45 |



TRURO CONDENSED MILK CO., LIMITED.

|                                                        |        |
|--------------------------------------------------------|--------|
| "Jersey" brand evaporated cream per case (4 doz.)..... | \$4 65 |
| "Reindeer" brand per case (4 doz.).....                | 5.60   |



Coffees.

THOS. LIPTON

|                                  |                  |
|----------------------------------|------------------|
| 1 lb. tins, ground or whole..... | retail wholesale |
| " " ".....                       | 0 40 0 30        |

JAMES TURNER & CO. Per lb.

|               |        |
|---------------|--------|
| Mocha.....    | \$0 22 |
| Damascus..... | 0 28   |
| Oairo.....    | 0 30   |
| Sirdar.....   | 0 17   |
| Ola Rio.....  | 0 12   |

D. MARCEAU, Montreal. Per lb.

|                                                            |        |
|------------------------------------------------------------|--------|
| "Ola Rio" Java.....                                        | \$0 25 |
| "Mocha.....                                                | 0 27   |
| "Java.....                                                 | 0 30   |
| Arabica, Mocha.....                                        | 0 30   |
| 15 year-old Mandheling Java and hand-picked Mocha.....     | 0 50   |
| 1-lb. fancy tins choice pure coffee, 48 tins per case..... | 0 30   |
| Madam Huot's coffee, 1-lb. tins.....                       | 0 32   |
| " " 2-lb. tins.....                                        | 0 32   |
| 100 lb delivered in Ontario and Quebec.....                | 0 15   |
| Rio No. 1.....                                             | 45c.   |
| Ondor I, 40-lb. boxes.....                                 | 42c.   |
| " II, 40-lb. boxes.....                                    | 42c.   |
| " III, 80-lb. boxes.....                                   | 37c.   |
| " IV, 80-lb. boxes.....                                    | 36c.   |

THOMAS WOOD & CO.

|                                                            |        |
|------------------------------------------------------------|--------|
| "Gilt Edge" in 1 lb. tins.....                             | \$0 33 |
| " " in 2 lb. ".....                                        | 0 32   |
| Canadian Souvenir, 1 lb. fancy lithographed canisters..... | 0 30   |

PATTERSON'S "CAMP" COFFEE ESSENCE

|                                                    |      |
|----------------------------------------------------|------|
| Agents, Rose & Laflamme, Montreal and Toronto..... |      |
| 5 oz. bottles, 4 doz. per doz.....                 | 1 75 |
| 10 " " ".....                                      | 3 00 |
| Rep. quarts, 1 " ".....                            | 6 50 |
| Imp. " " ".....                                    | 9 00 |

Cheese.



|                                 |          |        |
|---------------------------------|----------|--------|
| Imperial—Large size jars.....   | per doz. | \$8 25 |
| Medium size jars.....           | "        | 4 50   |
| Small size jars.....            | "        | 2 40   |
| Individual size jars.....       | "        | 1 00   |
| Imperial holder—Large size..... | "        | 18 00  |
| Medium size.....                | "        | 17 00  |
| Small size.....                 | "        | 12 00  |
| Roquefort—Large size.....       | "        | 1 40   |
| Small size.....                 | "        | 2 40   |

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Jo Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

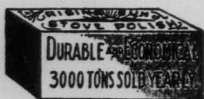
| In lots of less than 100 books, 1 kind assorted..... | Un- num- bers. | Covers and Coupons number ed. |
|------------------------------------------------------|----------------|-------------------------------|
| 100 to 500 books.....                                | 4c.            | 4c.                           |
| 100 to 1,000 books.....                              | 3c.            | 4c.                           |
| 100 to 1,000 books.....                              | 2c.            | 4c.                           |

Allison's Coupon Pass Book.

A Guarantee that is Worth Something

**RISING SUN**  
**SUN**  
**STOVE POLISH**  
**IN CAKES**

**SUN**  
**&**  
**PASTE**  
**STOVE POLISH**  
**IN TINS**



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

# PROTECT

your large business and retain your many customers by storing your

# RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

# Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**  
 14-38 Grey Nun Street, MONTREAL



Next to bread and meat, man's

necessity to life, comes **Milk**. In the average household the first two may be dispensed with—Milk never.

# BORDEN'S BRANDS

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream

are safe and indispensable at all times

**WM. H. DUNN, AGENT**

27 Front Street East,  
 TORONTO.

394 & 396 St. Paul St.,  
 MONTREAL.



(Unsweetened)



**Extra**  
 LAPORTE, M  
 Vita" Pasteurized  
 Bottles 1-oz., ca  
 " 2 "  
 " 4 "  
 " 20 "  
 " 20 "  
**Wilson**  
 50 ltc.  
 three bo  
**Infan**  
 Robinson's patent b  
 " " g  
**Jams**  
 BATER'S WHOLE  
 Agents, Rose & I  
 1-lb. glass jar, se ew  
**Compound Fruit J**  
 12-oz. glass jars, 2 d  
 2-lb. tins, 2 doz. in c  
 5 and 7-lb. tin pail  
 orate...  
 7 and 14-lb. wood p  
 30-lb. wood pail  
 Compound Fruit J  
 2-oz. glass jars, 2 d  
 7-lb. tins, 2 doz. in c  
 5 and 14-lb. wood p  
 50-lb. wood pail...  
 Home Made Jams  
 1-lb. glass jars (16  
 case...  
 5, 7, 14 and 30-lb. p  
**THE N. K. FAIRB**  
**LARD**







1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

## "Batger's"

Strawberry Jam has all these, and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

Try a case of 4 dozen

# Strawberry Jam

Agents:  
ROSE & LAFLAMME  
Montreal and Toronto

## GENUINE MERIT



and good value are the reasons why all women prefer to buy

# Paterson's Worcester Sauce

All grocers should sell it—if they don't, they miss sales.

ROSE & LAFLAMME  
Agents, Montreal and Toronto

**Mr. Grocer :** It is always safe to stock the goods you know to be best, because you have proven them to be so. Few grocers there are who do not know that

## RIVERDALE BRAND

### Canned Fruits and Vegetables

is the best by any test on the Canadian market. There are reasons for the superiority of the famous brand which most grocers know and all should know. Our goods are grown in the best fruit and vegetable district in the Dominion. They are manufactured by modern machinery and process, and

Once a customer, always a customer.

The **Lakeside Canning Co.**

LIMITED

WELLINGTON . . . ONTARIO

## Pernot Biscuit

5 Factories, 40,000 sq. yards

Obtained highest awards at Worlds Fairs :

Grand Prix—Hanoi, 1902—India  
St. Louis, 1904—U.S.A.

SPECIAL AWARDS (Out of Competition)  
Liege, 1905—Belgium  
Marseilles, 1906—France  
Milan, 1907—Italy

## Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

Responsible agents wanted in the larger cities.

LEON FONTANEL & CO.

General Agents  
6 St. James St., - MONTREAL

# CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

## Accountants and Auditors.

Davenport, Pickup & Co., Winnipeg.  
**Awnings, Tents, Rope, Etc.**  
 Tobin Tent & Awning Co., Ottawa.

## Baking Powder.

Codville-Georgeson, Ltd., The, Winnipeg  
 Gillett, E. W., Co., Toronto.  
 McLaren's, W. D., Montreal.

## Beer-Non-Alcoholic.

Kops' Breweries, London, S. W.

## Biscuits, Confectionery, Gum, Etc.

Bode's Gum Co., Montreal.  
 Cowan Co., Toronto.  
 Kingery Mfg. Co., Cincinnati.  
 McLaughlan, Sons & Co., Owen Sound.  
 Money Biscuit & Candy Co., Stratford.  
 Mott, John P., & Co., Halifax, N.S.  
 National Licorice Co., Brooklyn, N.Y.

## Brooms, Brushes and Woodware.

United Factors Ltd., Toronto.  
 Woods, Walter, & Co., Hamilton.

## Canned Goods.

Balfour, Smye & Co., Hamilton.  
 Bloomfield Packing Co., Bloomfield, Ont.  
 Burlington Canning Co., Burlington, Ont.  
 Canadian Cannery, Hamilton.  
 Farmers' Canning Co., Bloomfield, Ont.  
 Lakeside Canning Co., Wellington, Ont.  
 Lea Pickling & Preserving Co., Simcoe.  
 Napanee Canning Co., Napanee.  
 Old Homestead Canning Co., Picon.  
 Turner, James & Co., Hamilton, Ont.

## Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.  
 Cote, Joseph, Quebec, Que.  
 Empire Tobacco Co., Montreal.  
 McDougall, D., & Co., Glasgow, Scot.  
 Tuckett, Geo. E. & Son Co., Hamilton.

## Cocoas and Chocolates.

Baker, Walter & Co., Dorchester, Mass.  
 Cailler's Chocolate, Montreal.  
 Cowan Co., Toronto.  
 Dunn, Wm. H., Montreal.  
 Epps, James, & Co., London, Eng.  
 Frame-Food Co., London, S. W.  
 Lowney, Walter M., Co., Boston, Mass.  
 Mott, John P., & Co., Halifax, N.S.  
 Nestle's Chocolate, Montreal.

## Cocoa Nut.

Canadian Cocoa Nut Co., Montreal.

## Computing Scales.

Butt, Wm. J., Winnipeg.  
 Computing Scale Co., Toronto.  
 Toledo Computing Scale Co., Hamilton.

## Concentrated Lye.

Gillett, E. W., Co., Toronto.

## Condensed Milk and Cream.

Borden's—Wm. H. Dunn, Montreal.  
 Truro Condensed Milk Co., Truro, N.S.

## Crockery, Glassware and Pottery.

Campbell's, R. Sons, Hamilton.  
 Toronto Pottery Co., Toronto.

## Dairy Produce and Provisions.

Clark, Wm., Montreal.  
 Dawson Commission Co., Toronto.  
 Duff & Co., Hamilton, Ont.  
 Ingersoll Packing Co., Ingersoll, Ont.  
 Fearman, F. W., Co., Hamilton.  
 MacLaren Imperial Cheese Co., Toronto  
 O'Mara, Joseph, Palmerston.  
 Park, Blackwell Co., Toronto.

Power, B. J., Halifax, N.S.  
 Rutherford, Marshall & Co., Toronto.  
 Ryan, Wm., & Co., Toronto.

## Decorations, Table.

Hovell, A. J., & Co., London, W.C.

## Delivery Wagons.

Abbott H. G., & Co., London, Ont.

## Egg Trays.

Star Egg Carrier & Tray Mfg. Co.  
 Rochester, N. Y.

## Financial Institutions & Insurance.

Bradstreet Co.

## Fish.

Atlantic Fish Co., Halifax, N.S.  
 Bickle, J. W., & Greening, Hamilton.  
 Connors Bros., Black's Harbor N.B.  
 McWilliam & Everist, Toronto.  
 Milman, W. H., & Sons, Toronto.  
 Windsor, J. W., Montreal.

## Flavoring Extracts.

Capstan Mfg. Co., Toronto.  
 Imperial Extract Co., Toronto.

## Foreign Importers.

MacDonald, Gordon & Co., London, Eng.  
 Methven, James, London, Eng.  
 Scott, David, & Co., Liverpool, Eng.

## Fruits—Dried, Green, and Nuts.

Belleville Fruit & Vinegar Co., Belleville.  
 Clogg, J. R., & Co., Montreal.  
 Davidson & Hay, Toronto.  
 Dawson Commission Co., Toronto  
 Fisher, Frederick & Sons, London, Eng.  
 Gillard, W. H., & Co., Hamilton, Ont.  
 Kinnear, Thos., & Co., Toronto.  
 Lucas, Steele & Bristol, Hamilton.  
 Montreal Fruit Exchange, Montreal.  
 McBride, John T., & Co., Montreal.  
 McWilliam & Everist, Toronto.  
 Rattray, D., & Sons, Ltd., Quebec  
 Smith, E. D., Winona, Ont.  
 Stringer, W. B., & Co., Toronto.  
 Tippet, A. P., & Co., Montreal.  
 Turner, James, & Co., Hamilton.  
 Walker, Hugh, & Son, Guelph.  
 White & Co., Toronto.

## Gelatin.

Cox, J. & G., Edinburgh, Scotland.  
 Nicholson & Brock, Toronto.

## Grain, Flours and Cereals, Seeds.

Alexander Milling Co., Ltd., Brandon,  
 London, Ont.  
 Greig, Robert, Co., Toronto.  
 Kirouac, Nap. G., & Co., Quebec.  
 Leitch Bros., Oak Lake, Man.  
 McFall, A. A., Bol'on, Ont.  
 Nicholson & Bain, Winnipeg.  
 Western Canada Flour Mills Co., Toronto

## Grocers—Wholesale.

Balfour, Smye & Co., Hamilton.  
 Bell, Thos., Sons & Co., Montreal.  
 Ozo Co., Montreal.  
 Codville-Georgeson Co., Winnipeg.  
 Colson, E. C. & Son, Montreal.  
 Davidson & Hay, Toronto.  
 Eby, Blain Co., Toronto.  
 Eckardt, H. P., & Co., Toronto.  
 Galbraith, Wm., & Son, Montreal.  
 Gillard, W. H., & Co., Hamilton.  
 Kinnear, T., & Co., Toronto.  
 Lucas, Steele & Bristol, Hamilton.  
 Mathewson's Sons, Montreal.  
 Todhunter, Mitchell & Co., Toronto.  
 Turner, James, & Co., Hamilton.  
 Warren Bros., Toronto.

## Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa.  
 Enterprise Mfg. Co., Philadelphia, Pa.  
 Fisher, A. D., Co., Toronto.  
 Electric Canning Machinery Co., Chicago

## Infants' Foods.

Keen, Robinson & Co., London, Eng.

## Jams, Jellies, Etc.

Batger—Rose & Lafamme, Montreal.  
 Windsor, J. W., Montreal.  
 Goodwillie—Rose & Lafamme, Montreal  
 Smith, E. D., Winona, Ont.  
 Ozo Co., Montreal.  
 Upton, Thos., & Co., Hamilton.  
 Wagstaffe Limited, Hamilton, Ont.

## Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.  
 Adamson, J. T., Montreal.  
 Anderson Powis & Co., Toronto.  
 Ashley & Lightcap, Winnipeg.  
 Burnell & Lindsay, Winnipeg.  
 Carman, Escott Co., Winnipeg, Man.  
 Dunn, Wm. H., Montreal and Toronto.  
 Foley F. J., & Co., Edmonton, Alta.  
 Fontanel, Leon, Montreal.  
 Gorham, J. W., & Co., Halifax N.S.  
 Honeyman, Haultain & Co., Regina.  
 Holmes, W. G., & Co., Calgary, Alta.  
 Jarvis, C. E., & Co., Vancouver, B.C.  
 Kyle & Hooper, Toronto.  
 Lambe, W. G. A., & Co., Toronto.  
 McFarlane & Field, Hamilton, Ont.  
 MacLaren Imperial Cheese Co., Toronto  
 McLean, J. J., Moose Jaw, Sask.  
 MacNab, T. A., & Co., St. John, Nfd.  
 Millman, W. H., & Sons, Toronto.  
 Nicholson & Bain, Winnipeg.  
 Rutherford, Marshall & Co., Toronto.  
 Ryan, Wm., Co., Toronto.  
 Shallcross, Macaulay & Co., Victoria and  
 Vancouver, B.C.  
 Standard Brokerage Co., Vancouver  
 Scott, Batgate, & Co., Winnipeg.  
 Tew, Richard & Co., Toronto.  
 Thompson, G. B., Winnipeg, Man.  
 Tippet, A. P., & Co., Montreal.  
 Warren, G. C., Regina, Sask.  
 Watson, Stuart, Winnipeg, Man.  
 Watson, Andrew, Montreal.  
 Watt, John J., Toronto

## Matches.

Improved Match Co., Montreal.

## Mince Meat.

Capstan Mfg. Co., Toronto.  
 Clark, Wm., Montreal.  
 Fearman, F. W., Co., Toronto.  
 Lytle, T. A., Co., Toronto.  
 Nicholson & Brock, Toronto.  
 Wagstaffe, Limited, Hamilton.  
 Wethey J. H., St. Catharines.

## Office Supplies.

Business Systems Ltd., Toronto.  
 Crain, Rolla L., Co., Ottawa.

## Patent Medicines.

Mathieu, J. L., Co., Sherbrooke, Que.

## Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

## Pickles, Sauces, Relishes, Etc.

Brand & Co., London, Eng.  
 Capstan Mfg. Co., Toronto.  
 Douglas J. M., & Co., Montreal.  
 Gillard & Co., Walthamston, London, N.E.  
 Lea Pickling & Preserving Co., Simcoe.  
 Ozo Co., Montreal.  
 Hudson, Hebert & Cie, Montreal  
 Mason, Geo., & Co., London, Eng.  
 Paterson's—Rose & Lafamme, Montreal.  
 Taylor & Pringle, Owen Sound, Ont.

## Poison, Rat.

Common Sense Mfg. Co., Toronto.

## Polishes—Metal.

Majestic Polishes, Ltd., Toronto.  
 Oakley, John, & Sons, London, Eng.

## Polishes—Shoes.

Dalley, F. F., Co., Ltd., Hamilton, Ont.

## Polishes—Stove.

Morse Bros., Canton, Mass.

## Printing.

Barnard Frank H., Toronto.

## Refrigerators.

Eureka Refrigerator Co., Toronto  
 Hillock, John, & Co., Ltd., Toronto.

## Salt.

Canadian Salt Co., Windsor, Ont.  
 Empire Salt Co., Sarnia, Ont.  
 Mason & Hickey, Winnipeg, Man.  
 Toronto Salt Works, Toronto.  
 Verret, Stewart & Co., Montreal.

## Soap.

Canadian Castile Soap Co., Berlin, Ont.  
 Guelph Soap Co., Guelph, Ont.  
 Royal Crown Limited, Winnipeg, Man.  
 St. Croix Soap Mfg. Co., St. Stephen, N.B.

## Soda—Baking.

Church & Dwight, Montreal.

## Starch.

Edwardsburg Starch Co., Cardinal, Ont.  
 St. Lawrence Starch Co., Port Credit.

## Storage and Warehouses.

Terminal Warehouse & Cartage Co.,  
 Montreal.

## Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.  
 Dominion Molasses Co., Halifax, N.S.  
 Edwardsburg Starch Co., Cardinal, Ont.  
 Imperial Syrup Co., Montreal.  
 Lucas, Steele & Bristol, Hamilton.  
 "Sugars" Limited, Montreal.  
 Tippet, A. P., & Co., Montreal.  
 Wallaceburg Sugar Co., Wallaceburg, Ont.

## Teas, Coffees, and Spices.

Balfour, Smye & Co., Hamilton.  
 Branson & Co., Ltd., London, Eng.  
 Codville-Georgeson Co., Winnipeg  
 Ewing, S. H. & Sons, Hamilton.  
 Gillard, W. H., & Co., Hamilton.  
 Greig, Robt. Co., Toronto.  
 Kit Coffee Co., Glasgow, Scotland.  
 Nishimura, Shaw T., Montreal.  
 Minto Bros., Toronto.  
 Paterson, R., & Sons, Glasgow, Scot.  
 Robertson John & Son, Montreal.  
 Salada Tea Co., Toronto and Montreal  
 Symington, T., Edinburgh, Scot.  
 Truro Condensed Milk Co., Truro, N.S.  
 Turner, James, & Co., Hamilton.  
 Warren, G. C., Regina, Sask.  
 Wood, Thos., & Co., Montreal.

## Veterinary Remedies.

Young, W. F., Montreal

## Vinegar and Cider.

Belleville Fruit and Vinegar Co., Belleville  
 Funnell, Webb & Co., Bristol, Eng.  
 White, Cottell & Co., London, S.E.

## Washing Compound.

Chouillou, C. A., Montreal.  
 Gillett, E. W. Co., Toronto.  
 Winn & Holland, Montreal.

## Woodenware.

Stevens-Hepner Co., Port Elgin

## Wrapping Paper, Paper Bags.

Lucas, Steele & Bristol, Hamilton.  
 Canada Paper Co., Toronto  
 Thorne, A. M. & Co., Toronto

## Yeast.

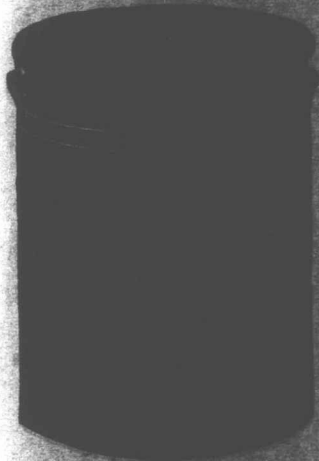
Gillett, E. W., Co., Toronto.

# INDEX TO ADVERTISERS.

This index is made up on Tuesday. Classification of any advertisements received after that day is not guaranteed.

|                                  |                    |                               |                     |                                       |                     |                                    |                    |
|----------------------------------|--------------------|-------------------------------|---------------------|---------------------------------------|---------------------|------------------------------------|--------------------|
| Abbott, H. G., & Co.             | 27                 | Douglas, J. M., & Co.         | 61                  | McFarlane & Field                     | 2                   | Rutherford, Marshall & Co.         | 51                 |
| Adam, Geo. & Co.                 | 2                  | Eby, Blain Co.                | 3                   | McLaren's Cooks' Friend Baking Powder | inside back cover   | Ryan, Wm., Co.                     | 52                 |
| Adamson, J. T., & Co.            | 2                  | Edwardsburg Starch            | outside front cover | McLean, J. J.                         | 4                   | 'Salada' Tea Co.                   | 7                  |
| Allan, Robt., Co.                | 2                  | Empire Tobacco Co.            | 67                  | McLaughlan & Sons Co.                 | 57                  | Scott, David, & Co.                | 4                  |
| Allison Coupon Co.               | 26                 | Essex Canning Co.             | 19                  | McWilliam & Everist                   | 12                  | Smith, E. D.                       | 13                 |
| American Computing Co.           | 22                 | Estabrooks, T. H.             | 24                  | MacDonald, Gordon & Co.               | 4                   | Snowdon, Forbes & Co.              | 17                 |
| American Tobacco Co.             | 67                 | Evring, H. & Sons             | 16                  | MacLaren's Imperial Cheese Co.        | 2                   | Sprague Canning Machinery Co.      | 63                 |
| Anderson, Powis & Co.            | 2                  | Fairbank, N. K., Co.          | 20                  | MacNab, T. A., & Co.                  | 2                   | Stringer, W. B., & Co.             | 13                 |
| Atlantic Fish Companies          | 65                 | Farmers' Canning Co.          | 21                  | Magor, Frank                          | outside front cover | Stuartard Broke age Co.            | 13                 |
| Balfour, Smye & Co.              | 17                 | Fearman, F. W. Co.            | 52                  | Majestic Polishes Co.                 | 14                  | St. Charles Condensing Co.         | 19                 |
| Barnard, Frank H.                | 4                  | Fisher, A. D., Co.            | 73                  | Manitoba Canning Co.                  | 53                  | Stuart, Watson & Co.               | 4                  |
| Belleville Fruit and Vinegar Co. | 61                 | Fisher, Frederick & Sons      | 62                  | Maple Tree Producers' Association     | 20                  | "Sugars" Limited                   | 27                 |
| Bloomfield Packing Co.           | 23                 | Foley, F. J., & Co.           | 4                   | Marshall, James                       | 4                   | Symington T., & Co.                | 19                 |
| Bode's Gum Co.                   | 56                 | Fontanel, Leon                | 79                  | Mason & Hick y                        | 51                  | Taylor & Pringle Co.               | 26                 |
| Borden's Condensed Milk Co.      | 76                 | Frame-Food Co.                | 19                  | Mason, Geo., & Co., Ltd.              | 9                   | Terminal Warehouse and Cartage Co. | 70                 |
| Bradstreet's                     | 4                  | Galbraith, Wm., & Son         | 24                  | Mathewson's Sons                      | 22                  | Tew, Richard & Co.                 | 4                  |
| Brand & Co.                      | 77                 | Gillard, W. H., & Co.         | 63                  | Mathieu, J. L., Co., Sherbrooke, Que. | 4                   | Thompson, G. B.                    | 4                  |
| Bryce, Chas. G., Co.             | 57                 | Gillett, E. W., Co., Ltd.     | 61                  | Methven, J., Sons & Co.               | 4                   | Thorne, A. M. & Co.                | 29                 |
| Burlington Canning Co.           | 17                 | Gorham, J. W., & Co.          | 2                   | Millman, W. H., & Sons                | 2                   | Tippet, Arthur P., & Co.           | 1                  |
| Business Systems Limited         | 73                 | Gray, Young & Sparling        | 16                  | Mitchell H. W.                        | 4                   | Todhunter, Mitchell & Co.          | 29                 |
| Cailler's Chocolate              | 59                 | Greig, Robt., & Co.           | 15                  | Montreal Packing Co.                  | 52                  | Toledo Computing Scale Co.         | inside back cover  |
| Campbell's, R. Sons              | inside back cover  | Hillock, John, & Co.          | 73                  | Mooney Biscuit and Candy Co.          | 57                  | Toronto Pottery Co.                | inside back cover  |
| Canada Sugar Refining Co.        | 18                 | Holbrook's Ltd.               | 14                  | Morse Bros.                           | 76                  | Toronto Salt Works                 | 24                 |
| Canadian Cannery                 | 5                  | Honeyman, Haultain Co.        | 2                   | Mott, John P., & Co.                  | 59                  | Truro Condensed Milk Co., Limited  | 55                 |
| Canadian Castile Soap Co., Ltd.  | 73                 | Imperial Extract Co.          | 25                  | Napanee Canning Co.                   | 15                  | Tuckett, Geo. E., & Son Co.        | 66                 |
| Canadian Coconut Co.             | 58                 | Imperial Syrup Co.            | 22                  | Nestle's Chocolate                    | 58                  | Turner, James, & Co.               | 29                 |
| Canadian Salt Co.                | 10                 | Improved Match Co.            | 21                  | Nicholson & Bain                      | 55                  | Upton, T., Co.                     | 75                 |
| Capstan Manufacturing Co.        | 22                 | Jarvis, C. E., & Co.          | 4                   | Nishimura, Shaw T.                    | 10                  | Verret, Stewart Co.                | 64                 |
| Carman, Escott Co.               | 4                  | Kingery Mfg. Co.              | 4                   | Oakey, John, & Sons                   | inside back cover   | Wagstaffe Limited                  | 17                 |
| Chouillou, C. A., & Co.          | 7                  | Kinnear, Thos., & Co.         | 10                  | Oakville Basket Co.                   | 4                   | Walker, Hugh, & Son                | 23                 |
| Christmas, W. C.                 | 21                 | Kirouac, Nap. G., & Co.       | 56                  | Old Homestead Canning Co.             | 6                   | Wallaceburg Sugar Co.              | 28                 |
| Clark, W.                        | 55                 | Kit Coffee Co.                | 17                  | O'Mara, Joseph                        | 55                  | Warren Bros.                       | 28                 |
| Clark, W., & Co.                 | 64                 | Kops' Breweries               | 13                  | Ozo Co.                               | 26                  | Watson, Andrew                     | 28                 |
| Codina, Sebastian & Co.          | 63                 | Lakeside Canning Co.          | 79                  | Park, Blackwell Co.                   | 62                  | Watt, John J.                      | 27                 |
| Codville-Georgeson Co.           | 71                 | Lambe, W. G. A.               | 2                   | Paterson, R., & Sons                  | 28                  | Western Canada Flour Mills Co.     | 9                  |
| Coles Manufacturing Co.          | 72                 | Lea Pickling & Preserving Co. | 36, 37              | Patrick, W. G., & Co.                 | 2                   | Wethey, J. H.                      | outside back cover |
| Colson, E. C. & Son              | inside front cover | Leitch Bros.                  | 56                  | Power, B. H.                          | 14                  | Wheat City Flour Mills Co.         | 63                 |
| Common Sense Mfg. Co.            | 42                 | Lowney, Walter, M. Co.        | 58                  | Quance Bros.                          | 48                  | White, Cottell & Co.               | 23                 |
| Computing Scale Co.              | 7                  | Lucas, Steele & Bristol       | 58                  | Queen City Oil Co.                    | 24                  | Wilson, Archdale                   | 54                 |
| Connors Bros.                    | 65                 | Lytle, T. A., Co.             | outside back cover  | Rattray, D., & Sons                   | 16                  | Windsor, J. W.                     | 21                 |
| Cote, Joseph                     | 67                 | McBride, John T., & Co.       | 4                   | Robertson, John, & Son                | 14                  | Wiseman, R. B., Co.                | 43                 |
| Cowan Co.                        | 59                 | McDougall, D., & Co.          | 67                  | Rose & Lafamme                        | 79                  | Wood, Thomas, & Co.                | 78                 |
| Cox, J. & G.                     | 57                 | McFall, A. A.                 | 56                  | Royal Crown Soap Co.                  | 17                  | Woods, Walter, & Co.               | 54                 |
| Crain, Rolla L., Co.             | 72                 |                               |                     | Rowat & Co.                           | 27                  | Young, W. F.                       | 14                 |
| Dalley, Thos. F., Co., Limited   | 28                 |                               |                     |                                       |                     |                                    |                    |
| Davenport, Pickup & Co.          | 69                 |                               |                     |                                       |                     |                                    |                    |
| Davidson & Hay                   | 19                 |                               |                     |                                       |                     |                                    |                    |
| Dawson Commission Co.            | 63                 |                               |                     |                                       |                     |                                    |                    |

## STONEWARE JARS



of  
every  
description  
and  
size.  
Special  
shapes  
to  
order.

**The TORONTO POTTERY CO.**  
LIMITED  
Toronto, Canada  
Write for Catalogue



### "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 could not buy in Canada. They don't know what we can do. A small advertisement in the

## KINGSTON

## "GLENER"

might bring inquiries. Write for rates to

J. O. STEWART, Editor

## Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, Knives, and Is. Galvanised

JOHN OAKLEY & SONS, Limited

Manufacturers of  
Emery, Black Lead, Emery, Glass and  
Thin Oils and Papers, etc.

Wellington Works, London, England

Agents  
100 St. Patrick Street  
MONTREAL

## You are interested In Something

Why not get the best items that  
are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

|                     |         |
|---------------------|---------|
| Terms-100 Clippings | \$ 5.00 |
| 250 "               | 12.00   |
| 500 "               | 23.00   |
| 1,000 "             | 40.00   |

Send for our Booklet which fully explains the scope of the clipping industry.

### CANADIAN PRESS CLIPPING BUREAU

222 Beeson Street, MONTREAL, QUE.  
Telephone Main 1285  
10 Front St. E., Toronto, Telephone Main 570

is Honest Goods and  
just the Thing on  
to Make or  
Business.

The Best Grocers make  
a point of keeping it  
always in Stock.

## A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

# Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

## BRUNNER MOND & CO'S.

ENGLISH SAL SODA

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

**WINN & HOLLAND, LIMITED**

SOLE AGENTS

MONTREAL

## "Fruit is all Gone"

Have our grocer friends noticed this season how much oftener they are compelled to tell their enquiring customers that "the fruit is all gone."

A live grocer should never allow that enquiry to pass without a profit to himself.

When you cannot supply the fruit, be sure to suggest something to take its place.

## Wethey's Mince Meat

(In cartons)

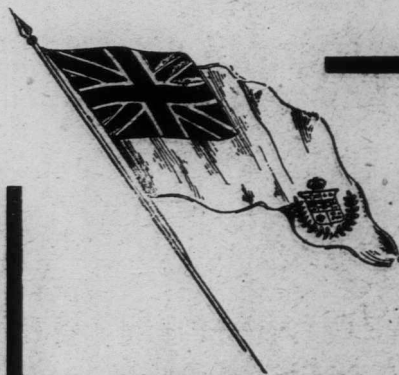
fills that place

All Jobbers

3 doz. to a case

**J. H. WETHEY, LIMITED**

ST. CATHARINES



"EMPIRE" Brand

## Imperial Preference

NEW RAISINS IN AUGUST

Did you get any of those

## New Valencia or New Sultana Raisins?

6 phones

AT YOUR SERVICE

Second car just to hand from Australia, quality is Extra.

ORDER A FEW BOXES BEFORE ALL CLEANED OUT.

**LUCAS, STEELE & BRISTOL,**

Wholesale Grocers,

HAMILTON,

ONTARIO

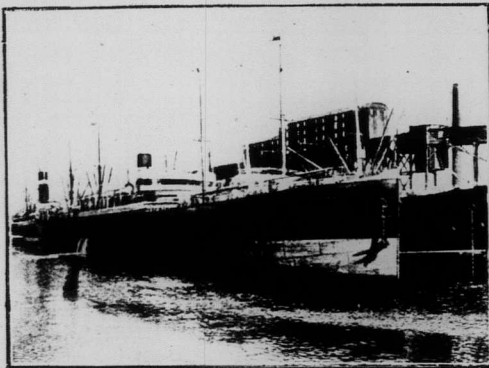
Maritime Board of Trade Number

# THE CANADIAN GROCER

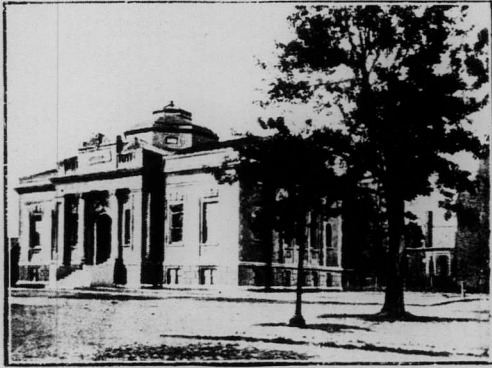
Vol. XXI

Montreal, Toronto, Winnipeg, August 30th 1907

No. 35



OCEAN STEAMERS AT ST. JOHN



PUBLIC LIBRARY ST. JOHN, N.B.



FALLS IN ROCKWOOD PARK, ST. JOHN.



BRIDGES & FALLS.

The MacLEAN PUBLISHING COMPANY, Limited

Has it ever occurred to you that

# RED ROSE TEA

HAS GOT TO BE GOOD ALL THE TIME?

The very fact of it having gained such a high reputation has a tendency to make those who use it more harsh in their criticism if it ever fails to come fully up to their expectations.

No man requires to watch his everyday actions so closely as the man who has achieved a high reputation for honor and ability. A mistake at once makes him a target for public criticism. It is just so with Red Rose Tea. Its high standard of quality must be maintained every day. Any mistake would be keenly criticised by those who have learned to have confidence in it.

Therefore, I am bound not only to keep the quality higher than other teas, but to keep it absolutely uniform.

Red Rose Tea will help increase your tea business.

---

Toronto Office,  
3 Wellington St. East

GEO. H. CAMPBELL,  
Manager

T. H. ESTABROOKS,

St. John, N.B.

VOL. XX

