

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

Toronto: 143-149 University Ave.
New York: 115 Broadway

Winnipeg: 34 Royal Bank Building

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No. 24



For Years Past

Colman's AND Keen's

Have Distanced All
Competitors in

The Mustard Market

The Retailer who stocks both is making sure
that he is featuring the MUSTARD the
world is asking for.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA
403 St. Paul Street MONTREAL



Toronto Office:
30 Church St.

Suggestions Will

Make Sales For You

The grocer who makes definite suggestions to his customers, makes sales as a result.
For instance, if you say to a customer: "Madam, a pinch of

BENSON'S PREPARED CORN

will prevent salt from becoming hard and lumpy," you set that woman thinking
along a new line—and, incidentally, you make a sale. In this space, from
time to time, you will find little suggestions worth making to your customers—
little suggestions that will help you to make sales. Watch for them.

EDWARDSBURG STARCH COMPANY, LIMITED

MONTREAL CARDINAL TORONTO BRANTFORD VANCOUVER

THE CANADIAN GROCER

OLIVES

ARE BECOMING MORE IN DEMAND EVERY DAY AS A RELISH AND

MacLAREN'S IMPERIAL OLIVES AN IMPERIAL RELISH

are becoming more in demand every day by reason of their uniform color and crispness. MacLAREN'S IMPERIAL OLIVES are imported direct by us—packed in a variety of bottles of various size and shape and in gallon pails and five and ten gallon kegs—arranged in each bottle in a neat and attractive manner, and our aim in packing them, as with all our products, is to produce a sound and pure article at a fair and just price.

WRITE FOR PRICES OR ASK OUR SALESMEN

and see that you get your supply in now as there will be an enormous demand for olives during the warm weather.

We pack the following:

MANZANILLA
SELECT QUEEN
EX. SELECT QUEEN
GIANT QUEEN

PIMENTO STUFFED MANZANILLA
PIMENTO STUFFED QUEEN
NUT STUFFED
CELERY STUFFED

ANCHOVY, CAPER AND ASSORTED STUFFED

PICNIC-TIME MEANS SANDWICH-TIME

SO SEE TO YOUR SUPPLY OF

MacLAREN'S IMPERIAL CHEESE and MacLAREN'S IMPERIAL PEANUT BUTTER

WHICH MAKE THE MOST DELICIOUS OF SANDWICHES, SO NUTRITIOUS AND APPETISING, AND THEY HAVE A FLAVOR ALL THEIR OWN THAT PLEASES AND CREATES FUTURE SALES.

Imperial Products

FOR SALE BY ALL JOBBERS.

MANUFACTURED AND GUARANTEED PURE BY

MacLAREN IMPERIAL CHEESE COMPANY, LIMITED

MANUFACTURERS AND IMPORTERS GROCERS' SPECIALTIES

OFFICES—NEW YORK,

CHICAGO,

DETROIT,

MONTREAL,

TORONTO

Factories—Wellesley, Ont., Woodstock, Ont., Bancroft, Mich.

A Faultless Product

There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Coçou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

CODOU'S MACARONI

Vermicelli, Spaghetti, Fancy Letters and Figures, as well as Macaroni, are the specialties produced—each one has a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose. "Codou's"—that is the name to think of when the best is wanted.

Arthur P. Tippet & Co.
Agents

8 Place Royale, Montreal 84 Victoria St., Toronto



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

WANTED TO PURCHASE Whole or part interest in Manufacturers' Agency, Brokerage, or Commission Business in Western Canada or on Pacific Coast. Address, Box 744, Care CANADIAN GROCER, Toronto.

**THE MARSHALL
BROKERAGE COMPANY**
67 Dundas St., LONDON, ONT.

Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery Brokers

HALIFAX - NOVA SCOTIA
We are open for a few high class specialty lines

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

BASKATOON, - WESTERN CANADA

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

**Irish Grocer, Drug, Provision
and General Trades' Journal.**

10 Garfield Chambers, Belfast, Ireland.

J. A. TILTON

WHOLESALE GROCERY BROKER
ST. JOHN, N.B.

Correspondence solicited with Houses looking for first-class grocery connections.

Currants

on spot, Ceroni's pack, fine filiatras, cleaned and uncleaned. No better packer in Greece.

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

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

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT
Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

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

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York Street, Toronto

MacLaren Imperial Cheese Co.
Limited

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

Lind Brokerage Co.
73 Front St. East - TORONTO
HEADQUARTERS FOR
Muscavado and Crystals
Raw Sugar

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

—WINNIPEG—
H. G. SPURGEON
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

A. Francois Turcotte
COMMISSION MERCHANT
Room 16, Morin Block
Quebec, - Canada
One or two more agencies wanted
FIRST CLASS CONNECTION

—MOOSE JAW—
WHITLOCK & MARLATT
Distributing and Forwarding Agents.
Warehouse on C.P.R. spur track.
Promptness and Satisfaction guaranteed.
Business Solicited.



IN THE
TEN-PIN BOTTLE

Walker's GRAPE JUICE

CLEAR. PURE.

A Beverage—A Food Product—A Table Requisite

THE PURE JUICE OF THE CONCORD GRAPE

Replacing Wines Used in the Home.

Served at Soda Fountains.

All Grocers and Druggists should Stock it, as it is being Heavily Advertised in the National Publications Reaching Thirty Million American and Canadian Readers a Month.

Made in the
Largest Grape
Juice Factory in
the World.

Write for Prices
and Particulars.

Good Profits.



Handsome Display
Free.

Punch Bowls Free.

Recipe Books Free

TRIM YOUR WIN-
DOWS AND IN-
CREASE THE
DEMAND

THE GRAPE PRODUCTS CO., NORTH EAST, Pa., U.S.A.

MACLURE & LANGLEY

Canadian
Representatives

Toronto, Winnipeg, Montreal

BORDEN'S EAGLE BRAND CONDENSED MILK EVAPORATED MILK CONDENSED MILK PEERLESS BRAND

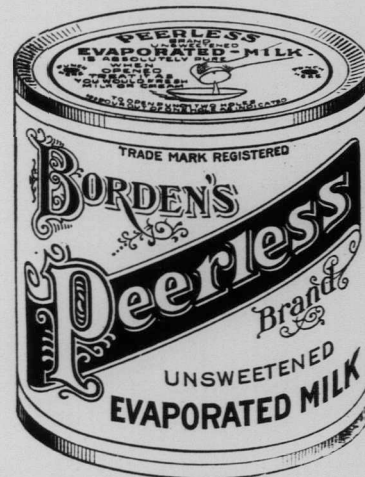


By recommending these Brands
you will please your customers.

They are the best that
Science can produce.

BORDEN'S CONDENSED MILK CO.
"Leaders of Quality" Established 1857

Sales Offices and Agencies:—
MONTREAL TORONTO WINNIPEG
and VANCOUVER



Mason & Hickey, Winnipeg and Calgary

WILLIAM H. DUNN,

Montreal, Toronto and Vancouver



Stop that Night Work!

The daylight hours should be sufficient in which to do your bookkeeping. And still, many nights each month you are chained to your chair and your desk, posting, totaling accounts, making out statements, doing any one of a dozen things with your books.

You want information about your business, yet you are going the long way around to get it. The short way is the one adopted by more than 70,000 merchants in all parts of the United States. These have found that by the use of The McCaskey Gravity Account Register System their posting and totaling are done at the time the sale is made. They have no statements to make or mail at the end of the month because each sale-slip is an itemized account of the goods purchased and each shows the total indebtedness to date.

The McCaskey System has been approved by expert auditors and accountants as the natural, logical and most scientific method of handling accounts, yet is so simple that

*Only
One
Writing*

The McCASKEY SYSTEM

*First and
Still
the Best*

with it anyone can keep accurate records of goods bought and sold, merchandise on hand, cash on hand and in bank, accounts payable and any other that may be desired.

The McCaskey System cuts out useless bookkeeping, prevents forgetting to charge, prevents errors and disputes with customers over their accounts, acts as an automatic collector, is an automatic credit limit, preventing over-buying and over-selling, and protects the user against loss of insurance in case of fire.

Manufacturers of Surety Non-Smud Duplicating and Tripling Sales Books and Single Carbon Pads in all varieties.

You owe it to yourself to investigate the merits of the McCaskey proposition.

A letter or postal card will bring you information without any obligation on your side to purchase.

Or, tear out this advertisement, sign your name and address, when it reaches us we'll know you want information

Dominion Register Co., Ltd.,
519-521 Corn & Produce Exchange, Manchester, Eng.

Toronto, Canada

An Investment that Pays Handsomely!

If you wish to impress people with the idea that you are in the coffee business right, you should instal a

HOBART Electric Coffee Mill

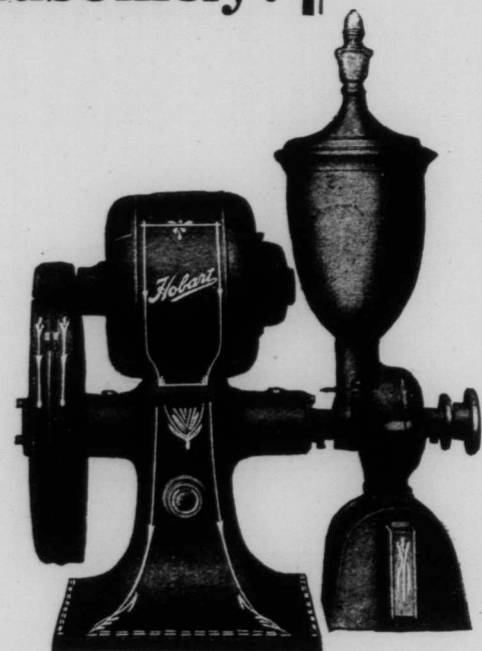
Its handsome exterior, beautifully enamelled and nickered, adds to the appearance of any grocery store, and the motor and grinding parts are so well arranged and of such excellent workmanship and materials that the grinding is effected in the quickest and most thorough manner.

Equipped with the Hobart Automatic Release, an effective protection against accidental damage to motor, etc.

Get in touch with us right away. We shall be happy to furnish full details, and quote prices.

CANADIAN AGENTS:

The W. A. Freeman Company, Limited
HAMILTON, ONT.





By Appointment to



*His Majesty
KING GEORGE V*

Established 1817

**Macfarlane
Lang & Co's**

**Coronation
Biscuits**

The Biscuit which should be in every
Loyal Household throughout the Dominion.

Samples and full particulars from

- SNOWDON & EBBITT, 325 Coristine Building, Montreal.
- NEWTON A. HILL, 25 Front Street, Toronto.
- MASON & HICKEY, 287 Stanley Street, Winnipeg.
- The STANDARD BROKERAGE CO.,
852 & 864 Cambie Street, Vancouver, B.C.



You Were Looking For This

Italian Tunny Fish in Olive Oil

VERGINE BRAND Tunny Fish in Oil has undisputed advantages over all others for quality. **Softer, tastier, more digestible** than any other, and is not in shreds but in solid pieces. **Vergine Brand** carries all these qualities to the highest developed point.

PRICES	$\frac{1}{4}$ lb. tins	12c. per tin	F.O.B. MONTREAL
	$\frac{1}{2}$ lb. "	18c. " "	
	1 lb. "	30c. " "	

When Ordering Ask for the Vergine Brand

Toronto — *The Charles Ciceri Company LIMITED* — Montreal
SPECIALISTS IN ITALIAN PRODUCTS



A SOURCE OF PROFIT IN ARROWROOT

One of the best gifts of the New World has only recently come to its own in a large way. For a century or more St. Vincent has shipped the bulk of the world's supply because St. Vincent Arrowroot is the best.

Recently, the enormous increase of the use of cocoa and chocolates and the study of domestic science and nursing have brought it into common use among a much larger portion of the people.

There is a large profit for the dealer in handling Arrowroot as it rapidly makes its way among the consumers.

Arrowroot makes delicious Blanc Manges, Puddings, Biscuits, Cakes, etc., and is invaluable as a diet for invalids.

Samples, recipes, grades and prices given on application to the Secretary of the



St. Vincent Arrowroot Growers' and Exporters' Association
 KINGSTOWN, - ST. VINCENT, B.W.I.

THE CANADIAN GROCER

WAGSTAFFE'S

Fine Old English

PURE JAMS, JELLIES, MARMALADES,
ETC.



The most up-to-date Fruit Preserving Plant in Canada, the Walls in processing rooms are constructed of white enamelled Bricks, the floor is of mastic, and has every modern sanitary method that skill or money can procure.

Cleanliness is our motto.

**Wagstaffe's New Season's
Strawberry Now Ready for Delivery.**

Book your orders quickly.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON

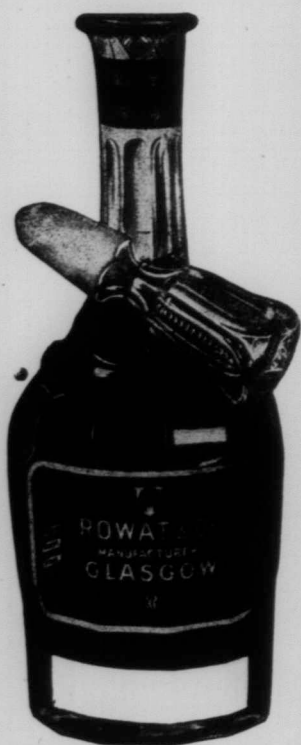
ONTARIO

ROWAT'S SUMMER DRINKS

Delicious — Refreshing

ROWAT'S LIME JUICE possesses a delightful, lingering and thirst-quenching taste that has made it most popular among its users. It is superior to any other Beverage on the market—barring none. A trial will convince you—better write now. The season is here.

The BOTTLE which contains this delightful beverage can be used to a great advantage as a decanter, after the LIME JUICE has been extracted.



Rowat & Co. GLASGOW
SCOTLAND

Canadian Agents: Quebec, Ontario, Manitoba, and the North-West, Snowdon & Ebbitt,
Montreal: Halifax, F. K. Warren; St. John, F. H. Tippet & Co., Vancouver, C. E. Jarvis & Son.



SANITARY CANS

FOR

WINTER PACK

OF

BAKED BEANS, SOUPS,
MEATS, CONDENSED MILK,
EVAPORATED MILK. ❁ ❁

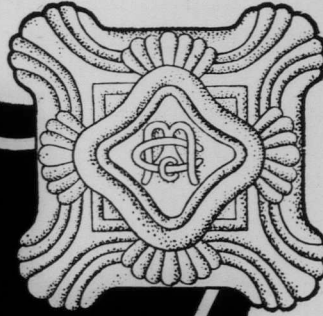
Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

THE CANADIAN GROCER



As full of fine quality and as dainty in design as the finest imported Biscuits—and at one-third less cost. Almost as rich as short bread.



This line is being advertised extensively in the Daily and Weekly Newspapers.

MCCORMICK'S "ARISTOCRAT"

BISCUITS

ABOUT 80 TO THE POUND

35



We are confident of a large demand and advise that you get in an ample supply.

McCormick
Mfg. Co.
Limited
LONDON
ONT.

London, Montreal, Ottawa, Calgary
Hamilton, Kingston, Winnipeg

"ARCTIC" Refrigerators

Pay for Themselves in the Ice They Save!

Our "Arctic" Ice Chamber is guaranteed to produce the maximum current of cold, dry air with the minimum waste of ice—you'll be surprised at the length of time your ice lasts. Every day sees more discerning grocers proving for themselves the truth of these statements. Your name and address on a post card will bring complete information to you.

"Arctic" Refrigerators are ABSOLUTELY SANITARY. Lined with $\frac{1}{2}$ inch white opal glass, all corners neatly cemented glass to glass, and floor is of inlaid white tile. Impossible to crack or chip off and can be flushed or scrubbed without fear of rust or corrosion. Outside cases of solidly and tightly framed oak, richly finished, mounted on extra strong ball bearing steel castors. Trimings are of plain brass, well polished.

This is the famous "ARCTIC" Silent Salesman Refrigerator

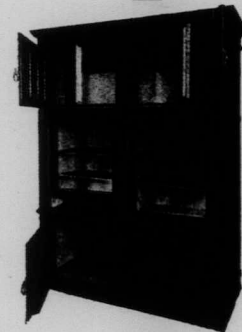
Very attractive and specially adapted for the grocer. Made with double plate glass front and sides with air space, white tile floor and white opal top. Shelving is of plate glass and case in birch or oak as desired. A handsome, effective fixture. Perfect circulation of cold, dry air. Moderately priced.

REPRESENTATIVES IN WEST:

RYAN BROS., 147 BANNATYNE AVE., WINNIPEG, MAN.
DONN' LLY, WATSON & BROWN, CALGARY, ALTA.

WRITE AT ONCE FOR CATALOGUE AND DETAILS

John Hillock & Co., Limited, Toronto



Washday is a Triumph

FOR

CANE'S Washboards

A washboard for every purse and each the best at the price:

IMPROVED GLOBE—Thin back solid zinc washing plate.

ORIGINAL GLOBE—Heavy back zinc washing plate.

DIAMOND KING—Glass washing plate.

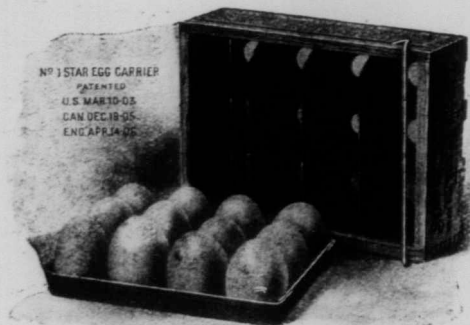
WESTERN KING—Enamel Washing plate.

Wm. Cane & Sons
Co., LIMITED

NEWMARKET, CANADA



KEEP YOUR STORE AHEAD



Made in one and two dozen sizes.

Write for our two valuable books "No Broken Eggs" and "Advertising Suggestions." They explain everything in full.

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

Do not be satisfied to be "just as good"; make yours the best and most attractive store in town.

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

make clerks and delivery men take pride in accurate, quick, careful methods and build up the entire delivery and store service.

This modern egg delivery system for progressive stores pays for itself in a couple of months and then pays an extra profit on every dozen eggs delivered.

STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

logue
w you
hday
ware.
or it
y.



The gum that is
good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES &
CANADA

Hand Soap Boxes

We have special equipment for turning out Hand Soap Boxes in large quantities and in any style of decoration. Let us figure on your requirements.

American Can Co.
MONTREAL . . . HAMILTON

Have Your Wife Try a Bottle



Mexican
Vanilla Bean
Gatherer

Take home a bottle of Shirriff's True Vanilla to-night. Have your wife use it for flavoring her sauces, puddings and cakes. Get her verdict. Then you'll know how pleased other women - your customers - will be when they have tried it on your recommendation.



Shirriff's True Vanilla



is made from first-quality Mexican Vanilla Beans. It is the REAL extract - aged until its strength, flavor and bouquet excel all others. Very economical - a little drop goes a long way.

You are doing your customer a good service in persuading her to try Shirriff's True Vanilla in place of extracts which are vanilla in name only. There is a good profit on each bottle of Shirriff's True Vanilla. Each bottle you sell is another step gained in the "goodwill" of your customer.



Imperial Extract Co.
TORONTO . . . CANADA

YOU HAVE THE POWER

When you recommend a GOOD thing to your customers they will rely on your judgment in future purchases. The housewife is continually on the watch for something to make her work easy. Recommend

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

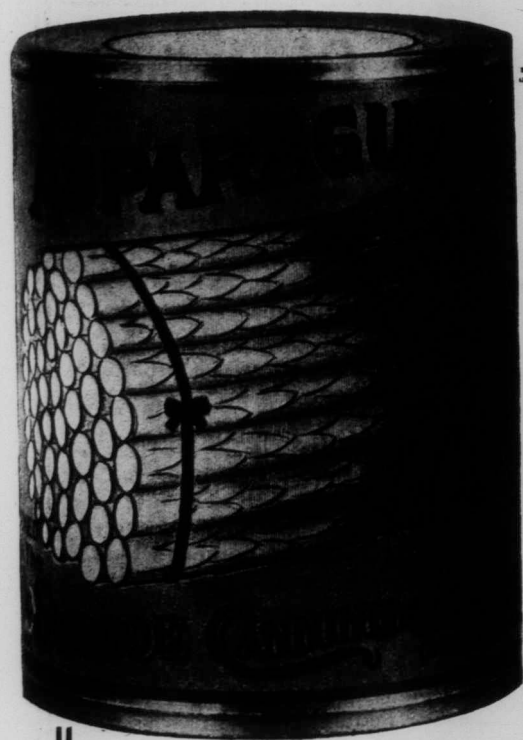
to her. This is a brown powder, put up in handy pails, which you can easily sell. It prevents dust, brightens rugs, destroys moths and kills germs.

Get in Touch with Your Wholesaler
or Write Direct

SOCLEAN Limited

444 King Street West, :: TORONTO
PHONE MAIN 6735





“SIMCOE” BRAND ASPARAGUS TIPS

A popular line that has found wide-spread power by reason of its unvaried quality and generous quantity.

No bleaching in growth. Careful processing avoids breaking of tender shoots which are grown in gardens in immediate neighborhood of our factories.

Flavor epicures pronounce flavor and tenderness unequalled.

Stock and feature this line. The “Simcoe” quality is maintained and the profit is good.

Dominion Cannery Ltd.

HAMILTON :: ONT.



ST. CHARLES MILK

St. Charles Evaporated Milk

as a quick seller has no peer. It assures you good profits. Now is the time to stock up with St. Charles Brand.

Every can is guaranteed

St. Charles Condensing Co.

INGERSOLL, ONT., CANADA



The Chief Competitor

Of Prepared Foods is Home Cooking

Housewives would not go to the trouble of preparing all the foods they do at home if they could buy satisfactory substitutes ready cooked.

Most women who are prejudiced against goods in cans and bottles have simply tried the wrong kind.

The only way to build up a good business on prepared foods is to sell a quality as good or better than can be made in the home.

HEINZ 57 VARIETIES
PURE FOODS PRODUCTS

are made of the best materials money can buy. They are prepared in model kitchens by methods which are the result of forty years' experience and endeavor to improve the best home ways of food preparation.

The housewife may be able, in some instances, to prepare similar foods that will be more pleasing to her own individual family, but she cannot make cleaner, purer, or better.

H. J. HEINZ COMPANY

Members of American Association for the Promotion of Purity in Food Products



Have No Hesitation

in deciding in favor of a fixture that saves its cost by cutting cheese ACCURATELY.

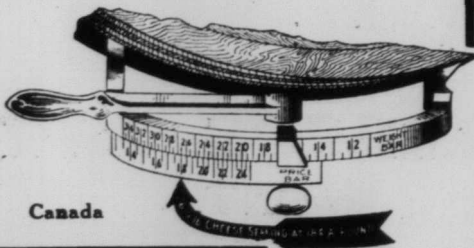
The Perfection Cheese Cutter

encased in a handsome glass and wood, highly polished case, prevents the giving of over-weight by its attachment for exact measuring, doing away with the accumulation of dried-up scraps and crumbs.

THE UNUSUALLY MODERATE PRICE we ask for this fixture will surprise you.

The American Computing Co. of Canada

Hamilton, - Canada



TO THE WHOLESALE TRADE

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF:

Sandbach, Tinne & Co., Liverpool, Eng.
Sandbach, Parker & Co., Demerara, B.G.

SUGARS MOLASSES

and all West Indian Produce

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

Ask us for prices before filling your orders for the coming season

West India Co., Limited

KOPS ALE

NON-ALCOHOLIC



Last Season was a very satisfactory period in Canada, KOPS ALE being well taken up by both trade and public.

This year will witness a greater demand for this wholesome beverage and we are shipping to supply early orders.

KOPS ALE is pure English brewed ale, made from finest Kentish hops and malt, containing all the tonic properties of alcoholic beer without the undesirable after effects. It is a money-maker in prohibition towns, as well as in unrestricted places.

Make yourselves familiar with KOPS ALE.

KOPS BREWERIES,
Fulham - London, S.W., England

CANADIAN AGENTS—

Hudson's Bay Co., Vancouver, B.C. W. L. Mackenzie, & Co., 306 Ross Ave.,
 Winnipeg. Kenneth H. Munro, Coristine Building, Montreal. W. L. Mackenzie
 & Co., 606a Center Street, Calgary. Royal Stores, Limited, St. John's, Nfld.

SOMETHING NEW
DAINTY, TASTY AND
UP-TO-DATE

PERRIN'S

 A logo for Perrin's Coronation Biscuit. It features a crown in the center, with a banner below it that says "CORONATION". The words "PERRIN" and "LONDON" are written on either side of the crown. The entire logo is enclosed in a decorative, scalloped border.

CORONATION

BISCUIT



SUPERIORITY

in material and manufacture is the explanation of the wonderful popularity of

"STERLING"

BRAND

Mixed Pickles

Its exquisite flavour stands unrivalled; its purity of ingredients stands unchallenged; and the same "Sterling" quality prevails as in all our other products.

Stock and push this excellent stock; it holds the family trade, and the profit is a good one.

The T. A. LYTLE CO.,
LIMITED
STERLING ROAD, TORONTO.



WHAT YOUR CUSTOMERS ARE LOOKING FOR

is not an Ammonia Powder, but the Ammonia Powder, so hand her a tin of Klenzine.

Klenzine

makes housework a pleasure. Unequalled for washing dishes, glassware, windows or linen. It makes laundry work easy, and is a valuable disinfectant which keeps the kitchen, pantry and bathroom clean and free from germs and summer pests.

Stock the powder which sells and gives you a good profit.

ALPHA CHEMICAL CO., Limited
BERLIN, CANADA

Be Careful How You Buy Your Refrigerator



Don't get an "Ice Box."

The damp, musty, stagnant air "Ice Box" is a breeding place for germs and disease, and the average refrigerator is merely an elaborate Ice Box.

Proper ventilation and perfect circulation of cold, dry air is only properly obtained in the "Eureka" Refrigerator, which has an exclusive and patented system of air circulation, and this guarantees an absolutely dry refrigerator.

We have been twenty-five years exclusively manufacturing refrigerators, and our present models have all our knowledge and experience worked into them.

In the matter of sanitation in materials used, in design and finish, in price, there is no refrigerator on the market can compare with the "EUREKA."

Let Us Send You Our New Illustrated Catalogue.

EUREKA REFRIGERATOR CO., LTD., TORONTO
54-56 Noble Street.

Accuracy and Purity

are the two cardinal virtues governing the compounding of

Cook's
Friend

Baking Powder

THERE'S NO ALUM IN IT

W. D. McLaren, Limited

Baking Powder Specialists

MONTREAL

MR. GROCER :---

When ordering Canned Goods if you do not get the following you are not getting all that is due you. Order

ESSEX BRAND

Canned Goods, and secure

FAIR PRICES
SPLENDID ASSORTMENT
EXCELLENT QUALITY
FULL DELIVERY

ESSEX CANNING & PRESERVING CO.

ESSEX,

..

..

ONTARIO

LIMITED

The Weak Points Of Other Makes

ARE WHAT SELL

MEAKINS'

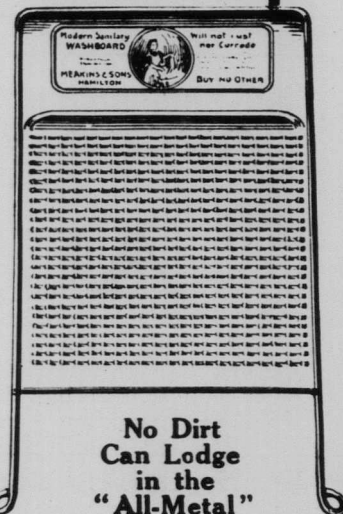
SANITARY WASHBOARDS

The woman who wants a new washboard knows the weak points of the old one and appreciates the one without those defects.

Sanitary Washboards are of all metal construction and so have no wood to warp and no nails to come loose or worn rough edges of zinc to cut hands. They cannot retain dirt because each board is made in one piece.

Particulars and prices from

Meakins & Sons, Hamilton, Ont.



Tartan
BRAND

THE SIGN OF PURITY

Tartan Brand Teas, Coffees, Spices, Extracts, Baking Powder, Canned Fruits and Vegetables, Salmon and Sundries. Every tin and package guaranteed.

Wagstaffe's Jams, Jellies Marmalade.

Imperial Vinegar.

The above lines are fully guaranteed for quality, appearance and sale.

Phone 3595. Exchange to all departments.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

"Bigger and Better Sales"

that will be the story of the grocer who is featuring



Rideau Hall Coffee

Because superior merit and better value are bound to win.

"Rideau Hall" Coffee has that delightful aroma and exquisite flavor that guarantee repeat orders wherever a pound is sold.

"Rideau Hall" Coffee, perfectly blended and roasted, is the acme of perfection.

IN ONE POUND AND 25c. TINS ONLY.

Gorman, Eckert & Co., Ltd.

LONDON, ONT.



GET WISE AND BUSY

Mr. Grocer: Don't let your business grow flat and stale by hammering away at the same old lines.

Get wise to the NEW ONES (THE GOOD ONES).

St. George, Princess and Banner milk will add a new tone to your business, bring you new customers, bring back the ones you have lost and produce for you a fat living profit. The quality of these lines is unquestionable—Note our prices.

St. George Evaporated Milk	---4 doz. in case	---\$3.35
Princess Condensed	" " "	3.99
Banner	" " "	4.40

5 Case Lots shipped, freight prepaid, to any rail point in Ontario.

Order from your wholesaler or direct from the factory.

J. MALCOLM & SON

St. George, :: :: Ont.

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

JAPAN TEA

Just as Pure as Natural Snow

Delicate, Healthful, Delicious

FURUYA & NISHIMURA

MONTREAL

Also New York, Chicago and Japan

The Sugar that has Stood the Test of Time

Redpath

Extra Granulated Sugar

First made in 1854 by John Redpath and to-day by the largest and best equipped Sugar Refinery in Canada.

It is a matter of pride with us to turn out nothing but the best. We will stop business when we stop doing that.

All Grocers who have regard for the best and most permanent custom will give "Redpath" Sugars first place.

Extra Granulated
Extra Ground
Powdered
Golden Yellow.

PARIS LUMPS
in 100, 50 and 25 lb. boxes
and in "Red Seal"
dust proof cartons.

The Canada Sugar Refining Co.,
Limited

Montreal, Can.

Established in 1854 by John Redpath



Golden Brown Squares of Nourishment

You can please the palates of your customers and add to your own profit by featuring

TELFER'S GRAHAM WAFERS

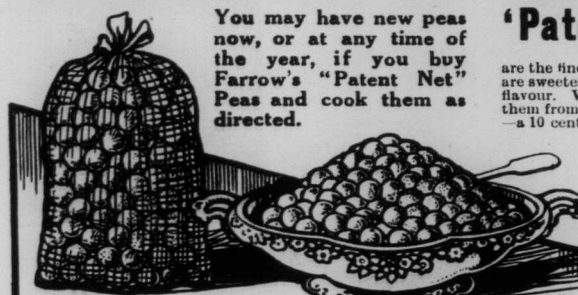
They are very appetizing and nourishing and command a ready and steady sale at the popular price of 10c.

We also make all kinds of fancy and other biscuits. Get our prices.

TELFER BROS., Limited,
Collingwood, Ont.

Toronto Winnipeg Hamilton Fort William

New PEAS (with MINT) in Cooking Nets (Farrow's Patent)



You may have new peas now, or at any time of the year, if you buy Farrow's "Patent Net" Peas and cook them as directed.

FARROW'S 'Patent Net' PEAS

are the finest early green peas, gathered at the beginning of the season when peas are sweetest, most tender and delicious. Our process preserves ALL their natural flavour. When cooked they are so delicious and tender that you cannot detect them from fresh garden peas. They are very easily cooked and remarkably cheap—a 10 cent Net provides liberal portions for 8 people. Farrow's "Patent Net" Peas are English grown, absolutely pure, free from all preservatives and colouring matter.

The grandest 10 cent line the Old Country has ever sent us.

CANADIAN AGENTS:

McLeod & Clarkson, 847 Beatty Street, Vancouver.
W. G. Patrick & Co., 77 York Street, Toronto.
T. A. MacNab & Co., Cabot Bldgs., St. John's, Newfoundland.
W. A. Simonds, 89 Union Street, St. John, N.B.
Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
Rose & Laflamme, 400 St. Paul St., Montreal.
C. E. Choate & Co., Pickford & Black's Wharf, Halifax

How Many Customers Have You

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it somewhere.

Wide-awake grocers are making a leading line of

H.P. SAUCE

The Midland Vinegar Co.,
Aston Cross, Birmingham, England.

THE WORTH OF

WHITE SWAN

PERFUMED **100%** POWDERED

LYE

HAS BEEN PROVEN BEYOND DOUBT

BY HUNDREDS
OF AGGRESSIVE GROCERS

A SIMPLE TRIAL

WILL PROVE TO YOU THE FACT THAT YOUR CUSTOMERS WILL APPRECIATE 25% MORE PURE LYE FOR THEIR MONEY—AND YOU SECURE A BETTER PROFIT.

SELL
GINGERBREAD
BRAND
MOLASSES!
It Pays

Four real reasons why you can increase your Molasses sales by selling "Gingerbread Brand."

1. It is a strong baker.
2. It has a good body.
3. Its quality and flavour are unsurpassed.
4. It is put up in a large variety of sizes.

Give your wholesale a trial order for "Gingerbread" Molasses and be convinced.

Put up in tins--2's, 3's, 5's, 10's and 20's, Pails--1's, 2's, 3's and 5's gals. and in barrels and ½ barrels.

The
Dominion Molasses Co.,
LIMITED
HALIFAX, NOVA SCOTIA

FRESH COW'S MILK IN ITS MOST PERFECT FORM

For infants and invalids—safer than fresh milk on every occasion.

CANADA FIRST EVAPORATED CREAM

holds pride of place.

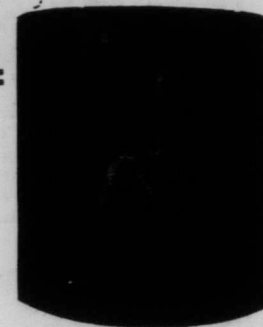
The extra care, perfect cleanliness and skill given its manufacture insure a uniform quality which makes it a very satisfactory line to handle. The sterilizing process it undergoes positively destroys all bacilli and renders it superior to fresh milk.

Made in Canada by Canadians

THE AYLMEY CONDENSED MILK CO., Limited,

Head Offices, HAMILTON, ONT.

Aylmer, Ont.



in the
fitable
The
THE

ON

I
appears
around

M

You can
Tapioca
a delic
Tapioca
sanitary
product of

M

Canadian
Spec
Son,
St. J



ADVANCE IN SUGAR!

This time it is in the "package"---not the price.

"Crystal Diamond" Lump Sugar

in the new size Carton, packed 40 to the case, will retail profitably at a quarter. The popular sugar at a popular price.

The demand has been unexpectedly large, but we can now fill orders promptly.

THE ST. LAWRENCE SUGAR REFINING CO., Limited, MONTREAL, QUE.

ONE PACKAGE MAKES SIX FULL QUARTS

If you want a rapid seller—one that will appeal to your women customers all the year around, just order

MINUTE TAPIOCA

You couldn't have a better selling line than Minute Tapioca. It requires no soaking, and in fifteen minutes a delicious pudding can be made, ready to serve. Minute Tapioca is made in a factory that is unequalled in its sanitary construction, by a process that assures a product of absolute purity.

Ask your Jobber for Minute Tapioca

Minute Tapioca Co.

ORANGE, MASS.

Canadian Representatives: Canadian Specialty Co., Toronto; R. B. Hall & Son, Montreal; W. S. Clawson & Co., St. John, N.B.



The Favorite Pickle



BAIRD'S SECOND-TO-NONE PICKLES

The Perfection of Quality.

Johnston, Baird & Co. Glasgow, Scotland

Agents:—Maclure & Langley, Ltd., 12 Front E., Toronto, 604 Lindsay Bldg., Montreal; W. L. McKenzie & Co. Winnipeg; R. Robertson & Co., Vancouver and Victoria.



(GOLDEN BUTTERFLY BRAND)

FUSSELL'S THICK RICH CREAM

has the largest sale throughout the world of any Real Cream. Not a substitute; not condensed; no preservative; no deception—JUST HONEST THICK CREAM.

Samples and particulars of:—Alexander Marshall, 144 Water St., Vancouver, B.C.; W. H. Escott, 137 Bannantyne Avenue, Winnipeg, for Manitoba and Saskatchewan; C. Fairall Fisher, 22 St. John St., Montreal, for Quebec; McCarthy, Holloway & Reid, P.O. Box 1656, Edmonton, Alberta, for Alberta; The Harry Horne Co., 309 King St. West, Toronto, for Ontario; R. B. Colwell, 265 Barrington St., Halifax, for Nova Scotia, or

FUSSELL & CO., LTD., 4 Monument Street, London, Eng.

WHITE DOVE COCOANUT

is the best possible!

Has no equal for quality. Always gives satisfaction and leaves a good profit margin.

W. P. DOWNEY,
MONTREAL



THE PEOPLE OF JAMAICA

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

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

The W. H. ESCOTT CO.

WHOLESALE

Grocery Brokers

137 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

"Too Mussy For Me"



As between an open bale of dates, half sold, and a pile of cartons of Dromedary Dates, which, if you were a consumer, would you be most attracted by?

If you say only the bulk dates, wouldn't you be even apt to be revolted by their mussiness and buy none?

That's exactly why so many people haven't eaten dates, though they like them. It also explains the enormous sale DROMEDARY DATES have attained. They are the finest fruit we can buy, to begin with, and they're packed in the most scrupulously neat fashion, wrapped in oiled paper and then packed in cartons. The natural demand for them has been increased by the enormous advertising we have done in magazines read by your customers.

All jobbers.

We also pack **ROYAL EXCELSIOR** and **ANCHOR BRAND** package dates.

The Hills Brothers Co.

Beach and Washington Sts., NEW YORK

A. O. LANDRY JOBBER

STE. FLAVIE STATION

Making specialty of wholesale in
Groceries, Flour, Grain, Provisions, Etc.



It drives them up
Common Sense
KILLS { *Roaches and Bed-Bugs*
Rats and Mice

All Dealers and 391 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.

Are you prepared to meet the demand for summer drinks?

Nothing is more cooling, refreshing or healthful than **Co'd Springs Lemonade Powder**.



Three years of selling to a critical buying public and never yet heard a complaint.

Used extensively throughout the colonies, giving general satisfaction.

See to your stocks—the time is ripe.

S. H. EWING & SONS

96-104 King St. 20½ Front St
Montreal Toronto

Leard's Lobsters, Canned Chicken,
Chicken Soup and Quahaugs.

Write for prices.

W. A. LEARD
SUMMERSIDE, P.E.I.

SUCHARD'S COCOA

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

"THE PAPER THAT IS READ"

A National Circulation AND A National Reputation

"We enclose our check covering subscription to your valuable publication, the "Grocer." We get many good hints in your paper which is worth many times more than the price of your paper. We look forward for each issue."—
O'Keefe & Martin, Vernon, B.C.

"As we were looking over some back numbers of The Canadian Grocer which we prize as highly as clean stock, we noticed an article on soap in your issue of April 16 and an idea occurred to us."
---Errett & Co., Englehart, Ont.

"Your paper is invaluable to all grocers---interesting and full of ideas---a paper that all up-to-date business men will appreciate if they see it once---the only paper that I keep on file for future reference."---Elzear Turcotte, Quebec, P.Q.

"We assure you that we appreciate the Grocer very much because of the many helpful suggestions contained in it. The fact that we cut out the helpful things from week to week and paste them in a scrap book, is an evidence of our appreciation."---F. & J. Morley, Sydney, C.B.

The Canadian Grocer

Winnipeg - Toronto - Montreal - London, Eng.



THE MATCHLESS STAPLE

Here is a line that will give general satisfaction to all of your customers and build a satisfactory trade for you.

THE DOMINION MATCH

has a strong stem that will not break, and a silent striking head that will not fly off when you strike it. Attractively boxed and the profit is good.

EVERY MATCH A LIGHT.

THE DOMINION MATCH CO., LIMITED

DESERONTO, ONT.

or Canada Brokerage Company, Limited, Toronto

**O.K.
SAUCE**

ENGLAND'S BEST

For its Exquisite Flavor it stands unrivalled.

For purity of ingredients it stands unchallenged.

One thousand guineas purity guarantee on every bottle.

Manufactured only in London, Eng., by

GEO. MASON & CO.

Canadian Agents--DARBY & TURNBULL
179 Bannatyne Ave., WINNIPEG



The All
Attractive

"Meadow-Sweet"

Quite a
Winner

MEADOW-SWEET CHEESE is the leader in its line. Its rich, creamy flavor has made it the delight of every housewife, and you can not afford to overlook it.

10c. a Package Retail

Are you going to let a trade winner pass? Certainly not, you are too wise.

Write us Immediately

The Meadow-Sweet Cheese Co.

21 Bonsecours St.,

Montreal

This Season's Pack
Gaspe Lobsters

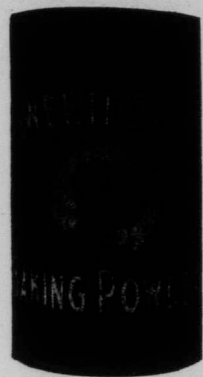
Just Arrived

Have you booked your requirements? The supply is very short—
Quality is Unexcelled.

MATHEWSON'S SONS

-

Montreal



OUR SPECIALTY—6-12-16³oz.

The experience of years in making, choice materials and perfect cleanliness in packing, ensure our

Sweetheart Baking Powder

a success.—Get in line and handle same. Your customers want the best—We have it. Our Motto "QUALITY" and our guarantee go with every tin.

I X L SPICE & COFFEE CO.
LONDON, ONTARIO

Our extensive Advertising Campaign this year is making new customers for



FORCE

Are YOU taking advantage of this opportunity to get your share of this new business?

THE H-O COMPANY, Hamilton, Ont.

You Would Like To See

every housewife in town visit your store, and you would like to sell her something which would cause another call.

CASTOLS! CASTOLS!

that CHOCOLATE COATED CANDY substitute for Castor Oil is just what the mother wants.

A READY SELLER

allowing you 60% clear profit.

Don't Let Your Wholesaler

pass without showing you samples. You will be pleased, as are hundreds of your confreres.

Snowdon & Ebbitt

325 Coristine Building
MONTREAL

Hitch Your Salesmanship to Quality Goods

especially when these goods also represent bigger value for your customer's money. Our

MEADOW CREAM SODAS

are all that sodas ought to be; light, crisp, nutty, and the Meadow Cream Soda package is the largest package for the money in the trade, as well as having an attractive label.

THE W. J. CROTHERS CO. - Kingston, Ont.

EBY-BLAIN, LIMITED
J. F. EBY, President
HUGH BLAIN, Vice-Pres.

Here's a new line that will interest you—

Norwegian Herrings in Tomato Sauce

Advance samples show the quality to be particularly fine and there is a considerable saving in the price.

WE HAVE PARTICULARLY INTERESTING PRICES ON

GEM JAR RINGS—BLACK— Pints and
WHITE— Quarts

All packed in cartons of 1 dozen

IF YOU ARE SHORT ON LOBSTERS SEND US YOUR ORDERS

NEW PACK LOBSTERS— ANCHOR brand,—
Golden Key and Mephisto brands

EBY-BLAIN, LIMITED

Wholesale Grocers - - - Toronto

Where Knowledge is Power 'tis Folly to be Ignorant!

Particularly when the knowledge can be readily acquired at a very low cost.

MERCHANTS and SALESMEN will find their efficiency greatly increased by a careful perusal of any of the books listed below. WRITE FOR FULLER PARTICULARS,

Ginger Talks, by Holman	\$ 2.00	50 Lessons on Show Card Writing	2.50
Brain Power Business Manual	2.00	Tea Hints for Retailers	2.00
Salesmanship, Department and System	1.00	Tea, Its History and Mystery	2.00
Straight Talks on Business	1.00	Coffee, Its History	2.00
Book-keeping Self Taught	1.00	Hardware Window Dressing	2.50
Ropp's Commercial Calculator50-1.00	Hardware Store Business Methods	1.00
Buyer's and Seller's Cost Tables	1.50	Art of Decorating Show Windows and Interiors	3.50
Success in Letter Writing75		
Card Writers' Chart	1.50		

ALL BOOKS SENT POSTPAID

THE MacLEAN PUBLISHING COMPANY, - TECHNICAL BOOK DEPT.

143-149 UNIVERSITY AVENUE, TORONTO



By Special royal permission.

Quality — Good Packing — Attractive Get-up

THESE ARE THREE OF THE FEATURES THAT HAVE MADE

"King Oscar" Sardines

PRIME FAVORITES WITH THE CAREFUL BUYER

They are uniformly sweet, tasty and wholesome, and they leave a worth-while profit for the retailer

Only the primest autumn-caught fish are used in "King Oscar" Brand, and our factory is a model of cleanliness and sanitary methods.

ASK YOUR WHOLESALER

CANADIAN AGENTS

John W. Bickle & Greening

(J. A. Henderson)

HAMILTON, ONT.

Adams
Allison
Americ
Alpha
Americ
Americ
Asept
Aylmer

Baker
Balfour
Benedic
Bickle
Borden
Brand
British

Canada
Canada
Cane &
Carr &
Church
Cioeri
Cie Fra
Clark
Clawson
Coles
Colwell
Comme
Commo
Concor
Concor
Crosch
Crother
Crystal

Dalley
Distri
Domi
Domi
Domi
Domi
Downe

Eby-B
Eckard
Edward

Don't Experiment With Your Tea Trade

"Trying out" new teas (package or bulk) of unknown merit is an expensive and losing game. The shrewd, practical grocer knowing this, picks out the tea that has ALREADY shown the kind of results he is after. He chooses

"SALADA"

The tea of unsurpassed quality. The tea with the largest sale.
Consequently the leader.

We had to show results to get and hold our trade.

We can get the same results for YOU.

Canadian Offices

Toronto or Montreal

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To Cut the Cost of Operation in Cities

How the Question of Reduction in Cost of Distribution Has Been One of the Principal Factors in Formation of Most of the Great Trade Organizations—The Latest Example—How Scheme Could Be Worked Out in Great Centres of Population—Both Sides of Case.

By W. J. W.

In making public the announcement that a five million dollar capital merger of baking establishments in Montreal, Winnipeg and Toronto had been successfully launched, the general manager considered one of the important savings in each city that made in connection with the elimination of individual deliveries.

"In Toronto, alone, said he, there are three concerns whose rigs cover practically the same ground every day. We will change all that and have the one delivery do for all."

Get to the Facts.

It may be true as has been often claimed that individual delivery is one of the best weapons by which the retail grocer in the larger cities meets the competition of the mail order houses. Still it often happens to be a fact that some one's word has been accepted by all as the very essence of truth, when as a matter of fact a little experimenting would have proved the contention to be little more than imaginary. It may be so in this case. It might happen that city customers of city stores would be glad to find the same system in delivery applied to the average retail grocery establishment.

There is no disputing the fact, however, that the tendency of all businesses to-day is to simplify the distribution of their products as much as is possible. This trait is noticed in every phase of business life at the present time. In practically every merger or amalgamation, and in the formation of great individual companies, the cost of delivery is one of the things given marked consideration in the discussions around the directors' table. It is regarded as a considerable factor in connection with the setting of prices down to the level at which the company hopes to smother all competition.

The Cost of Distribution.

It was the question of distribution that formed one of the chief reasons for the organization of the oil trust and the steel trust and many other equally well-known trade amalgamations in the United States. It was deemed to be folly that so many individual concerns should be covering the same ground day after day when a more or less simple arrangement would bring all this under one head. Of course there were

other considerations, but this was one of the really essential points. Anyone who is at all familiar with the working out of these vast trade machines need not question the tremendous savings effected by these arrangements. In Canada the same condition is apparent. Mergeritis is in the air. New amalgamations are being effected constantly and in every one of these there is to be found the statement that saving in distribution was one of the prime objects sought after.

Applies to Retail Grocers.

If this applies to the big industrial corporations it also applies to the army of retail grocers in every city of consequence in the Dominion. The smaller ones could manage perfectly well with a small number of uniform outfits covering the entire city probably four or five times a day. The problem becomes an altogether different and more complicated one when cities of more than fifty thousand population are being considered. Then it is necessary that such a community be divided into a number of districts with boundaries clearly defined, but all working together under one central management. That may appear difficult, but in reality the working out of such a scheme is comparatively a simple matter. At least it would be if the retail dealers would bury for a while the petty jealousies that keep them from working in unison.

In the Big City.

Take one of the main business streets in Montreal, Halifax, Toronto, Winnipeg, Vancouver or any other city of large population, and consider the number of dealers there are in the space of probably two or three blocks whose delivery outfits cover practically the same district every hour and every day in the year. How comparatively simple it would be for say twenty of these men, ten on each side of the street, to come together and agree to have all their distributing work done by one set of delivery vehicles.

Take Brown and Jones with establishments on either side of the street. Each of them would be delivering parcels up any given street nearby practically the same time every day. Wouldn't it be a lot easier for, say, Brown's rig to do the delivery for both of them provided Jones was assured that no advantage

would be taken by the driver of Brown's outfit. Then multiply this by ten or fifteen and the easy working possibilities of the proposition present themselves. The difference would be that not one of the grocer's but an independent driver working for all fairly would be in charge of the distribution of the goods.

One Man Does Work of Two.

It has been clearly demonstrated in many other localities that under such a system one man can do and does do the work two have been accustomed to do in the past. This is fact. If it can be worked to a happy conclusion in a small city it can be so developed in the large, provided the districts are not too large as to be unwieldy. So far as can be gathered the principal reason advanced by retailers so far opposing such a proposal has been that their driver in many instances was the one man of the establishment to meet and deal with the customer every day. Fear was expressed that if the personality of the individual driver was removed that his proprietor would suffer in loss of business in proportion. Those who are in favor of the co-operative or centralized delivery scheme admit this up to a certain point, but argue that this would only apply for a given period and would soon be automatically controlled by the individual preferences for goods sold in individual stores. Not many dealers would oppose the idea of one system taking charge of all their work.

Freedom From Worry.

One of the benefits frequently mentioned by dealers who have fallen in line with such a delivery scheme as this have mentioned particularly the relief they experienced at being freed from all worries in connection with their horses and rigs and through the discontent of customers at neglect in the delivery of some little article. Another thing upon which they congratulate themselves is the freedom from worry on Sunday as to whether or not the animals had been properly looked after at the close of the heavy Saturday work.

They also mention particularly the relief at having only one delivery to worry about on Saturday evening and appreciate the regular hours at which the other runs are operated during the day. The goods are made ready about the time the delivery rigs are due to

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call and in a few minutes the floor is cleared and preparations being made for the next run. The regular runs also eliminate the necessity of keeping the help in the store longer than the regular closing time. These are the things which they mention apart from the saving of expenses in the service. Roughly speaking, one estimated that the new scheme of distribution cut his delivery expense in half. To such a man it would be useless to talk of the selling power of the individual driver. He was satisfied if every store was given an equal chance by the men on the rigs. As for looking after his own trade he relied upon the excellence of his goods to do that for him.

Two Sides of Medal.

Broadly speaking then the chief objection to co-operative or centralized delivery system is to be found in the belief in the individual dealer that his trade will suffer through the elimination of the driver. There is also the

conviction on the part of the retailer that petty jealousy would render impossible the successful working out of such a scheme. Against this there are arrayed the outspoken words of praise from men who experimented and found the new order of things a splendid success. They admit an absolute freedom from worry and a saving in store costs. They do not admit the probability of their business suffering in the slightest to the change.

In the big cities it remains for representative men to investigate this question.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Albert Greenberg, traveling representative of Rose & Laflamme, Montreal, was in Toronto during this week on his way to Western Canada with Christmas

goods, novelties and samples of other lines handled by this firm. His display of samples at the Queen's Hotel was particularly fine, with goods of Polton & Noel, J. A. Sharwood, Batger's, Fry's Lime Juice Cordial, e'c. Among the novelties are musical plates and steins which will undoubtedly prove popular among Western merchants

Old Country manufacturers are realizing more and more the importance of visiting the Canadian field when placing their goods on this market. At the present time Howard W. Symington, of W. Symington & Co., Market Harborough, Eng., manufacturers of Symington's Soups, is in Canada with a view to studying the conditions, and before returning he will see the entire country. This is the popular method to pursue, because the manufacturer is able to secure first-hand information regarding this market, such as methods of distribution, size of packages, retail prices, etc.



This is a view of a section of the new Vanwart store in St. John, N.B. It shows the passage way from the grocery to the provision department. The tall cash-register at the front and the attractive vegetable-display fountain farther back are two features of the store equipment of this establishment.

An Absentee and His Efficient Staff

Obligations of Dealer to the Members of His Staff Revealed in Letter From Successful Merchant to His Chief Clerk—Urging Him on to Fit Himself for Higher Things—The Kindly Advice—Place and Value of Neatness—The Man Who stayed on But Did Not Grow.

By Henry Johnson, Jr.

While we business men are mentally dwelling on our troubles and the difficulties we have, especially with "help," many of us fail utterly to recognize one very important duty which it is incumbent on each of us to perform.

I refer to our obligation to give those under us an intelligent insight into the business and a fair chance to learn it. While vigorously kicking about what we fail to get from others we seem seldom to stop to question whether we are doing what would fairly entitle us to get more than we now get. It is my opinion that most of us get all we have coming to us.

A Good Investment.

But I have run onto an exception in a merchant who always has taken time to teach his assistants, with the result that, on the average, he has good assistants—young men who grow up with him and stay with him for years: so the time spent in the education of the clerk would seem to have been a good investment to this man. This is the more remarkable because this man is an absentee, a man of many interests who visits his store only at intervals, so he is under the necessity of maintaining an efficient organization. He must necessarily have men and boys in his business on whom he can rely implicitly. The fact that he does this successfully, shows that it can be done.

A Letter to Henry

It was my privilege, a short time since, to see and take a copy of a letter he had addressed to one of his "boys" after he had paid a periodical visit to Anderston, as we shall call the name of the town. I copy the letter below:

My dear Henry:—I am writing to you in this personal way to cover some things I have been thinking about very seriously since I saw you last. You probably know that many things strike us from a new angle after we have been away and obtained a different viewpoint; but I think you will also know that all of us must CHANGE and GROW, or we get into a rut and never amount to anything because we fail to make PROGRESS. That is what I want to write about.

Man Who Never Grew Up.

Ten years ago Gregory & Co. opened the finest grocery store in Anderston. It is the finest store there yet; but the

NEW STORE, about which you know, is being planned on lines that will make it far and away better than the present store and it is going to need in it MEN who are built on the same lines. The present—that is, TO-DAY—is not a minute too soon to get ready for the change and the growth which that change must bring with it.

You have been with G. & Co. over nine years, I think. You might be said to have "grown up" in the business—only, you have NOT GROWN. It is because you have not grown that I write. You must "spruce up" in a great number of ways so that you will fit into the place that must most certainly be filled by SOMEBODY in the new organization. You must "spruce up" RIGHT NOW, because the place is there the minute you can fill it. Mr. Fisher must have SOMEBODY on whom he can DEPEND to not only kind of keep things going, but STEP RIGHT OUT IN FRONT and assume the entire responsibility of running any part of that business any time—so that he can feel free to plan, and think, and work out NEW IDEAS.

Some Essentials.

That kind of thing is as necessary in any business which is going to GROW as breathing is to the child which is going to grow. And, to do that thing, you must BEGIN RIGHT AT THE BEGINNING and do all that is needed in filling the position.

1. Be carefully NEAT and CLEAN.

This means that your APRON must be changed three or four times a week; in fact, just as often as needful to keep it ALWAYS looking white, clean and attractive.

It means that your clothes must be neat and clean—clean is the main thing.

It means that you must NEVER wear a collar that is not PERFECTLY CLEAN; you may have to change it every other day; but change it as often as needful to keep it ALWAYS clean.

The same applies to your shirt you may have to wear two a week in the winter, and maybe three weekly in the summer, but do it if necessary to keep always NEAT.

Lastly, it means that you must ALWAYS be cleanly shaven; probably twice a week will do though three times would be better.

Watch Irregularities.

2. Be watchfully vigilant about irregularities and little stealings on the part of the fellows around you.

If it is the rule that no employe shall wait on himself—which is a splendid rule—see that the rule is FULLY and ABSOLUTELY enforced whether Mr. Fisher is there or not. In other words, regard that store just the same as you would if it were YOUR STORE.

Do this in every way—taking the same interest in pushing the business as if it were your business.

I think there have been times when, if that store had been yours, you would have SOLD THINGS OUT which were not sold out but which have been wasted. I do not say this because of any idea I have that you do not INTEND to do just exactly right in every way—because I KNOW YOU DO; but I say this to point out to you how you must regard that store if you are to be the RIGHT MAN in the RIGHT PLACE there in all the years to come.

Facts About Neatness.

Now let us go back and look over what I have said about being NEAT. This may seem to you extreme and maybe even extravagant. I assure you it is neither. It is just GOOD BUSINESS for YOU. In a small town men grow up and get the idea that "everybody knows them" and therefore they can be a little bit lax here and there—and mostly they look like it. When I get into Anderston I meet men whom I have known for years and I wonder how they can go along the street looking as slovenly as they do. It is much the better plan not to think that "Everybody knows you" in that way; much better go on the theory that, knowing you as well as they do, they will think a lot more of you and have a much higher regard for you, if you are always neat looking and pleasing in appearance. Do not mistake me. I do not advise any young man to think so much about his looks that he fusses and worries about his appearance all the time. What I mean is that he must take sufficient pride in always looking presentable so that HE WON'T HAVE TO THINK ABOUT HIS LOOKS AT ALL.

For the Good of the Patient.

All of this I assure you I am writing just as frankly as I would say it to you. I write it just as I would tell you that you could do much better on the job of dressing a window than you had done. You know that in either case I should be telling you something that will be GOOD FOR YOU. I feel sure you will understand me just that way.

I want you to STEP UP as I have indicated and TAKE THE LEAD over all the fellows about the store. I want to feel that there is more than one man there who is doing SOME REAL THINKING to shape things out success-

fully. I feel sure you want to be ONE OF US in this way; that you have AMBITION to be more than just a "chief clerk;" that you want to become a part of Gregory & Company. And it is only because I have that ambition for you that I write you this letter.

Write to me—after you have thought this all over—and tell me JUST WHAT YOU THINK.

* * *

It seems to me that the grocery business might be improved if more merchants proffered that kind of wholesome guidance to their clerks.

goods, and take the risk for their full value. This is a very important point gained for shippers.

REFUND OF SIX PER CENT.

Comprehensive Plans of the United Stores Association.

The plans of the United Stores Association formed in New York recently with a million dollar capital is to take in all lines of retail business and to spread to all the large cities in the United States taking into consideration not only the retailer but consumer as well through a refund of six per cent. of their purchases. The consumer membership fee is \$2.

The inducements to the consumer to become a member of the U.S.A. are as follows: One, an accident insurance policy of \$500 carrying sick benefits of \$5 a week for six weeks. This policy would cost the consumer \$2.50 a year unless it was secured through us.

Two: A subscription to a magazine gotten up particularly for those whose incomes are less than \$800 a year. The cost of the magazine to the consumer unless it was secured through us would be one dollar a year.

Three: A six per cent. discount in cash on everything they buy from the retailers who are members of the U.S.A. This doesn't mean grocers alone but each of the 17 lines from which the people secure all the necessaries of life.

The grocer pays to the U.S.A. six per cent. of the cash business he does with the people the U.S.A. sends him. It is understood that sugar and other articles which do not show a reasonable profit will be exempt from the discount.

TELL YOUR CUSTOMERS.

Soak new brooms in strong salt hot water before using. This treatment toughens the bristles and makes the broom last longer.

Ten or fifteen years ago, tea was used only as a semi-medical drink by women in France, but now over 1,200 tons per year is consumed.

The Fort George Trading Co., Brittle & Robbins, proprietors, Fort George, B. C., have opened a general store.

The cod fisheries on the Eastern coast have been poor this year, according to reports. Along the Labrador coast a disastrous failure is spoken of. The cod are said to be migratory in their habits and it is thought the fish have taken to deep waters. There was, however, an unusual run along the Cape Breton shores.

When you talk quality, you must deliver quality. The delivery speaks louder than the talk.

Express Charges Interest the West

Winnipeg Board of Trade Protests to Board of Railway Commissioners for Canada in Regard to Difference in Rates between East and West—The Graduated Charge—Returning of Empty Crates—Where Shippers Gained.

Winnipeg, Man., June 15.—Several changes in express rate charges have been ordered recently by the Board of Railway Commissioners. There are three features of these orders which affect the Canadian West, and which are particularly interesting to merchants.

In the first place there is strenuous objection everywhere in the West as to the rates charged in the West as compared to those charged in the East. In the east the rate is \$3 per hundred weight for 1,000 miles, while in the west the rate is \$5 for the same weight and distance.

The Reason Why.

The only reason why there should be any difference, and why there was any difference in the past, was because the express business in the west was very light, and a higher rate was necessary to make the business profitable. At present, however this argument is not valid as the express business is enormous in the west and growing rapidly, and there should not be such a difference in the rates between the two sections of the country.

The Winnipeg Board of Trade has entered a protest to the Railway Commission on the matter, and it is understood that several other western boards of trade have also protested, and it is believed that the commission will reconsider the matter.

The Point of Difference.

The second point of importance is the graduated charges which occasioned many reductions. Previously the shipper had to pay the same rate for 6 pounds as he did for 7 pounds, and the same rate for 8 pounds, as for 10. Under the

new graduated scales there is now a separate rate for each pound, and after 10 pounds has been reached, extra weight is charged on the 5 pounds basis. Also where the rate is over \$2 and under \$2.50 the charge for the small package was based on the \$2.50 rate and so on in 50c scales to \$5. Now a new scale is made providing for every 25c. Where the rate was over \$5 per cwt. the charge would be figured on the next dollar, but now the charge will be made on every 25c. This makes a system whereby the higher you get in these rates, and the larger the weight the greater would be the reduction.

Rate on Empties.

Another important point in the charge is the classification clause which went into effect June 1. This affects all merchandise and in some cases there has been an increase and in some a decrease. The most noticeable items affected by the increase are returned empties, and shipments put up in cardboard boxes, uncrated, with the exception of clothing.

In some cases the rate on returned empties is very great. For instance, on some it amounts to half as much as the rate for shipping the goods in the first place. Formerly the rate for their returning was not fixed by law and the company in some cases returned them for five cents each, and in others they were carried free. This the railway commission considered unlawful, and so put the present rate into effect.

The principal feature of the change in the classification is the eliminating of the owners' risk clause. Previously the express companies would only accept four-fifths of the shipments at the owners' risk, but now they have to take the

Waited for Customers to Seek New Goods

How Sam Slowman in Hollow Creek Smoked His Corn-cob in Placid Content, While all Around Him Opportunity Languished—The Stocking of Cheese Salt and the Result—The Stimulation of Call for Jelly Powder.

By a Traveler.

If you ever go out to Hollow Creek, you will no doubt find Sam Slowman sitting in his usual place on the up-turned packing case near the cracker barrel, discussing the inroads of the Mail Order house or complaining about the tremendous lack of business. There I have found him on every visit during the past two years and there he was stationed the last time I called. There was no one to talk with at the time, so he was spending his leisure moments in sending clouds of smoke from an old corn cob to vanish into the distant corners of the store.

I put down my sample case and attempted to be as business like as was possible in the atmosphere in which I found myself. I might say that I was selling three fairly new food specialties and although I had made several visits I had failed to interest Sam. When he had finished making his usual comment upon the bad state of business, I introduced my specialties to him for the fifth time. I had shown him the lines before so this time I merely enquired if it wasn't possible to sell him an order.

But What's the Use?

"What do I want to buy those things for?" he said. "They would be no more use to me than so much pig iron. Why I never had a customer ask for them in my life, except that Mrs. Perkins who comes down from the city every year. She said they used a lot of them up there, but the people down here never ask for them. A lot of use buying stuff people don't ask for."

There are many dealers who are somewhat similar to Sam Slowman, away back at Hollow Creek. At least they seem to have somewhat similar ideas. When some new line of goods is introduced to them, they put forth the argument that they have no demand for it and therefore will not stock it. Results in this world are not attained without some effort. The merchant cannot expect a line to work up a trade in itself. The demand will not come unless some effort is made by the dealer. The merchant who will progress is the one who can sell over and above actual demand. There are many lines for which a trade could be worked up, if the dealer would first study his goods and then determine to make an honest effort to sell. Then there may be some lines for which the dealer has a certain demand but which is not large. He should not

be content if there is any possibility to extend that demand, which is true with a good many articles.

No Demand at All.

I know a dealer who up to a couple of years ago had never sold a jelly powder for the simple reason that no person in that town had asked for them. I struck his town selling that line one day. I called on him and received the same answer as many other salesman have received: "I have no demand for them at all."

However, I believed that if he would put them in stock and make an effort to sell them, that he could do so, and I proceeded to impress him along that line. I told him that it might be true that he had no demand, but that was no sign that he could not make it. I went with him into his house and showed his wife and himself how the jelly powder I sold was prepared, and just how easy it was to make. His wife was pleased and I pointed out that every housewife would be also, if he would demonstrate their usefulness to them. I talked jelly powder to him so much that he gave me an order and was really enthusiastic over them when I left.

When they arrived he made a big counter display of them, in the centre of which was the prepared article. To each customer who visited the store he introduced the powder, told them how it was prepared and of its usefulness. He showed the prepared article and stated that his wife had used them and was extremely pleased. As a result many

customers were converted to their use and the next time I called he ordered twice the quantity he originally bought.

Stocked Cheese Salt.

Another traveler told me of a case in point in which he had induced a merchant to put in a stock of cheese salt with the result that he worked up an excellent trade for it. When first approached this merchant stated that he had no demand for cheese salt for while there were a number of cheese factories in the vicinity, only a couple ever bought from him and they always took the ordinary kind. The salesman pointed out wherein the cheese salt would be the best for them to use both in regard to the quality of the cheese and cost, explaining to the merchant that by pointing this out to the cheesemakers, he would receive the trade of not a couple but them all. He demonstrated this to the merchant in such a manner that he purchased a quantity.

The merchant sent a sample to each of the cheesemakers in the vicinity, telling them it was especially made for cheese, and that although it cost more, in the end it was the cheapest. He asked them to call when in town and he would demonstrate the fact to them. To each man, he explained the reason why he should purchase, using the same line of talk that had served to convince him. As a result he succeeded in selling to nearly every man and not only was it for the one year, but each succeeding year, they came back to him for supplies.

Thus, he secured a profit that would never have been his if he had continued to contend that he had no demand for it. The same is true in a good many lines. There are a number of articles, a demand for which could be worked up or extended, if the merchant would only take the trouble to study it and its uses and make a real honest effort to introduce it to his customers.

BOARD OF HEALTH PROPOSES NEW BY-LAW

Measure Submitted by Medical Health Officer of Toronto to be Considered by Council—New Law Provides Drastic Penalties for all Infractions, and is Calculated to Prohibit all Outside Display of Foodstuffs.

Toronto, June 15.—Dr. Hastings, the Medical Health Officer of this city, has passed on to the City Council a by-law calculated to affect every produce shop keeper and consumer in the Queen City.

His measure provides that nothing that could possibly be considered an article of diet open to contamination shall be exposed in any open place unless it be protected. The by-law reads as follows:—

"Dressed animals, meat, poultry, game, fish, sea food, fresh, dried or pre-

pared fruits, dates, figs, cherries, grapes, berries, cut fruits, cut melons, cracked nuts, nut meats, and milk, bread and pastry, which are intended for sale for human food, shall not be conveyed from place to place or kept in any open window or doorway or outside any building or in any public or private way of the city unless covered with clean material, or placed so as to be efficiently protected from dust, flies, animals, and all other contaminating influences.

"Every person being the occupant or lessee of any store, room, stall, building, or other place where any article of human food is kept, stored, sold, or offered for sale shall maintain such room, stall, building or place and its appurtenances in a clean and wholesome condition.

"All persons while engaged in the handling of articles of food in any store, room, stall, building, or other place shall wear clean outer garments and shall be free from contagious or infectious diseases, and from any communication, directly or indirectly, with those affected with communicable disease.

"No room in which meat, poultry, game, flesh, fish, fruit, or milk, or other natural products are kept, stored, sold, or offered for sale, shall be used for domestic purpose or open directly into

any room so used. All shops or stores used for the sale of articles of food shall be supplied with proper lavatory accommodation, which shall be in a separate department from the room in which such articles are kept, stored, or offered for sale.

"The use of newspapers or unclean paper for the wrapping of articles of food. The testing of butter or other foods, or the handling of the same is hereby prohibited.

"Every pedlar or vendor of foodstuffs from wagons or carts, in addition to the other provisions of this by-law, shall keep in his wagon or cart a water-tight receptacle for the wastes of his business and such wastes shall be so disposed of as not to cause a nuisance."

The penalty for non-observance is a fine of \$50 and costs or six months in jail.

several speakers spoke in approval of it. The outcome is being awaited with interest, not only by the merchants, but by the general public as well.

TALK AFFILIATION.

N. S. Merchants Hold Outing and Meeting at Middleton.

Halifax, N. S., June 15.—The Retail Merchants' Association held a pleasant outing last week at Middleton, some 300 being in attendance. Among the sports were a baseball game and horse races, these forming the chief excitement of the day.

A meeting of the Retail Merchants' Association was held in the armories, where addresses on matters relating to the association movement were made by President A. S. Burgess, Vice-president E. Hubley, Chairman W. J. Hopgood, Vice-President A. E. Calkin (of Kentville), Vice-President W. H. Roche (of Windsor), J. C. Grinn (Springfield), F. E. Bentley, of Middleton, and F. J. Clarke, of Halifax.

The matter of affiliation with the Dominion Association was touched upon and this subject will be taken up again at the annual meeting. All were much impressed with the idea that Nova Scotia trade should be "boosted" as much as possible.

A vote of thanks, moved by Mr. Clarke, and seconded by Mr. Orman, and unanimously adopted, was tendered to the merchants and citizens of Middleton for the splendid time given the members of the association.

President Burgess and Vice-President A. E. Calkin both spoke at length on the good work done by Secretary Macdonald in the face of great difficulties in putting the association in the splendid position it occupies.

ADDRESS TO BERLIN DEALERS.

On Co-operation Society Bill—Weekly Bargain Day Not Popular.

Berlin, Ont., June 15.—The evils of the proposed Co-operative Societies' Bill, in the interests of which President Maxwell, of the English and Scottish Co-operative Societies is touring Canada, were dealt with at the meeting of the Retail Merchants' Association meeting here on Monday night, by H. A. Harrington, of Toronto, and the local merchants decided to help along the fight against the bill by a special grant from the association, supplemented by individual subscriptions. Local wholesalers and manufacturers are also giving assistance by subscriptions.

There are indications that the grocers of Berlin may get together and discuss questions of mutual interest.

Latest News From Trade Centres.

TO KEEP MONEY AT HOME.

Secretary of the R. M. A. Refers to Co-operation of the Newspaper.

Galt, Ont., June 15.—At a meeting of merchants here last week an address was delivered by E. M. Trowern, Dominion secretary of the Retail Merchants' Association. He referred to the difficulties the association had met, but overcome, in getting their charter, which would go a long way to alleviate their ills.

Another matter touched upon was that of transient peddlers going through towns paying insufficient licenses and leaving with money that should be kept in those towns. Peddlers were leaving Quebec on account of high taxes on them, and coming to Ontario more than ever before.

From his experience, Ontario retail merchants were weak. The merchants should use local papers as they are the salvation of the towns. He recommended the press as great helpers to merchants, and he believed that if a campaign were started in Galt to keep money in town it would be a step in the right direction.

A committee composed of Alf. Taylor, J. Sloan and Geo. Turnbull, Jr., was then appointed to look after affairs and call next meeting.

BY-LAW REFERRED BACK.

Forest City Merchants Oppose Board of Health Measure.

London, Ont., June 15.—At the recommendation of the local board of health the city council at its last meeting considered a resolution to prevent all grocers displaying foodstuffs on the sidewalk. The Retail Grocers' Association

had a strong deputation wait on the aldermen in opposition to the by-law. They made several objections, the principal being that there was in the measure no clause prohibiting hucksters, market gardeners and peddlers from showing vegetables or fruit on the ground as they do now on the market, or on push-carts. President Norman McLeod and E. J. Ryan gave addresses on the subject. The by-law was finally referred back to a committee.

Harry Ranahan has leased the premises next the store and is having it fitted up as a fish and poultry establishment. Mr. Ranahan was the successful tenderer for furnishing supplies to the soldiers that go into camp at Goderich, Ont., this month.

EARLY CLOSING OR NOT?

That is the Question of the Moment Among St. John Dealers.

St. John, N.B., June 15.—The agitation bearing upon the early closing movement continues with vigor, and strenuous efforts are being put forth by some grocers and other merchants to bring about a repeal of the by-law, while equally determined efforts are being made by the grocers and others favoring the bill, to have the measure sustained.

Several grocers and other dealers have been reported by the police for keeping open after 7 o'clock, but have declared that they do not intend to close until they have fought the law, and for that purpose they and the others favoring their action, have secured counsel to defend their action. In the store of M. E. Grass, grocer on Germain Street, this week, the Early Closing Association met and discussed the law, and

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NIAGARA'S GROWING FRUIT CROPS.

During the past week The Grocer has been in touch with the large growers and preservers of fruit in the Niagara peninsula in order to secure accurate information as to the growing crop.

In regard to strawberries it would appear that the early varieties were seriously injured by the long spell of dry hot weather in May. It is possible that the crop for these, therefore, will only total about 50 per cent. But the same weather has had the effect of bringing on the later varieties, and such berries as Williams, Senator Dunlop, and other late kinds, are being picked almost as soon as the Michels Early and other early lines. Every promise is given that there will be a large crop of the late varieties, although this will depend entirely upon the weather. Like other berry crops, strawberries, which grow so near the surface, cannot withstand a draught for any length of time. Damage to crop is reported to some extent in some districts, but the acreage this year is large and it would appear that there will be lots of berries and that prices will be fairly reasonable in another week or so.

At the present time raspberries look well, as also do currants and gooseberries. Blackberries are only just in the blossoming stage, but from indications it would seem that there will be a good-sized crop, if not a large one.

The heaviest crops of any kind of fruit this year are promised in plums and sour cherries, as these two varieties of fruit have set very heavily. Pears generally seem to be light.

Taking the varieties of peaches as a whole there probably will be a good crop. The early Crawfords are reported to be rather light in some districts, but there are so many varieties of the Crawford type grown nowadays, heavier croppers and good fruit, that this makes no material difference to the bulk of the trade.

Grapes have not blossomed as yet, but there seems to be every indication, where the vines have come through the winter, that the yield will be at least fair if the blossoms set properly. A large acreage was seriously injured either by winter frosts or from cold spells late in the spring. But there are numbers of new vineyards coming into bearing which should go to make up this

damage, and it is quite probable the crop will not be materially affected and will total about the same as that of last year.

There are, however, several contingencies which are likely to arrive, and it is almost like counting your chickens before they are out of the shell to say exactly what the crop will be.

THE WESTERN GRAIN CROP.

William Whyte, of Winnipeg, vice-president of the C.P.R., and D. B. Hanna, of Toronto, vice-president of the C. N. R., both have prophesied for the Canadian west the greatest crop in the history of the country, and while both of these men are born optimists, the exalted positions they occupy enable them to secure a most comprehensive and generally accurate view of the situation.

Mr. Whyte is reported to have made the statement that six million acres of Saskatchewan land will be nodding with golden wheat this year, and that there will be three million acres in Manitoba, and one million in Alberta, given over to the same cereal. That is a total of ten million acres.

Mr. Hanna has predicted an acreage of eleven million in the whole of western Canada, and he adds that Canada will have one hundred and fifty million bushels of wheat to export after the domestic needs of this country have been satisfied.

All this sounds big, but west of Winnipeg a man would find it difficult to discover a farmer willing to admit the total as too high, now that it has been definitely settled. But there really appears to be good reasons for confidence this year. Reports from the principal growing districts all are charged with the word that crop conditions continue ideal as far as the growing plant is concerned. The growth in both fall and spring wheat is claimed to be remarkable.

But like many other things, the wheat crop depends entirely upon the weather. There seems no reason to doubt that given good growing temperatures and just rain enough the increased acreage sown to wheat and other grains in the western provinces this year will yield a crop never before attained in Canadian history.

KNOWLEDGE A FORBIDDEN THING.

The man who earns most, receives most. That is the axiom that should obtain in all branches of commercial endeavor to-day. But does it?

A few days ago a representative of this paper called on a certain Canadian merchant. He sought to interest the proprietor and then asked permission to place The Grocer in the hands of the clerk. The merchant refused, with the remark: "Really I'm afraid to let my help learn too much because they would then be asking for more money than I can afford to pay."

What a near-sighted soul! He could not have them learn too much, because then it would cost him too much! To him the axiom at the beginning of this article applies in most complete intensity.

The man who earns most does receive most! There is no gainsaying that. He may not get it in one place but if not, he will have it handed to him somewhere else because it is sure as nature. He fills the requirements that command the money.

But in reality he is given nothing. Salaries, in general, are only estimates of the value of the individual to

the concern. His selling power is appraised so that the employer knows to a cent just what he is worth to him. Often, however, the clerk has been conducting a quiet, though searching investigation on himself and knows also just what his value is to the concern. Unless developments come, trouble does not long remain away.

This particular merchant would rather have his clerk remain in outer darkness than have him become more efficient only to be more "expensive," and, at last, lost forever. His vision was not keen enough to see that in this case the knowledge to the clerk would result in a far, far greater advantage to the proprietor than it would to the helper, no matter how often his salary was legitimately raised.

KEEP TRAVELERS' DRINK PURE.

Now that summer has fairly arrived the Provincial Board of Health wisely has taken into consideration the matter of the supply of drinking water in public places within the province, and its recommendations in this regard have been approved by the Cabinet of Ontario.

This clause provides that: "Hotels, restaurants, railway trains and depots, boats and all other public places which provide a supply of drinking water for the use of the public shall at all times be required that such drinking water shall be pure and wholesome."

While probably in the first instance this clause was intended to benefit all the tourists who will soon be thronging into the various resorts of Canada during the next few weeks, it will undoubtedly contribute not a little to the health and well being of the army of commercial travelers in this province.

The strenuous competition in which all commercial salesmen are constantly engaged make it necessary that he should be as abstemious as possible, as far as intoxicants are concerned. It is, therefore, important that the water supplied in the hotels on his route should be as pure as it is possible to obtain. This new measure will undoubtedly work to his good.

SHIPPING TO THE WEST INDIES.

Canadian government returns show that the imports of flour known as Canadian into Jamaica have considerably decreased during the first four months of the present year, from the totals reached during the corresponding period last year.

The report also goes on to point out that the difference is made up on goods reaching the island by way of New York City.

It is assumed this falling off is accounted for by the fact that the transportation companies giving a service between New York and Jamaica have cut the freight rates on flour in two. No one is able to say if some of the flour shipped by that route was not Canadian made, or that the sum total of the product from this Dominion was not as great as last year. Only more of it went from the United States than from Canada.

It is a shame that boats plying between New York and the West Indian island, should be able to so reduce their tolls as to corner the carrying trade to that extent when ships from Canadian ports are not able to meet it. It is also shameful that the railways of the United States should secure this difference of traffic, as against the Canadian roads. Surely some means could be discovered whereby the trade we now have with the West Indies should be held, and the dealers there enabled to sell goods, which they are certain came from this country. The distinctiveness of Canadian flour is lost when

it leaves the border and is carried in the cars of the railways of the United States to their seaboard. The fact stands out clearly as an argument for better trade relations between these sections of the British Empire, and that ideal should be looked to before it is too late to change the newly established routes.

"WE'RE JUST CLOSING UP."

Accommodation in a store is a valuable asset. It is one of the fundamentals upon which customers turn all the peculiar intensesness of an X-ray examination; it is the worker's hope and the lazy man's curse.

Many and many a good-pay patron has left many a merchant for no other reason than that he had discovered some slight defect in the accommodation he imagined himself entitled to at the store. The thing burns; it sears itself into his memory until it has become an angry sore, and he betakes himself off to some other grocer who soon is undergoing the same close, insistent examination.

Usually enough many of these little eruptions have their birth in the merchant refusing to sell the customer goods after the time for selling had passed. "You can't buy anything more to-night, we are closing up," he tells him. The intending purchaser wanted that stuff, and wanted it badly. He also knew, of course, that there never was a merchant so busy that he could not sacrifice ten minutes of his time to sell goods. He goes away indignant and the canker grows into a definite conviction that his needs would be better looked after elsewhere.

It might pay a dealer to think about this. Of course, there are by-laws in many towns, and agreements in others, which the merchant does not want to break, but surely he could just bend them a little without doing any serious hurt to the by-laws and agreements. It might do himself a considerable good. And then it only means a minute or two.

GOODWILL DEFINED.

"Goodwill is the probability that the old customer will return to the old place."

Seldom has such a definition as this legal phrase been applied to the question of goodwill in a business. It means precisely that and nothing more. Yet meaning that it contains all.

Trade is built up on the goodwill of customers, and it is the continuance of this and constant orders that make any business possible. No man could remain in trade successfully for any length of time unless he had the confidence of the people who patronized his establishment. It is the probability of the old customer returning that is the foundation stone of his business.

Every dealer should attempt to secure the goodwill of his patrons. He should always try never to do anything that would have a tendency to alienate that good feeling. It doesn't matter what his intentions are, whether he would remain as he is or leave the business to someone else, this condition of goodwill is of paramount importance. Should he desire to sell and leave it all it is the good feeling of the customers of his store that is the real influence in the mind of the prospective purchaser. No man is foolish enough to-day to take over any place of business unless the patronage of it is satisfied. So let every dealer think of this definition. Let him bear it constantly in mind and remember that no matter what the future may hold, goodwill is one of the most important points of his business.

CENSUS BULLETIN DEFINES STATE OF CROPS

Season Has Been Favorable for Field Crops in all Parts of Canada—Total Area More Than Ten and a Half Million Acres Sown to Wheat—The Increase Over Previous Years.

Ottawa, June 15.—A bulletin of the Census and Statistics office issued today states that the season this year has been favorable for field crops in all parts of Canada, and excellent reports have been received from all the provinces.

The lowest percentage of condition is made for fall wheat, which suffered from inadequate protection in the winter months, and also to some extent from spring frosts. The areas of fall wheat are greater than last year by 4.50 per cent., and of spring wheat by 13.70 per cent.

The total area in wheat is 10,503,400 acres, as compared with 9,294,800 in 1910, and 7,750,400 in 1909. The per cent. condition of fall wheat at the end of May was 80.63, and of spring wheat 96.69.

The area in oats is 10,279,800 acres and its condition 94.76, as compared with 9,864,100 acres and 93.95 per cent. condition last year. Barley and rye each show a small decrease in area, but the condition is higher than at the same period last year. Slight decreases are also reported for areas of peas, mixed grains, and hay and clover, with per cent. condition of over 90.

Hay and clover have a reported condition of 91.45 for the Dominion, being practically 100 in Manitoba, Saskatchewan and Alberta. The area of the field crops named is 32,051,500 acres for 1911, compared with 30,554,200 acres for 1910, and 28,194,900 acres for 1909. In the provinces of Manitoba, Saskatchewan and Alberta the area in wheat, oats and barley was 3,491,413 acres in 1900, 6,009,389 acres in 1905, 11,952,000 acres in 1909, and 13,809,300 acres in 1910, and it is 15,355,500 acres this year.

The increase of these crops from 1900 to 1911 was 2,663,699 acres in Manitoba, 7,364,315 acres in Saskatchewan, and 1,836,073 acres in Alberta.

Grocer Letter Box

The Canadian Grocer will be pleased to receive requests for information from any of its readers, but questions should be kept as brief and made as clear as possible. The full signature is necessary, although it will not be used, if so desired.

Editor Canadian Grocer:—I am trying to get information as to "Grape Fruit, how it grows, etc." but from an

encyclopedia one can obtain almost nothing.

I have just heard that some six weeks or so ago you published in The Canadian Grocer an article on this fruit. If it would not be too much trouble to get one of your staff to hunt it up and send it to me I would be greatly obliged to you.

SAMUEL T. ROBINSON,
Barrister-at-Law, Etc.

Orillia, Ont., May 27.

Editorial Note.—This query only goes to show how widely The Canadian Grocer is read and how far the information it contains goes. The material Mr. Robinson sought was published in the issue of April 7th. It has been forwarded to him.

The Canadian Grocer.—Are nuts considered a good article of food?

A READER.

Edmonton, Alta., June 8.

Editorial Note.—During Christmas and other such festive seasons people are addicted to excessive eating of nuts, with bad results, and come to the belief that nuts are indigestible, but this is true of all foods that are not properly masticated. Nuts are an excellent food and doctors recommend their more extensive use, especially for elderly people. Walnuts and peanuts are rich in proteid and when properly masticated form a valuable food. The holiday season gives a decided impetus to the trade but nuts possess a dietetic value which recommends their use the whole year round.

Editor Canadian Grocer.—I am a subscriber to your valuable paper and read it through carefully every week and find many useful hints.

Will you please tell me how I can prevent ham (both boiled and raw), from going mouldy. I keep it in a glass case, but that does not prevent the mould from accumulating on the hams. I have no difficulty with bacon in this respect, as I have a quicker sale for it.

SUBSCRIBER.

Victoria, B.C., May 15.

Edit. Note.—The only possible cause for mould seems to be found in the closed glass case. It might be that your case is entirely without ventilation and air-proof. In that case it would be possible to account for your goods going mouldy. Usually dealers turn over their ham so quickly that keeping in a cool dry place is sufficient. Maybe it would be worth while to look into the matter of ventilation of that glass case.

Editor, Canadian Grocer.—Would like a few suggestions on how to keep down dust in a grocery store.

M. and A. McLEOD.

Charlottetown, P.E.I., May.

Editorial Note.—These correspondents have raised an important question especially now with the approach of summer and the months of excessive dust. Many merchants have worried over the question of keeping their goods free from dust. Care should be taken in sweeping so that the dust will not be stirred up and distributed on the goods. Several good sweeping compounds are now made which make this possible. Water should not be used to sprinkle the floor as it only makes mud which again turns to dust. Do not push the broom ahead throwing the dust into the air but draw it evenly along with the dust in front. Floors should be oiled often so that there will no cracks in which the dust may gather.

Many grocers have covers for exposed goods while sweeping and some even have them for the shelves. Dusting is also important. Many clerks disperse but do not remove the dust. Something should be used that will take the dust up. Dust from counters should not be swept on to the floors but into some receptacle. Dealers in small towns where the roads are not sprinkled would find it to their advantage to join together and provide for the keeping down of the dust on the business streets.

The Retail Merchants' Association of Galt, Ont., at a special meeting held last week were invited to join the Retail Merchants' Association of Canada. There was but a small attendance and the question of affiliation was laid over until September. Alfred Taylor, John Sloan and G. T. Hamilton were appointed a committee to deal with the matter of re-organization in the meantime.

Many visitors to Toronto intending to call upon The Canadian Grocer, take the most convenient method of getting our address, the Telephone Directory. Through an oversight on the part of the Telephone Company, the latest directory gives the wrong number—111 University Street. The street was recently renumbered, and the entrance to our office is now 143 University Avenue, just the centre of the next block north of the number given in the Telephone Directory.

Latest Review of Grocery Markets

More Activity Shown in Sugar Demand—Dried Fruits Continue Strong—Some Further Advances in Montreal—Tapioca is Also Up 1/2 Cent on That Market—Salmon is Firm at Toronto—Interest Shown in New Pack—Opening Prices Will Not be Made Until August—Shredded Coconut Has Advanced — Syrup and Molasses are Firm at Winnipeg—Beans and Peas Strong and Active There.

See also Provisions, Cereals and Fruit Pages Following.

QUEBEC MARKETS

POINTERS—

Tapioca—Advance of 1/2c
Dried Fruits—Several advances.
Sugar—Demand improved.
Lima Beans—Now 8c to 9c.

Montreal, June 15.—One of the grocery staples that has been dormant for some time is sugar and it will not be long until it is moving rapidly through the grocer's hands to meet the demand of the fruit season. Opinions among local wholesalers vary as to the probable action of the sugar market. Here is what one prominent salesman has told his retail friends: "I have no confidence in the idea that sugar is going to go much higher. In the first place, the sugar crop has been a heavy one, and in addition, I feel that the market for refined is now too high when the price of raws is considered. The price of refined is much lower than at this time last year, but so is the price of raws. In fact, the difference in the latter case is greater. True, we are going to have a big demand, but if the price goes up I think it will only be to stir up interest, and when that is accomplished it will fall back." This is only the opinion of the head salesman in one of the largest local wholesale houses. Last winter a great deal of sugar was bought by the trade when the bottom dropped out of the prices, but in the meantime supplies have become exhausted, it is thought, and retailers are now repurchasing and have been for some time. It is stated that buying is only of the hand-to-mouth variety. Whatever sugar does, there is no pronounced feeling among the wholesale trade here that it is going to advance much, even with the new demand. It is generally admitted that the dried fruit market was never in such a position or condition as that of to-day. There might be a box of evaporated apples in the city, but the writer has no idea where to set out to find them. One wholesaler tells a story of an order to go to the back country and which included prunes. His stock had become exhausted and he was buying very little. He had to pay 16c for the supply he needed, and the prunes were the same as those which last autumn he could buy for 8c or 9c. There is not much use going over the ground again

and again. There are few changes to record this week. The market is firm and there is not much interest in it yet.

Sugar—Whether or not there will be any change in the price of sugar during the coming month it is hard to tell, but there is the outstanding fact that the period of heavy demand is all but here. Berries are coming in earlier than usual, and it will be but a short time until home-grown strawberries are plentiful, with cherries following closely. The market is reported steady, with interest growing. Buying has improved, but is still light as compared with what is to come. It seems to be generally held that the trade is not heavily supplied with sugar. In fact, some claim that since January last, when a great deal of sugar went into the retailers' hands, the demand for sugar has been light. In that case the demand is bound to be heavy when the fruit season begins to make itself felt. The sugar market is to pass through an interesting stage in the near future and should be followed closely.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lb.	5 50
" " 50 lb.	5 50
" " 25 lb.	5 50
Red Seal, in cartons, each	5 30
Crystal diamonds, bbls.	5 40
" " 50 lb.	5 50
" " 25 lb.	5 70
" " 5 lb. cartons, each	5 37 1/2
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" " 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 35
No. 2	4 35
No. 1	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

Syrup and Molasses—There is a steady demand for molasses, and syrups, too, although on the whole the market is quiet. This is not the busiest season, still the demand has been well maintained.

Molasses, to arrive, car load lots	0 28	0 29 1/2
Fancy Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
Ohioe Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 25	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 1/2	
" " 1-bbls.	0 03 1/2	
" " 1-bbls.	0 03 1/2	
" " 33-lb. pails	1 20	
Cases, 2-lb. tins, 3 doz. per case	2 25	
" 5-lb. " 1 doz. "	2 60	
" 10-lb. " 1 doz. "	2 50	
" 20-lb. " 1 doz. "	4 45	

Dried Fruits—Authorities on the California fruit crop claim that present esti-

mates of the coming crop are merely guesses and that nothing positive can be predicted in this matter until after the June crop, which is now about due. Evaporated peaches and apricots are higher this week. Prunes of 100's and over, and Bosnias are off the market. The various sizes are down almost to rock bottom as far as supplies go. Jobbers say enquiry is light, owing to the high prices.

Evaporated apricots	0 20	0 22
Evaporated apples	0 14 1/2	0 16
Evaporated peaches	0 13	0 15
Currents, fine filatras, per lb., not cleaned	0 07 1/2	0 08
" " cleaned	0 07 1/2	0 08
" 1-lb. packages, fine filatras, cleaned	0 08	0 08 1/2
" Patras, per lb.	0 08 1/2	0 09
" Vostizzas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 07 1/2
Dates	0 06 1/2	0 06
Figs	0 11	0 11
Figs, 3 crown	0 08	0 08 1/2
Figs, 4 crown	0 09	0 11
Figs, 5 crown	0 10	0 11
Figs, 6 crown	0 11	0 12
Figs, 9 crown	0 13	0 14

Prunes—		
30-40	0 17 1/2	
40-50	0 15 1/2	0 16
50-60	0 15	0 15
60-70	0 14 1/2	0 14 1/2
70-80	0 14	0 14
80-90	0 13 1/2	0 13 1/2
90-100	0 13	0 13 1/2
Raisins—		
Choice seeded raisins	0 09	0 09 1/2
" fancy seeded, 1-lb. pkgs.	0 09 1/2	0 10
" loose muscatels, 3-cr. wn, per lb.	0 08	0 08 1/2
" " 4-crown, per lb.	0 08 1/2	0 09 1/2
Select raisins, 7-lb. box, per box	2 40	5 50
Malaga table raisins, clusters, per box	0 07	0 07 1/2
Valencia, fine off stalk, per lb.	0 08	0 08 1/2
" select, per lb.	0 08	0 08 1/2
" 4-crown layers, per lb.	0 08	0 09

Teas—New Japans have not been heavy in arriving and old stocks are still receiving considerable attention. Teas are steady and firm.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 24
Common	0 17	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 30
Ceylon greens—Young Hysons	0 24	0 25
" Hyson	0 24	0 25
Gunpowders	0 19	0 35
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—The market shows no change, at least from a local standpoint, and the movements in the primary market are not sufficient to cause any reflection here, at least for several months. Prices are unchanged.

Mocha	0 22	0 30	Santos	0 18	0 21
Rio, No. 7	0 17	0 19	Maracaibo	0 20	0 25
Mexican	0 22	0 30			

Spices—Nothing has occurred to change the situation in spices. The market remains quiet under a normal demand.

Allspice	Per lb	0 13	0 18	Ginger, whole	Per lb	0 20	0 30
Cinnamon, whole	0 18	0 18		" Cochin	0 17	0 20	0 20
" ground	0 18	0 19		Mace	0 15	0 15	0 75
Cloves, whole	0 28	0 35		Nutmegs	0 25	0 60	0 60
" ground	0 21	0 35		Peppers, black	0 16	0 18	0 18
Cream of tartar	0 25	0 32		Peppers, white	0 20	0 25	0 25

THE CANADIAN GROCER

have expressed the opinion that the next movement will be upward and that they expect it as soon as refiners have again to go to the market for supplies. European beets now considerably above raws are firm while advices from Cuba state that only 10 centrals are grinding, indicating the rapidly approaching end of the crop. Willets & Gray's Journal says: "We change our total crop estimate from 1,600,000 tons to 1,500,000 tons minimum and 1,600,000 tons maximum, say 1,550,000 tons medium." Figuring on this output, they estimate the available supplies and the probable requirements to December 31st next, and set their estimate of the amount of Java or beet sugar that will be required to that date at 250,000 tons. Demand has shown some improvement locally and is expected to become quite heavy as supplies in dealers' hands are small while consumption will be greater, berries now coming along in larger quantities, while Canadian cherries are also on the market.

Extra granulated, bags.....	4 70
" " 20 lb. bags.....	4 80
Imperial granulated.....	4 50
Beaver granulated.....	4 30
Yellow, bags.....	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bris.....	5 10
" " 50-lb. boxes.....	5 30
" " 25-lb. boxes.....	5 40
Powdered, bris.....	4 90
" " 50-lb. boxes.....	4 90
" " 25-lb. boxes.....	5 30
Red Seal, cwt.....	7 10
St. Lawrence Crystal Diamonds.....	7 60
Paris lumps, in 100-lb. boxes.....	5 60
" " in 50-lb. ".....	5 70
" " in 25-lb. ".....	5 90

Syrups and Molasses.—This is not the season of big demand for either syrup or molasses, but nevertheless trade seems to be pretty well maintained. Barbadoes reports that there is little molasses left in the island unsold. Fancy grades are not so plentiful as choice. Prices remain unchanged.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case.....	2 25	" " 12 "	5 40
5 lb. tins, 1 doz.		Quarts, 24 "	5 40
in case.....	2 60	Pints, 24 "	3 00
10 lb. tins, 1 doz.		Molasses—	
in case.....	2 50	New Orleans,	
20 lb. tins, 1 doz.		medium	0 30 0 35
in case.....	2 45	New Orleans,	
Barrels, per lb.....	0 03	bbls.	0 28 32
Half barrels, lb.	0 03	Barbadoes, extra	
Quarter " "	0 03	fancy.....	0 45
Pails, 28 lbs. ea.	1 70	Porto Rico.....	0 45 0 52
" 25 " "	1 20	Muscovado.....	0 30

Dried Fruits.—The feature of the dried fruit market this week is that no further advances have been made in quotations by wholesalers. A continued upward movement in prices has taken place for some time back and prices are now at an extremely high level and are well maintained. There is no discounting the fact that stocks in general are small and nearly all lines included in this scarcity. Figs are about the only line in which there has been no marked scarcity and stocks of them are now down to quite a low figure. "It is either a feast or a famine in figs," stated one dealer; "some years we will not be able to supply the demand, while an-

other year trade will drop off. This has been a 'lean' year in the demand for figs." Currants seem to maintain their firmness. While nothing definite is known regarding the new crop, some speculation is taking place, and quotations that have been made are 1s. to 2s. higher than the opening prices for last year. Demand for dried fruits just now is inclined to quietude, high prices being to some extent responsible.

Teas.—Teas locally maintain their firmness. There is no special interest being given to them just now, but a fair trade is being experienced. The trade has apparently given no particular attention as yet to Japan teas, so that nothing definite as to how the new standard will be taken can be ascertained.

Coffee.—There has been no change in the local coffee situation, but the firmness is maintained.

Kio, roasted.....	0 18 0 20	Manna, roasted.....	25 0 25
Green Rio.....	0 15 0 16	Java, roasted.....	0 27 0 33
Santos, roasted.....	0 20 0 22	Mexican.....	0 25
Maricao, ".....	0 22 0 24	Gautemalo.....	0 22 0 24
Bogotas.....	0 23 0 25	Jamaica.....	0 20 0 22
		Chicory.....	0 12

Nuts.—Wholesalers make no change in quotations on nuts.

Almonds, Formigetta.....	15 0 16
" " Tarragona.....	0 16
" " shelled.....	0 35 0 38
Walnuts, Grenoble.....	0 15 0 16
" Bordeaux.....	0 14 0 15
" Marbots.....	0 15 0 16
" shelled.....	0 38 0 40
Filberts.....	0 12 0 12 1/2
Pecans.....	0 18 0 20 1/2
Brazils (new crop).....	0 16 0 18
Peanuts, roasted.....	0 10 0 12 1/2

Spices.—Prices are unchanged, but nevertheless continue in their steady position, with most lines included in the list that shows strength. Trade is quite satisfactory for the season.

	Bbls.	Pails or Boxes	Tins	1/2 lb. page, doz	1/2 lb. tin, doz
Allspice.....	0 14	0 15	0 17	0 75	0 80
Cinnamon.....	0 24	0 25	0 27	0 90	0 90
Cayenne pepper.....	0 23	0 24	0 26	0 90	0 90
Cloves.....	0 24	0 25	0 27	0 90	0 90
Cream tartar.....	0 25	0 26	0 28	0 90	0 90
Curry powder.....	0 25	0 25	0 25	0 25	0 25
Ginger.....	0 22	0 24	0 26	0 80	0 80
Mace.....	0 22	0 24	0 26	0 80	0 80
Nutmegs.....	0 22	0 24	0 26	0 80	0 80
Pepper, black.....	0 15	0 16	0 17	0 75	0 90
Pepper, white.....	0 24	0 25	0 26	1 00	1 10
Pastry spice.....	0 23	0 24	0 26	0 80	0 90
Pickling spice.....	0 15	0 16	0 18	0 75	0 75
Turmeric.....	0 25	0 25	0 25	0 25	0 25
Mustard seed, per lb. in bulk.....					0 12
Celery seed, per lb. in bulk.....					20

Rice and Tapioca.—Trade is steady but on a hand-to-mouth basis. The market conditions are practically unchanged. Tapioca maintains its firmness, the primary markets continuing strong.

Standard B, from mills, 500 lbs. or over, f.o.b. Montreal.....	3 00
Rice, stand B.....	Per lb. 0 03 1/2 0 03 1/2
Rangoon.....	0 03 1/2 0 03 1/2
Patna.....	0 05 1/2 0 06 1/2
Japan.....	0 04 1/2 0 06 1/2
Java.....	0 06 0 07
Carolina.....	0 10 0 11
Sago, medimm brown.....	0 05 1/2 0 06
Tapioca—	
Bullet, double	
goat.....	0 08
Medium pearl.....	0 06 0 06 1/2
Flake.....	0 08
Seed.....	0 06 0 06 1/2

Beans.—While trade continues rather slow, prices seem to be quite steadily held. Nothing definite can be ascertained concerning the acreage of beans sowed this year, but the fact that the past year has been quite satisfactory to

growers and the pending free tariff on beans should tend to induce bean growers to increase their acreage. "Even that," said one dealer, "would give no definite idea of the crop, for there are many things to be reckoned with between now and bean harvest time."

Prime beans, per bushel.....	1 90 2 10
Hand picked beans, per bushel.....	2 10 2 25

Olive Oil.—Prices seem to be well maintained on olive oil. According to one dealer the higher prices have curtailed the consumption of the finer oils, a larger quantity of the inferior being used. Nothing definite is as yet known regarding the prospects for this year's olive crop.

LATE FRUIT MARKET NEWS.

Toronto.—Niagara district strawberries went down to 6 and 7 cents per box on Wednesday, with some sales reported at even as low as 5 cents. Large quantities were received, the berries have ripened very quickly under favorable weather conditions, but they were well taken up. Dealers say they do not expect prices to go below 6 cents this week.

Niagara district cherries have also made their appearance, and at a comparatively early date. The black variety in 11-qt. baskets are quoted at \$1.00 to \$1.25, and the whites at 75c. to \$1.00 per basket.

MANITOBA MARKETS

Pointers.

Syrup and Molasses—Firm.

Coffee—Advancing.

Beans and Peas—Strong and active.

Winnipeg, June 15.—A general increase is reported to have taken place in the grocery business during the week, and the trade is getting out of the rut into which it had fallen during the last month. Crop conditions continue to be ideal so far as the growing plant is concerned, and from all quarters are to be heard stories of the remarkable growth that has been made both by fall and spring wheat, as well as other grain. Seeding has been almost completed, and as a result, farmers are once more coming into town and the country retailer is beginning to increase his trade.

Prices in different lines, especially in dried fruit and coffee, quoted by the different firms, show considerable variation especially in the first mentioned instance. The dried fruit market is almost bare, many houses being completely out of several lines. Reports from California are none too encouraging regarding certain crops, and accounts of recent frosts having affected the raisin crop are in circulation.

Sugar remains firm, and no advances have been made.

Syrup is also holding steady at last

NOTICE THE NAME

CLARK'S

And share our pride in "CHATEAU" BRAND CONCENTRATED SOUPS. Something new? Yes, but of such a distinct character, flavor and purity, that they are making themselves an essential part of the careful wife's orders. We take especial pleasure in bringing these Soups to your notice, because they embrace the results of years of experimenting. Nothing is used in their preparation that the most particular housewife would hesitate to use. They are absolutely free from any coloring or flavoring ingredients, and each kind possesses the merits of its name, a feature that will be appreciated by your customers on your recommendation.

If you are not already selling these Soups, lose no time in placing an order with your wholesaler. You will very soon repeat with an increase. You know that our other goods stand alone at the head of Quality Street, and your years of experience in selling our goods must convince you that we would not dare brand a new article with our Hall Mark of Quality, unless we were positively assured of its worth.

We look to you then to justify our increased output of Quality Goods. CLARK'S CHATEAU BRAND CONCENTRATED SOUPS are put up in two sizes Individual and No. 1s, and the following kinds:

Vermicelli Tomato,
Mutton Broth,
Tomato,
Julienne,
Mock Turtle,
Scotch Broth,

Chicken,
Ox Tail,
Mulligatawny,
Consomme.
Pea,
Vegetable,

A business man is successful commensurate only with the Quality of the goods he sells and recommends. Get to the pinnacle of success by selling and recommending CLARK'S QUALITY FOOD SPECIALTIES.

WM. CLARK, MONTREAL

MANUFACTURER

HIGH GRADE FOOD SPECIALTIES

**Manufacturers, Manufacturers' Agents,
Brokers, Etc.**

BRITISH COLUMBIA DIRECTORY

**W. A. JAMESON
COFFEE CO.**

Importers and Roasters of High Grade
Coffees.

Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS,
SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

TRY A

Condensed Ad.

IN

Canadian Grocer

"We will never be buried
with the unknown dead---
we ADVERTISE. There's
the whole thing in a nutshell
--- we ADVERTISE; and,
therefore, we CANNOT be
unknown."

The Condensed Ad. in this
Paper will bring good results

**VICTORIA
FRUIT GROWERS' ASSOCIATION**

The largest packers and shippers of first-
class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES


COR. WHARF AND YATES STS. - VICTORIA
Branch at 147 Water Street, Vancouver.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.



Investigate
THE MERITS OF
**COLES
COFFEE
MILLS**

which we make in
all sizes and styles
for all purposes.
We manufacture
a complete line of
hand mills--mills
for coffee roasters
and electrically
driven mills, at
reasonable prices.

All Prices are
F.O.B. Phila., Pa.

**Coles
Mfg. Co.**

1624 N. 23rd St.
PHILADELPHIA, PA.

For Direct Current, \$65 For Alternating Current, \$75

AGENTS—Chase & Sanborn, Montreal; Todhunter, Mitchell & Co., Toronto and
Winnipeg; Dore Bros., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B. C.;
L. T. Mewburn & Co., Calgary, Alta.

WASH DAY LABOR LESSENER

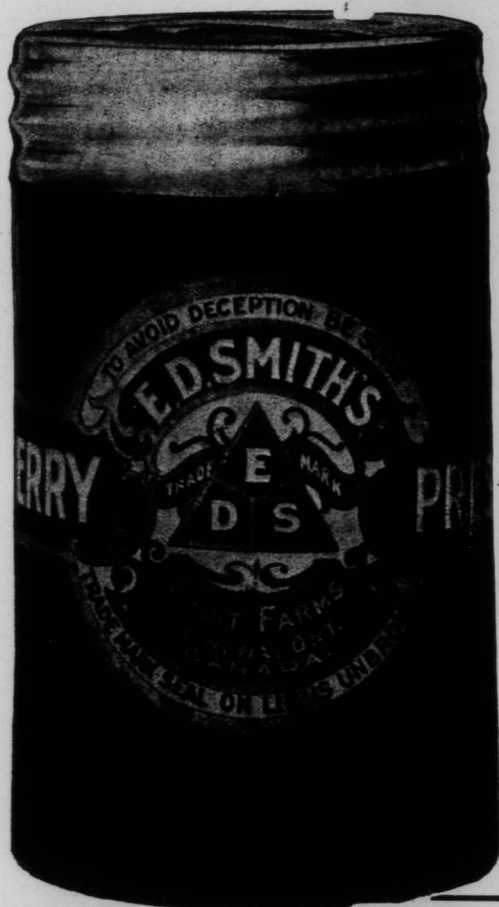
Every time you introduce to your
customers a soap that really does
lighten labor you make another
friend. That's why so many
Grocers sell

**ASEPTO
SOAP POWDER**

THE ENEMY OF DIRT

Destroys germs. Economical
in use and does its work well. It
makes your customers' money go
farther and it pays you too to stock
for selling.

Asepto Soaps Ltd.
St. John, N.B.



Natural Flavor Preserves

Plenty of fruit is undoubtedly beneficial—but be careful of the fruit. Look after your customer and see that you get the purest.

“E.D.S.” BRAND

is absolutely a pure brand.

No preservatives or coloring matter whatever are added, and these foods have been rated by the Government Analyst 100% pure.

The cut shows a jar of “E.D.S.” Preserved Strawberries. The closest attention is paid to cleanliness and quality in all “E.D.S.” goods, and are made the acme of perfection by expert cooking and pure sugar. You can confidentially recommend “E.D.S.” goods to your customers, and you will be rewarded by hearing them express satisfaction and repeating their orders. Stock and push these satisfaction-giving brands of food products. They make attractive display and will profit you well.

Made
Only
by

E. D. SMITH

At His
Own
Fruit
Farms

WINONA

ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.



THE “WALKER BIN” SYSTEM



is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A “Walker Bin” Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

Write for Illustrated Catalogue
“MODERN GROCERY FIXTURES”
and let us give you an estimate.

Walker Bin & Store Fixture Co.
LIMITED

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“Turn Your Spare Time Into Money.”

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA

THE PACKING OF FRUITS.

Some Drastic Provisions of Old Act Recalled.

It will probably be of interest to retail dealers to know of the conditions under which fruits must be packed and shipped. These are clearly set down by the inspection and sales act, and a few of the most important are given below :

Fruit growers are reminded that the Inspection and Sale Act prescribes :—

That every closed package (box or barrel) must be plainly and indelibly marked with the name and address of the packer, the name of the variety, and the grade.

That the word 'Fancy' or the numerals, No. 1, No. 2 or No. 3, must be used to designate the different grades.

That 'Fancy' grade must be perfect fruit, No. 1 grade 90 per cent. free from all defects, No. 2 grade 80 per cent. free from defects causing material waste, and containing no culls.

That the faced or shown surface must be the same grade of fruit as the rest of the package.

That the minimum size of the apple barrel is : 26½ inches between the heads inside measure, a head diameter of 17 inches, and a middle diameter of 18½ inches.

That the apple box must be 10 inches in depth, 11 inches in width and 20 inches in length, inside measurement.

That fruit baskets are of 4 sizes, viz. : 15 quarts or more, 11 quarts, 6 quarts, 2 2-5 quarts.

That berry boxes must contain :—4-5 of a quart, 2-5 of a quart. Undersized boxes must be marked with the word "Short."

Note.—The Act provides a severe penalty for the alteration, effacement or obliteration of marks on any package which has undergone inspection.

NO CHEMICALS are used in the manufacture of

EPPS'S COCOA

Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.

Epps's

'MILENIA MILK CHOCOLATE'

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

MADE WITH FULL-CREAM MILK.

Special Agents: G. E. OLSON & SON, Montreal
Nova Scotia: E. B. ADAMS, Halifax. Manitoba: BUCHANAN & GORDON, Winnipeg



**Anchor
Brand
Flour**

**A Good
Resolve**

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

A Good Resolve

Manfd. by
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

11

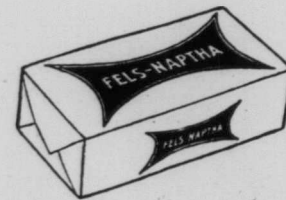
**An
Important
Reason**

for the great popularity
of

**FELS-NAPHTHA
SOAP**

is its always uniform
quality.

Women know when they ask for a bar of Fels-Naptha that they can depend on quick and effective work; without hot water, too!



Westward Ho!

THE opportunity for manufacturers and shippers of Eastern Canada, Europe and the States to introduce their goods to the Great West is now exceptionally favorable. The Westerner is a good spender at all times, and he has the money to spend. Why not get in on the ground floor? Our extensive connection with Western Canada and our sound financial standing, place us in a better position to build up sales for you than any other firm in the West.

We maintain track warehouses at the five strategic distributing points, and we make daily calls on every jobbing house in Manitoba, Saskatchewan and Alberta. This ensures every product we handle being kept prominently before the wholesale trade, in a wholly effective way that no other house can offer.

Write us advising what you have to ship. We know we can help you

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers.
 HEAD OFFICE - - WINNIPEG, MAN.
 WINNIPEG REGINA SASKATOON EDMONTON CALGARY

TEA LEAD

(Best Inocorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS, LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE, LONDON, E., ENG.
 A.B.C. Codes used 4th and 5th Editions.

Canadian Agents HUGH LAMB & CO, TORONTO.
 J. HUNTER WHITE, ST. JOHN, N.B.
 CECIL T. GORDON, MONTREAL

SELL

McLean's Cocoanut

to your particular customer

It never fails to satisfy
 THE 'QUALITY' BRAND

The
 Canadian Cocoanut Co.
 Sole Makers
 MONTREAL



The Only Account Register



THAT will fit any safe.
 THAT takes little counter space.

Sheets lift out and fit any safe

USED OVER THREE YEARS

Newmarket, Ont., Jan. 3, 1911.

Am pleased with the new **Commercial Register** which I purchased of you. I used the old one over three years, and while it was in good order, it became too small for my increased business.

I have examined others, but still think **yours takes the lead.**

G H. KNOWLES

Send Us a Postal for Full Information.

COMMERCIAL REGISTER CO.
 178-180 Victoria Street - - Toronto, Ont.

**GUNNS QUALITY
ROAST PORK
WITH DRESSING**



The seal of Public Approval. Made from fresh Hams with a special dressing. Slices nicely and shows you a big profit.

Try a sample order.

GUNNS LIMITED

PORK AND BEEF PACKERS
WEST TORONTO

HAMS

There has been a good demand for Hams during the past week. Prices are firm, especially for small sizes, and may advance. We have a good stock of Hams—Pickled, Smoked and Cooked, Sugar Cured, Mild and Sweet.

All Meats Cured Under Government Inspection.

F. W. Fearman Co.
HAMILTON LIMITED

Do you realize the many uses your customers can make of

REINDEER CONDENSED MILK ?

Doctors agree that it is the safest food for Infants. (Young Canada is being fed on REINDEER MILK.) Older people find REINDEER MILK Sandwiches nourishing and appetizing for hot weather luncheons.

REINDEER MILK is equal to roast beef in food value; economical for culinary purposes and excellent in coffee, making it richer without changing the flavor.

REINDEER MILK is the quality standard from Newfoundland to Yukon, China and Japan.

Keep the REINDEER Goods to the front. They are easy to sell. Your customers prefer the Richest and Best.

Wholesalers will supply you at Factory Prices.

REINDEER LIMITED

TRURO, NOVA SCOTIA

Roll Bacon

ESPECIALLY MILD CURED.
AS FINE AS ANY BREAK-
FAST BACON.

WE ARE MAKING A SPEC-
IAL CUT IN PRICE AT
PRESENT.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses
FERGUS

70-72 Front St. East
TORONTO

Provisions and Lard are Steadier

Stronger Feeling in Both Provisions and Lard—English Bacon Market is Firmer—Live Hog Prices Have Gone Upward—Keen Demand From Packers—Good Demand for Hams and Bacon—Higher Prices at Some Points—Butter is a Shade Stronger—Production is, However, Large—Lower Prices in Manitoba—Eggs are Unchanged—Cheese is Steady.

Live hogs are steadier this week, with advances in prices on all markets. Toronto market has lead and there has been a much stronger feeling in all live stock. Supplies have not been overly large and have been in keen demand by packers, bringing the upward movement. Western United States markets have also ruled steady, although arrivals were fairly liberal.

There is, in accordance with the upward movement in live hog prices, a stronger feeling in provisions. There has been a continued good demand from all sources for hams and bacon, and prices have been on the upward move. Lard also exhibits a similar firm tendency, and some advances in price have been noted at some centres.

This general stronger feeling in provisions is traceable to the improved market for bacon on the English markets. On June 8th London reported bacon firm at 52s to 56s. Latest cables set the prices as ruling at 59s to 64s. With the higher English market packers were in a hurry to get shipments there before there would be any downward movement, so that a keen demand for hogs was the result. Differences of opinion exist as to the future course of the market. If English markets continue steady a certain amount of the firmness can at least be expected to be maintained, but there are dealers who think that there are sufficient hogs in the country to keep the prices at a low level. The character of demand will have an important bearing on prices.

If there is any change on the butter market during the past week, it is that a slightly stronger feeling is noticeable in some markets. This may be due to the fact that present butter is such as can be stored, affording an outlet for any surplus stocks. Receipts continue to exceed those for the same period last year, while prospects are bright for a large total production during the summer. Western conditions are now tending to lower prices also. Indeed, Winnipeg reports that fresh made creamery has been reduced to 21c per pound.

The egg situation is unchanged, but prices maintain their steadiness fairly well. Receipts are quite large, while demand is also at an appreciable figure for the season of the year. The warmer weather brings a certain amount of loss

to the egg handler, not noticeable at other times.

MONTREAL.

Provisions—An upward tendency in lard and cooked meats is quite marked. Prices are higher, demand shows quite an improvement and the market is brisker. Supplies are none too plentiful according to reports.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 10 3/4
Cases, tins, each 12 lbs., per lb.	0 10 1/2
" " " 5 " " "	0 10 1/4
" " " 3 " " "	0 11
Pails, wood, 20 lbs. net, per lb.	0 10 1/2
Pails, tin, 20 lbs. gross, per lb.	0 10 1/2
Tubs, 50 lbs. net, per lb.	0 10 1/2
Tierces, 37 1/2 lbs., per lb.	0 10 1/2
One pound bricks.	0 11 1/2
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09 3/4
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10
" " " 5 " " "	0 10 1/4
" " " 3 " " "	0 10 1/2
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09 1/2
Tubs, 50 lbs. net, per lb.	0 09 1/2
Tierces, 37 1/2 lbs., per lb.	0 09 1/2
One pound bricks.	0 10 1/2
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	21 50
Bean pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	21 50
Clear fat backs	23 00
Heavy flank pork, bbl.	20 00
Plate beef, 100 lb. bbls.	7 10
" " 300 "	14 50
" " 300 "	21 50
Boiled ham, small, skinned, boneless	0 22
" " large, skin on roll	0 20
Dry Salt Meats—	
Green bacon, flanks, lb.	0 10
Long clear bacon, heavy, lb.	0 10 1/2
Long clear bacon, light, lb.	0 11
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 12
Large sizes, 18 to 25 lbs., per lb.	0 14
Medium sizes, 13 to 18 lbs., per lb.	0 15
Extra small sizes, 10 to 13 lbs., per lb.	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 15
" " small, 9 to 12 lbs., per lb.	0 16
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 13 1/2
Hogs, live, per cwt.	6 85
" " dressed, per cwt.	7 00
	9 50
	9 75

Butter—The local market is a little firmer, due to the slightly stronger feeling displayed in the country and the higher price paid. Receipts continue to exceed those for the same period last year.

New milk creamery	0 22
Dairy, tubs, lb.	0 18 0 20
Fresh dairy rolls	0 18 0 19

Eggs—There is a steadiness to the egg market that prevents a change of price. The warm weather is getting in its work, and quite a shrinkage has been noted. The price of selects has been well maintained and in the country the price is lower as the result of shrinkage.

New laid	0 19 0 20
Selects	0 22 0 23

Cheese—The market has been firm and steady. Receipts have exceeded those for the same time last year. A slight advance is noted in primary markets.

New make	0 12 0 13
Quebec, large	0 14
Western, large	0 14
" " twins	0 14
" " small, 20 lbs.	0 14
Old cheese, large	0 16

TORONTO.

Provisions.—Another marked advance has taken place this week in live hogs and quotations at country points have been moved up to \$6.75, an advance from prices ruling on May 12th of \$1 per cwt. The whole live stock market has during the past week ruled much stronger, with hogs the leader. Receipts have not been overly large and they have been in keen request. In sympathy provisions exhibit a stronger feeling with lard included. Hams have been in good demand and spot stocks have been greatly reduced so that prices have scored an advance of 1/2 to 1 cent per pound.

Long clear bacon, per lb.	0 1 1/2 0 11
Smoked breakfast bacon, per lb.	0 16 0 17
Pickled shoulder	0 09 1/2 0 11 1/2
Roll bacon, per lb.	0 11 0 11 1/2
Light hams, per lb.	0 16 0 16 1/2
Medium hams, per lb.	0 15 1/2 0 16
Large hams, per lb.	0 13 0 14
Cooked hams	0 22 0 23
Fresh shoulder hams	0 12
Shoulder butts	0 14 0 15
Backs, plain, per lb.	0 19 0 20
" " pea meal	0 20
Heavy mess pork, per bbl.	20 00 21 00
Short cut, per bbl.	23 00 24 00
Lard, tierces, per lb.	0 09 1/2 0 10
" " tubs " "	0 10 0 10 1/2
" " pails " "	0 10 1/2 0 10 1/2
" " compounds, per lb.	0 08 1/2 0 09
Live hogs, at country points	6 75
Live hogs, local	7 10
Dressed hogs	8 50 9 00

Butter.—In general, butter prices show no change. True it is that some firms are quoting slightly steadier figures, explainable perhaps by the fact that present butter being received is such as will stand storage. However the production is large, amounting in fact to more than the demand. Present prospects for the season would also seem to indicate a large total output during the summer months. One good feature is that the quality of the present make seems quite good.

	Per lb.
Fresh creamery print	0 21 0 23
Creamery solids	0 20 0 21
Farmers separator butter	0 18 0 19
Dairy prints, choice	0 16 0 18
Fresh large rolls	0 15 0 16
No. 1 tubs or boxes	0 17
No. 2 tubs or boxes	0 16

Eggs.—Quotations on eggs remain unchanged. There are no marked features in the market just now. A fairly large arrival from country points is being experienced while demand is also at an appreciable figure. The warm weather brings a certain amount of loss in handling eggs which is not present during the cooler weather. Locally surplus stocks are being cared for by cold storage.

New laid eggs	18 0 2
---------------	--------

Cheese—Prices on cheese are unchanged but maintain their steadiness. Prices are steadier at country boards. Trade is only normal.

New cheese—		New twins	0 12 1/2
Large	0 12	Stiltons	0 14 1/2 0 15
Old cheese	0 14 1/2 0 15		

THE CANADIAN GROCER

Poultry.—Trade in poultry is reported quite dull. At times it will show some revival, but these times are far apart. Prices are the same as quoted for some time back.

Fowl.....	0 14	0 15	Ducks.....	0 17	0 19
Geese.....	0 14	0 15	Turkeys.....	0 16	0 18
Chickens.....	0 18				

WINNIPEG.

Provisions.—There has been a slight advance in nearly all lines of cured and dry salt meats during the last week. The price of live hogs has been advancing slightly, and select animals are now quoted for \$7.00 to \$7.25 per cwt. on hoof at stock yards in Winnipeg. Lard is holding firm, and the demand active, and there appears to be no reason for a change at the present time.

Hams, large.....	0 14½	Tomato sausage	
Hams, medium.....	0 15½	per lb.....	0 10
Breakfast bacon		Pork sausage.....	0 09
backs.....	0 19½ 0 20	Beef sausage.....	0 07½
Breakfast bacon		Lard, in tierces	
bellies.....	0 13 0 18½	per lb.....	0 11
Shoulders.....	0 13½	50-lb. tubs.....	5 65
Short rolls.....	0 15	20-lb. pails.....	2 30
Long, clear sides		10-lb. pails, cases.....	7 05
per lb.....	0 12½	5-lb. pails, cases.....	7 15
Boneless backs,		3-lb. pails, cases.....	7 20
per lb.....	0 15½	Compound, 20-lb	
Mess pork, bbl.....	22 00	pails.....	2 20
Mess pork, ½-bbl.....	12 50	Steers, heifers,	
		abattoir killed.....	0 11 0 11½

Butter.—The recent sharp decline in creamery butter owing to the arrival of supplies from the numerous factories throughout the province that are now in operation, has caused quite an increase in the demand for this grade. The present price is holding at 20c to 21c for fresh made bricks. Bad dairy butter is still present in large amounts, and it is difficult to secure the fresh, sweet, sound variety.

Creamery butter—	
Manitoba fresh-made creamery bricks.....	0 21
Manitoba fresh-made, boxes.....	0 20
Dairy butter—	
Strictly No. 1, delivered Winnipeg.....	0 16 0 18
No. 2, delivered Winnipeg.....	0 11 0 12
No. 3, delivered Winnipeg.....	0 07 0 09

Eggs.—Large supplies of eggs, known as Manitoba fresh, but not guaranteed as strictly fresh, are being received. Strictly fresh eggs cannot be secured in large enough quantities to supply the demand for the city trade. The price paid for Manitoba fresh is 18c per dozen while retailers are willing to pay a much higher price if they could secure strictly fresh.

Cheese.—Offerings of fresh made Manitoba cheese are increasing and jobbers are gradually starting to stock up. The

POULTRY REQUISITES

should be featured now. A number of your patrons are using incubators. Why let them get their supplies from the mail order houses? Show them that you can meet their requirements.

Incubators & Brooders

English and American, from \$8.50 up.

Write us for Catalog.

THE POULTRY & SUPPLIES SALES CO.

109 Place Youville

MONTREAL

price being offered by them to the factories is 10½c per lb., delivered in Winnipeg. Old Manitoba and eastern cheese can still be secured at 13c to 13½c, and 14c to 14½c, respectively.

Poultry.—Local supplies of live poultry are gradually arriving on the market although in pretty small quantities. The supply of spring chickens this year has been extremely light, fowls and turkeys forming the bulk of the offering. Prices are 10c per lb. for boiling fowl, and 14c for turkey, in Winnipeg.

LIVE POULTRY — DELIVERED AT WINNIPEG.			
Boiling.....	0 10	Turkeys, lb.....	0 14
EASTERN POULTRY			
Smiths Fallstur-		Boiling.....	0 17
keys.....	0 24½ 0 25	Geese.....	0 18
Chickens.....	0 21		

FOR LABELS THAT COME OFF.

When a label comes off a can do not put it on the shelf in that manner, rendering it difficult of sale and taking the profit off a whole dozen. Do not tie a string around it to hold it on either. It gives the impression to the customer that the can is an old one and the label has fallen off. Have a can of paste handy, so that as soon as unpacked the label may be replaced. It will pay you.

Order takers are not salesmen. An order taker is not far advanced from the slot machine, except that he moves about.



Keep Trouble Out of the Kitchen.

Her pudding is burnt.

Such disasters are occurring every day.

It isn't strange that such a dessert as

JELL-O

is the most popular with women. It doesn't have to be cooked, and so never burns, and it never goes wrong.

It helps to keep trouble out of the kitchen.

There are seven Jell-O flavors: Lemon, Orange, Strawberry, Raspberry, Cherry, Peach, Chocolate.

THE GENESEE PURE FOOD CO.,

Le Roy, N. Y., and Bridgeburg, Can.

Grocers: The use of alum in food products has not yet been prohibited in Canada. Your customers, however, are realizing more and more its injurious effects in foods. Alum is used in baking powder because its use lessens the cost of manufacture. Would it be consistent for you to recommend your customers to buy alum baking powder?

MAGIC BAKING POWDER



Contains no Alum and conforms to the high standard of Gillett's Goods.

**E. W. GILLETT COMPANY LIMITED,
TORONTO, ONT.**

WINNIPEG

MONTREAL



You Can Add \$20.00 Monthly to Your Income

**IF YOU WILL ACT AS MACLEAN'S SPARE
TIME REPRESENTATIVE IN YOUR TOWN**

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from \$5 to \$50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

Send for our plan now. Write a letter, or a post card will do. It will bring you, by return mail, complete particulars.

MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE.
TORONTO, - - ONTARIO

CANADA: No better Country

MOTT'S No better Chocolate

WOTT'S DIAMOND CHOCOLATE

"Elite"

true to its name, the best cooking and drinking chocolate made.

Diamond

nothing better for eating in this style is made anywhere **AND IN ADDITION** good profits to the retailer.

Ask your jobber.

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

SELLING AGENTS:

J. M. Douglas & Co. Montreal	R. S. McIndoe Toronto
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Frank M. Hannum, Ottawa	Johnston & Yockney Edmonton

Carr & Co. CARLISLE ENGLAND

Purveyors of Biscuits to H.M. the King

If you stock Carr's you will have varieties to satisfy every taste and suit every occasion.

Carr's Biscuits will reach you in air-tight tins and in as crisp a condition as when they left the factory.

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Montreal and Toronto

Hamblin & Breton,
Winnipeg and Vancouver, B.C.

L. T. Mewburn & Co., Ltd.,
Calgary

T. A. MacNab & Co. St. John's,
Newfoundland




BRAND'S A 1 SAUCE

There's something in the taste of Brand's A 1 Sauce which distinguishes it from every other similar line.

The difference results from the better ingredients and formulae, and the great care taken in factory conditions and surroundings where these goods are packed.

The difference is decided enough to make your trade ask for A 1 Sauce. Put up in neat bottle, and makes a good shelf stock. Secure your stock now, your profit is sure.

BRAND & CO., LIMITED Purveyors to H.M. the King
MAYFAIR, LONDON, ENGLAND

NEWTON A. HILL, 25 Front St. East, TORONTO H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER, B.C.

F

The flour same as steady, at least higher prices, season of possibility on the face of condition quantities. After a market it oment be than it weeks. broke sh cents a l this we there, w that the eluded c control. however, the gam Crop i two will intereste Fall wh so far c been exc that tov dry wea wheat u no fear but it h a consi yet.

Flour. show an steady There is Winter whe Straight roll Manitoba la " at " at " at Cereal quiet wi well ma pened du Fine oatmes Standard on Granulated Bolted oorn Rolled oats,

Flour and Cereals Still Unchanged

Situation in Both Lines About Same as a Week Ago—Prices Steady—Mills not Predicting Upward Movement Under Present Wheat Prices—Fluctuations in Wheat During Past Week—Conditions so Far.

The flour situation is practically the same as a week ago. While prices are steady, there is no particular firmness, at least millers are not predicting any higher prices under present wheat quotations, but it is hinted that at this season of the year there is always a possibility of crop news exerting an effect on the market. Most millers seem to be satisfied with the amount of trade being done, considering the season. In the face of the present favorable crop conditions, dealers are buying in small quantities only.

After a week of fluctuating, the wheat market is back at about the same position it occupied a week ago. The movement began by the cereal going higher than it had during the preceding few weeks. The July wheat at Chicago broke sharply on Saturday, declining 3½ cents a bushel, with a further reduction this week of 2½ cents. The opinion, there, was that the end had come and that the manipulators had finally concluded circumstances were beyond their control. Others held to the opinion, however, that it was merely a part of the game to shake the weaker element.

Crop reports for the next month or two will be watched carefully by those interested in wheat or its products. Fall wheat is pretty well advanced and so far conditions on spring wheat have been excellent. It will be remembered that towards the end of June last year, dry weather forced the price of spring wheat upward. However, there seems no fear of lack of moisture for a time, but it has to be remembered that it is a considerable time before harvest yet.

MONTREAL.

Flour.—The flour market does not show any change this week. Prices are steady with the demand maintained. There is little to relate at present.

Winter wheat patents, bbl.	4 80
Straight rollers, bb	4 30
Manitoba 1st spring wheat patents, bbl.	5 30
" straight patents, bbl.	4 80
" strong bakers	4 60
" second	4 20

Cereals.—The market in rolled oats is quiet with prices steady and the demand well maintained. No feature has happened during the week.

Fine oatmeal, bags	2 35
Standard oatmeal, bags	2 35
Granulated "	2 35
Bolted cornmeal, 100-bags	1 70
" rolled oats, bags, 90 lb.	2 15
" barrels	4 60

TORONTO.

Flour.—On the whole, the flour situa-

tion remains without change, as after an up-and-down season, wheat is about in the same position as a week ago. While millers are not looking for any change in flour prices under present wheat quotations, there is always a possibility of speculation affecting prices of the raw material. Trade continues steady.

Manitoba Wheat.	
1st Patent, in car lots	5 10
2nd Patent, in car lots	4 60
Strong bakers, in car lots	4 40
Feed flour, in car lots	3 00 3 20
Winter Wheat.	
Straight roller	4 15
Patents	4 50
Blended	4 50

Cereals.—The situation in cereals is practically unchanged. Rolled oats are steady under similar conditions for the raw material. Trade is fairly well maintained.

Rolled oats, small lots, 90 lb. sacks	2 25
" 25 bags to car lots	2 15
Standard and granulated oatmeal, 68 lb. sacks	2 45
Rolled wheat, small lots, 100 lb. bris.	2 75
" 5 bris. to car lots	2 65
Cornmeal, 100-lb. bags	1 75 1 90

WINNIPEG.

Flour.—The domestic demand for flour has been rather quiet during the week and export dull. Prices offered for the latter have been slightly higher than formerly, but they are still out of line. In spite of the fluctuation of the wheat market, the prices for the different grades have held firm, and are selling as follows. First patents, \$2.65, 98 lb. sacks; Second, \$2.45; strong bakers', \$2.25; First class and common grades, \$1.25.

Cereals.—With the growth of the spring grasses, the demand for feeds has been falling off in both east and west. In spite of this decrease in the demand, stocks of feed are so light that prices are well maintained. Rolled oats and oatmeal are in good demand, and show no likelihood of falling off. Rolled oats is quoted at \$1.90 per sack, standard, and guaranteed oatmeal at \$2.40. The wholesale price of cornmeal, which is also in good demand, is \$1.75.

Barley, per ton	18 00
Shorts, per ton	30 00
Chopped Feeds—	
Barley, per ton, in sacks	25 00
Oats	25 00
Earley and oats	25 00

READY-MADE CARD PHRASES.

Ask us about the food value of cheese.
Ask for what you don't see.
High in quality—moderate in price.
Has a taste not soon forgotten.
Fruit—fresh, sound and delicious.
Pure food laws rule in our candy department.
The best that money can buy.

SOME PEOPLE

are prone to declare that there can be little or no difference in quality between one line of Soda Crackers and another. But if such people will just compare the lightness and crispness of a Mooney's Perfection Cream Soda with any other make of cracker they will realize at once that there is a big difference in favor of Mooney's.

Try it.

The Mooney Biscuit & Candy Co., Limited

Factories at

STRATFORD, ONT.
WINNIPEG, MAN.



MAPLEINE is now



Thoroughly Established in Public Favor as The Flavor de Luxe for

Puddings, Cake Fillings and Ices, Ice Cream and all Confections

By its use with sugar syrup an unsurpassed table delicacy may be made at home

Be sure that it is on your shelves.

Consult your jobber.

Frederick E. Robson & Co., Sales Agents
26 Front St. E., Toronto
Crescent Manufacturing Co., Seattle, Wash.

The Sardines That Were Never Sold

An Incident or Two Going to Prove That Goods do Not Sell Themselves and That Differences in Price Which Can Not be Explained Are Not Conducive to Sales—The Transaction in Pickles.

In a grocery store not long ago, a customer while making a purchase, inquired the properties of some peanut butter, which was lying on the counter.

"I don't know," replied the clerk in an unconcerned manner. "I never tried it. They use it for making sandwiches, I think."

This was a man behind the counter, being paid wages for selling goods. He had no knowledge of this article or what it was used for. He put forth absolutely no effort to make a sale of it to a customer who was already interested enough in it to make an enquiry regarding it.

How different were the tactics of a clerk in another store and how much more valuable was he to his employer. He understood his goods and their uses and also made a good, honest effort to introduce them to customers. In this case it was also peanut butter that occupied a position of prominence upon the counter. Having completed the customer's order he picked up a jar of the butter with: "Would you like to try some peanut butter, Mrs. Customer? It is excellent for sandwiches for picnics and home luncheons."

What Some Clerks Say.

In answer to her inquiries, he described what it tasted like and how used and was successful in making his sale.

Often, a clerk, asked regarding the kinds of sardines he has, will say: "Five, ten and fifteen cent cans." When asked the difference between them the answer often is: "Well, I don't really know what the difference is. These 15 cent one's must be the best."

One clerk was even heard to say in explanation: "the dearest ones are imported from some other country and it costs more to get them here. They have to be sold at a higher price."

The customer did not feel like paying a high price for sardines merely because they had traveled farther and therefore did not buy.

But there are many clerks who do understand the reason and are able to point out definitely just why one sardine is worth more than another.

Differences Expressed.

"Well, in the first place," one clerk was heard to remark, "this cheap sardine is a larger and coarser fish and is necessarily through its cheapness not sufficiently covered with oil to be perfectly preserved. These dearer ones are

smaller and more tender fish, are packed in pure oil olive and well preserved. I would advise you to take the better line, as they are worth the difference in price."

Such a talk on the merits of the different articles was an intelligent one, showing that the clerk had studied his goods and that he knew that quality appealed to customers more so than price.

Selling Pickles.

"How about pickles, Mrs. Customer?"

asked a clerk recently: "Here is a high grade line made from the choicest vegetables and vinegar, which I can recommend."

"They look nice," commented the customer.

"Yes, and the taste compares favorably with the looks," returned the clerk. "The Blank brand is notable for its tastefulness."

"How much are they?" asked the customer.

"Fifteen cents a bottle."

"They are a little too dear for me," said the customer.

"Yes, they are higher than some pickles can be bought at, but I think they are worth the difference."

"Well, I will try a bottle and find out," concluded the customer.

A RALLYING CRY TO BATTLE WITH THE FLY

Season Arrived When Little, Black, Buzzing Pests Commence to Make Themselves Felt—The Goods and Equipment Whose Usefulness is Spoiled—Each One May Carry Millions of Germs.

The season for flies, that pest of the grocery store during the summer months, is with us and the grocer should now take steps to keep the number that visit the store down to the lowest figure possible. Not only does their presence in the store where food is sold, seem particularly bad, but they also destroy food if exposed enough and spoil the appearance of the fixtures and shelvings.

The remedy begins with a careful cleaning up of the premises surrounding the store. Piles of filth and rubbish are breeding grounds of the fly and for this reason, attention should be given to the removal of all debris that might prove an attraction for them. Not only should this be looked after at the beginning of the season, but during the whole summer. Many grocers make their back yard a dumping ground for spoiled fruit and vegetables which attract the flies. A covered barrel should be kept for this stuff and it should be removed at intervals.

The next step in preventing their appearance within the grocery store is a careful screening of all openings. It will pay a grocer to provide these and it should be done early in the season before the little buzzers have secured a foothold in the premises.

Then, measures should be taken to destroy any that may gain entrance. This should be commenced early in the season even while the number is yet small. More benefit is derived by the extermination of one fly early in the season than a great many more later on as their numbers increase with startling rapidity.

Many grocers find their windows almost useless during the summer because being well lighted they are a gathering place for all the flies in the store unless screened off. Of course the smaller the number in the store, the smaller the number that will find their way to the window. Many grocers have fitted the back of their windows with screens, which keep out the flies, allow the light through and also keeps the air in the window fresh so that goods like fruits, vegetables, etc., will not spoil when placed in it.

These screens are generally made up of two or three sections extending from the bottom to the top of the window, that they can easily be removed to allow the window to be trimmed.

A fly in walking about in filth, and refuse can collect anywhere from a few hundred thousand to six million fecal germs on its legs, wings and the rest of its body. That's worth thinking about.

THINGS THAT SHOULD NOT BE.

Smoking or encouraging others to smoke in the store.

Licking your fingers every time you take up a sheet of paper in which to wrap butter.

Leaving goods on the counter after showing them to customer.

Sweeping crumbs and paper off the counter on the floor to be trampled on.

Reading a paper when customers are waiting to be served.

Allowing customers to try to open the door when they have an armful of parcels.

**THE SAUCE
THAT MADE
THE OTHERS
ADVERTISE**

HOLBROOKS

Imported Absolutely!

The rapid growth of the sale since its introduction into Canada six years ago---due to its excellent quality, moderate price, and supported by live and persistent advertising, has attracted unusual interest even from competitors---a sure proof of its growing popularity.



HOLBROOKS WORCESTERSHIRE SAUCE sells at a popular price---25c., and yields a larger profit to the retailer than any other advertised sauce.

HOLBROOKS LIMITED

FOUNDED WHEN GEORGE THE THIRD WAS KING
CANADIAN AND AMERICAN OFFICES:

40 SCOTT ST.

MANAGER
H. GILBERT NOBBS

TORONTO

Head Office and Manufactory - Birmingham, England

Vinegar and Its Constituents as Viewed by Expert

By A. McGill, Dominion Analyst.

Vinegar appears to be marketed in Canada as Malt Vinegar, White Wine Vinegar and Cider Vinegar, or simply as vinegar, without any distinctive name. It is probable that much of the vinegar offered is fundamentally a spirit vinegar, with additions of flavoring and coloring matter which imitate malt, cider and wine vinegars. There is the further suspicion that considerable amounts of acetic acid, made by the destructive distillation of wood, as a bye-product in the wood spirit industry, are employed in vinegar making, and, of course, without acknowledgement of the fact.

Provided that the acid so used is properly refined, it is identical with refined acetic acid from any other source, and is unobjectionable from the point of view of healthfulness. But, being entirely flavorless, it is not a vinegar, and cannot be sold as such unless artificially flavored; when, if sold at all, it should be honestly labelled as artificial or imitation vinegar. There can be no doubt that the genuine vinegar industry suffers a serious handicap through the unfair competition of fictitious substitutes for vinegar; or that the buyer who desires a genuine vinegar is frequently deceived by the substitution of a spurious article, whether with or without knowledge of that fact by the retailer. Nor can this

undesirable condition of things be successfully met until a workable definition of vinegar, in the generic sense, is made legal; and until the various kinds of vinegar which are found in commerce, are recognized and defined by law.

Some of the proposed standard definitions in regard to vinegar are:—

Vinegar is a liquid containing not less than 4 grams of acetic acid, nor more than 8 grams of acetic acid per 100 cubic centimeters; and when sold or offered for sale under a name which indicates a particular source, as Cider Vinegar, Malt Vinegar, Wine Vinegar, etc., it must be actually derived from such source.

Concentrated Vinegar, Vinegar Essence, etc., is a liquid containing more

than 8 per cent. of acetic acid, and must contain nothing which, when it is diluted to the strength of vinegar, and used as such, is harmful to health.

When vinegar is asked for, it is held legally proper to supply any one of the above named species. When a specific vinegar is asked for, it is unlawful to substitute another kind, without declaration of the fact.

Show your clerks how to introduce new goods to customers. They will follow your example.

Do not simply sell what customers ask for but call their attention to other lines also.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, NEW YORK

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered
U. S. Pat. Off.

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

Walter Baker & Co., Ltd.

Established 1780

DORCHESTER, MASS.

By Royal



Letters Patent.

NELSON'S
*Gelatine and
Liquorice*
LOZENGES

Should be in your confectionery department.

**C. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.**

ROYAL BAKING POWDER

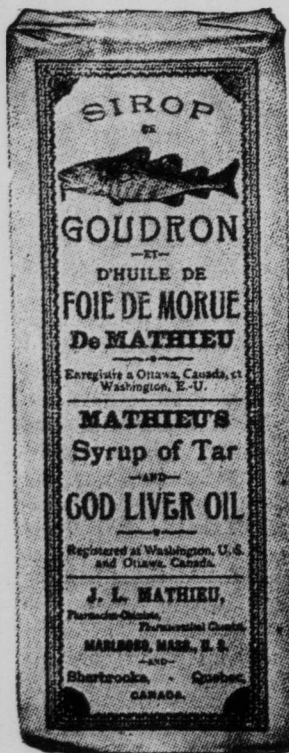


Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities. Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

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

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
 Winnipeg, Edmonton, Vancouver
 L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Every Little Bit Added to What You Have, Mr. Grocer, Makes a Little Bit More.

You want to save just as much as possible in buying and not spend money where there is no necessity.

MACARONI VERMICELLI SPAGHETTI

Made
in
Canada

No Customs Duty

Our goods are guaranteed to be of the highest order. Made by machinery worked on automatic principles and of the most modern type. Skilled men from France alone find a place on our staff and they are well aware that *the rich hard wheat of Manitoba is superior* to the best Russian quality which they were accustomed to use in making the goods in France.

Get in on our prices.

L'ETOILE

("Cie Francaise de Pates Alimentaires.")
 6-9 Harmony Street, Montreal.

New Lemons

First arrivals of Verdellis will arrive this week. Fruit is reported to be fancy.

ORANGES

Late Valencias are very fine. Still have few cars of Navels (Volunteer Brand) to arrive.

PINEAPPLES

Are now at their best.

Strawberries, New Cabbage, New Potatoes, Wax Beans, Tomatoes, Egyptian Onions, Texas Bermuda Onions, also Crate Bermuda Onions.



25-27 CHURCH ST TORONTO
are Largest Receivers

Verdellis

The First Shipment for the Season arrived.
The Finest are packed under
"St. Nicholas"
and
"Home Guard"
but
Puck, Kicking
and **Leaf** brands
are very fine.

Buy **Tranizzi's Verdellis**
They're the Goods.

J. J. McCABE
AGENT
TORONTO, ONT.

Pineapples Higher--Strawberries Lower

Pines go up, Instead of Down, as Expected—Strawberry Arrivals Heavier—Prices Lower—Some Arrivals of New Lemons and Future Prices Depend Largely on Weather—Watermelons Well Received—Shipments Small—Large Offerings of Coconuts From Primary Markets.

It was expected by most dealers a week or so ago that lower prices would be seen in pineapples, but instead prices are somewhat steadier. From New York comes a report of a higher market also.

One report says: "The bulk of the crop has been shipped and received and each week will now show lighter receipts. It does look as if the market on pines will be well maintained to the end of the season, especially if stock arrives in as good condition as heretofore."

The advent of large supplies of strawberries will no doubt curtail the demand for pines to some extent on Canadian markets.

Lemon prices seem to be fairly well maintained. Demand has been quite good and although there have been some arrivals of new stock on Canadian markets, supplies are none too large as yet. While there may be some November cuts, there is no great quantity so that the market has to depend on New Verdelli for a time. On the way to New York from Mediterranean ports, are 173,800 boxes of lemons for different markets in the United States and Canada. However, one prominent dealer said: "The demand is large even now and with the advent of the real warm weather, with present stocks comparatively small, I expect present prices to at least be maintained." Much depends upon the weather handed out during the next month or so.

Strawberries from Canadian points are arriving in increasing quantities and prices are accordingly tending lower. Reports from points of production seem to indicate a big crop of berries this year, weather conditions so far being quite favorable.

Tomatoes are coming from the south in increased quantities and the tendency of prices is downward. Watermelons from Florida have made their bow to the fruit trade and have been well received. Shipments, however, so far have not been large. Cherries are also arriving while peaches and apricots will begin now to come along, although prices will be high for a time.

MONTREAL.

Green Fruits.—A good steady business is reported. Strawberries are lower in price and Canadian fruit is beginning to be felt in the market. New pineapples of fine quality are going out steadily

with the demand good. Apples are nearly done. Bananas are moving along at a great clip. Lemons are a little lower this week, but with warmer weather there will be a different tone to the market. Limes, like lemons, are scarce.

Apples, bbl.	6 00	8 00	Oranges—	
Spies.....	7 00	8 00	Valencia.....	3 75
Bananas, bunch..	1 63	1 85	Sorrento.....	2 75
Bananas, crated.	2 00	2 25	Mexican.....	1 75
Coconuts, bags.	4 25	4 75	Pineapples—	
Grape fruit, Flo.	3 01	4 75	Florida, case...	2 00
Lemons.....	4 50	5 00	Strawberries, N.	
Limes, a box	1 75		Carolina.....	0 14

Vegetables.—Asparagus is becoming scarce and will soon be off the market. New Florida potatoes of the best quality jumped in price to \$8.50. Scarcity of the A1. kind is given as the reason. Tomatoes from Mississippi are more liberal in their shipments with the price down to \$1.25. There is a good steady demand of the early vegetables.

Asparagus, Canadian, basket	2 25	Onions—	
Beans, hamper.....	3 60	Egyptian, bag... ..	2 50
Beets, doz.....	1 25	Bermuda, crate.. ..	3 50
Carrots, doz.....	1 25	Florida potatoes,	
Cabbage, crate..	3 80	new, per bbl... ..	7 25
Cucumbers, bas.	2 75	Potatoes, bag	1 25
Cukes.....	2 00	New Bermuda	
Garlic, 2 bunches	0 25	potatoes, bbl.	6 50
Green Peppers,		Parley, doz.....	0 60
small basket	1 25	Parsnips, bag	1 00
Leeks, doz.....	1 75	Radishes, dozen	
Lettuce—		bunches.....	9 30
Canadian lettuce		Spinach, bbl.....	1 75
per doz.....	1 50	Tomatoes, flats.	1 25
		Turnips, bag.....	1 50

TORONTO.

Green Fruits.—Strawberries are arriving in larger supply and prices are gradually tending downward, being offered this week at from 9 to 11 cents, but the changing market makes it almost impossible to make quotations. Prices of lemons have been maintained, and \$4.50 to \$5.00 is the ruling quotations. Some quantities of New Verdelli have been received but the demand is heavy, so that prices have kept up. There are some November cuts on the market but no quantity. The first watermelons from Florida made their appearance on Thursday last, and are ruling from 50 to 65 cents. Shipments have as yet been rather light. Pineapples are in quite brisk demand but are being replaced to a certain extent by strawberries. Most dealers expected prices to go downward but at present they are unchanged to a shade steadier. Mississippi tomatoes are slightly easier, 4-box crates bringing \$1.50 to \$2.00. Some small quantities of peaches have been received, selling at a high figure. Both peaches and apricots will start to come along, now, but prices will be high for a time. The summer quarters

of the wholesale fruit men at the foot of Yonge street opened on Monday.

Bananas..... 1 00 1 75	Navels, large... 3 00 3 50
Cocoanuts, sack 4 75	Navels, small... 3 75
Grape Fruit—	Pineapples crate 2 50 3 25
Florida per case 4 50 5 00	Strawberries—
Lemons—	Canadian, qt... 0 19 0 11
California..... 3 50	Tomatoes, case
Messina..... 4 50 5 00	of 6 baskets... 3 75 4 25
Limes, box..... 1 25 1 60	Tomatoes, 4 box
Oranges—	crate..... 1 50 2 00
Late valencias... 3 75 4 75	Rhubarb, doz... 0 25 0 40
Med. sweets... 3 00 3 50	Cherries, 10-lb.
	boxes..... 3 00

Vegetables.—Trade is fairly satisfactory in vegetables, new goods particularly being in demand. Wax and green beans are temporarily higher. The same is also true of new potatoes which are quoted as high as \$1 in 2-bushel bags. Canadian new stock will not arrive until July. The situation in old potatoes is practically unchanged, both supplies and trade remaining steady and the present quotation of \$1.10 per bag ruling.

Beets, Louisiana	Onions—
doz..... 6 75	Texas, case... 2 00
Canadian beet,	Egyptian, sack 2 50
bag..... 0 60 0 75	Potatoes, Onta-
Cabbages, South	rio, bag..... 1 10
Carolina..... 3 50	Potatoes, new,
Carrots, new,	hamper..... 2 00
box 3 to 4 doz. 1 75 2 00	2 bush. bags... 3 50 4 00
Cucumbers,	Parsley, per doz 0 75
hamper..... 2 50	New turnips, p r
Wax beans, ham-	11-qt. basket. 0 50
per..... 2 25 3 00	Asparagus—
Green beans,	Canadian, doz... 0 75 1 00
hamper..... 2 00	Spinach—
Lettuce, Cana-	Hamper..... 0 35 0 50
dian, head.... 0 25 0 30	

Royal Crest

BRAND

Late Valencia Oranges

We are sole distributors for these elegant juicy, thin-skinned, highly flavored oranges. You haven't seen or tasted the best in summer oranges until you have tried Royal Crest.

Full supplies of WATERMELONS, CHERRIES, STRAWBERRIES, VEGETABLES for Coronation Day.

WHITE & CO., Limited

TORONTO and HAMILTON

Canadian Strawberries

ARE NOW READY

If you do not receive our weekly quotation card, send us your name.

STEVENS & SOLOMAN

GROWERS AND SHIPPERS OF
Canadian Fruits and Vegetables
HAMILTON, ONT
PHONES 1990—3200—2700

Home Grown Strawberries

Receipts of Canadian Berries to date have been heavy, and the quality excellent. Send along your orders.

Oranges, Pines, Bananas, Tomatoes, New Potatoes

Received our first Verdelli Lemons this week.

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO



BUSTER BROWN



Verdelli Lemons

Our Verdelli Lemons are the finest fruit ever exported to Canada. Be sure you mention in orders to your wholesaler our brands or our name.

W. B. STRINGER, Sales Agent
FRATELLI FOLLINA, Packers



Fish - Oysters



The Halibut is Favorite Line of Fish

Good Demand for That Species—Trade in Fresh Fairly Good—
Brook Trout Not Arriving Freely—Shad Higher This Week—
Mackerel Along the Shore of Nova Scotia—Good Catch Reported.

The warm weather fish business has been fairly good. It is steady and without feature except that last week contributed considerable extra business. Halibut and B. C. salmon are favorites with haddock and cod getting a large share of the eastern trade. Brook trout are advanced in price because of the fact that they are not arriving freely. Shad are higher this week.

Nova Scotia reports that mackerel have now struck in along the shore in large quantities and some good catches have been made. The mackerel are reported a fine run, being of a good size. A large proportion of the catch is being placed in cold storage. Lobsters are doing fairly well, especially on the Cape Breton coast.

QUEBEC.

Montreal.—There are plenty of fish of all the leading lines, the only shortage being felt in shad and brook trout. An advance is quoted in brook trout and shad this week. Gaspé salmon is down to 18 cents and is arriving freely.

The demand for fish continues appreciable and is held on a satisfactory basis. Halibut, haddock and cod are freely asked for and are in good supply.

FRESH

Alewives (shad herring) per 100 fish.....	2 00	Halibut, express per lb.....	0 09	0 10
Bluefish, per lb.....	0 15	Salmon, B.C., lb.....	0 18	
Dressed perch, per lb.....	2 10	Salmon, Gaspé lb.....	0 18	
Dressed bull-heads, per lb.....	0 10	Shad, buck, each.....	0 30	
Haddock, per lb.....	0 04½	Shad, roe, each.....	0 60	
Haddock, fancy shore, per lb.....	0 05	Sea trout, each.....	0 10	
Steak cod headless, per lb.....	0 05	Sea bass, per lb.....	0 10	
		Lake trout, lb.....	0 11	
		Brook trout, lb.....	0 25	
		Pike, per lb.....	0 08	
		Pickled or dore.....	0 11	
		Whitefish, lb.....	0 11	

FROZEN

Codfish.....	0 03	0 03½	Salmon, B.C. red 0 09	0 10
Haddock.....	0 03		Gaspé salmon, per lb.....	0 18
Halibut, per lb.....	0 09		Qualis salmon.....	0 09
Pike, round lb.....	0 05		No. 1 Smelts, boxes, 10 and 15 lbs. each.....	0 07
Pike, dressed & headless, cases 150 lbs. per lb.....	0 06		Whitefish, large, lb.....	0 07½
Tras pike.....	0 05		Whitefish, small.....	0 06
Steak cod.....	0 04			
Mackerel.....	0 11	0 12		

SALTED AND PICKLED

Labrador sea trout, bbls.....	12 00	Salmon, B.C. red, bbl	14 00
Labrador sea trout, half bbls.....	6 50	" " pick, bbl	12 00
No. 1 mackerel, pall.....	2 00	" " Labrador, bbl	14 00
" " bbls.....	8 00	" " " bbls	8 50
Scott's herring, No. 1, bbl.....	12 00	" " " trols.....	21 00
Lake trout, half bbl.....	6 00	Salt cod, per lb.....	0 07
Choice mackerel, half pall.....	2 00	Sea trout, ¼ brl.....	8 50
		Sea trout, bbls.....	12 00
		Scotch herring.....	8 00
		" " keg.....	1 00
		Holland herring, ¼ bbl	8 75
		" " keg.....	0 75

SMOKED	
Bloaters, large, per box, 60s.....	1 10
Haddies.....	0 08
Herring, new smoked, per box.....	0 25
Kipper herring, per half box.....	1 00
New filets, per lb.....	0 10
SHELL FISH	
Shell oysters, bbl, choice.....	12 00
XXX Shell Oysters.....	10 00
Lobsters, live, per lb.....	0 35
Oysters, choice, bulk, Imp. gal.....	1 40
bulk, selects.....	1 60
Solid meats—Standards, gal., \$1.75; selects, gal., \$2.	
PREPARED FISH	
Boneless cod, in blocks or packages, per lb.....	7, 8, 10
Shredded cod, 2 doz. in box, per box.....	2 00
Skinless cod, 100 lb. case.....	6 75

ONTARIO.

Toronto.—There is little change in fish from a week ago, prices remaining the same. Trade is inclined to be quiet, which is, however, natural for the season. A fair quantity is being sent out to the trade, fresh fish being the big item. The season of biggest supply for brook trout is over, but supplies are as yet fairly plentiful and large enough to take care of demand.

FRESH CAUGHT FISH

Steak cod.....	0 07½	Fresh caught white.....	0 10
Fresh halibut.....	0 07	Fresh caught herring.....	0 05
Porch.....	0 05	Haddock.....	0 06
Fresh trout.....	0 09	Pickled.....	0 10

FROZEN FISH

Whitefish.....	0 05	White fish, winter caught.....	0 08
Pink sea salmon.....	0 08	Yellow pickled.....	0 04
Round red.....	0 09	Mullet.....	0 04
		Bluefish.....	0 12

SMOKED, BONELESS AND PICKLED FISH

Acadia 3-lb. box per case.....	5 40	Haddock, Finnan.....	0 08
Shredded cod.....	2 25	Pickled lake herring.....	2 20
Cod, Imperial, per lb.....	0 06	Onion toast, per lb.....	0 07
Filets, per lb.....	0 12	Shrimps, per gal.....	1 25

NOVA SCOTIA.

Halifax.—The local fish market is now active. Mackerel have at last struck in along the coast in large quantities, and some good catches have been made. One vessel made a haul of 15,000 fish and another landed 10,000. It is estimated that over thirty thousand fish were landed here this week. The first fish were disposed of for 12 cents each, and about the middle of the week the price declined to ten. The mackerel are a fine run some of the fish weighing from three to four pounds. A large quantity of the fish are being placed in cold storage. There have been several arrivals of dry fish from outside parts during the week, but there are not enough coming in to supply the demand. Prices have been well maintained at all points. Some of the finest salt cod fish mar-

keted here this week, sold for \$6.90 per quintal. Sales of fresh cod, haddock, and halibut are light, owing to the demand for mackerel. Salmon are now coming on the market in fairly good quantities and the price has dropped to twenty-two cents per pound. Lobsters continue fairly plentiful and the demand is good. All the fishermen on the Cape Breton coast are doing well.

WINNIPEG.

Fish.—During the week the first arrival of fresh white fish caught in Lake Winnipeg made its appearance on the market at 9c per lb. The supply to date has been light but is gradually increasing. The demand for smoked fish is still active, and the price holds steady.

FISH (FRESH)

Salmon, per lb.....	0 16
Halibut, per lb.....	0 10
Fresh lake trout, per lb.....	0 12
Lake Winnipeg white fish, per lb.....	0 09

SMOKED FISH

Kipper herring, per box.....	2 00
Smoked Salmon, per lb.....	0 20
Holland herring, per keg.....	0 65
Filets of haddock.....	0 12
Smoked cod.....	0 12
Labrador herring, ¼ barrels.....	4 25
Bloaters, per box.....	1 50
Smoked goldeyes, dozen.....	0 50
Finnan haddies.....	0 08½

NEWFOUNDLAND.

St. John's.—From the northern part of the island, reports have been received that along the French shore, where numerous schooners are operating not a fish had been put under salt. Caplin have not come to the shore as yet and on account of the ice pack the fishing schooners are unable to get around Quirpon and up the straits, the course generally adopted when no fish are to be had on the shore. From exploits south there is a fairly good sign and some traps have a few quintals landed, but the majority have little. On the whole the northern cod fishery can be put down as a failure to date. Herring are plentiful, but the fishermen are not catching them, being engaged at the cod fishery. Fresh salmon are also plentiful.

Codfish, large and medium merchantable, per qtl.....	6 50
" " small.....	5 50
" " large Madeira.....	4 50
" " small.....	5 00
" " large and medium West India.....	5 00
" " small.....	4 50
" " Labrador.....	4 00
" " shore cured.....	5 80
Haddock.....	4 00
Herring, No. 1, large and medium, barrel.....	2 80
" " small.....	4 00
Lang.....	2 00
Lobsters, No. 1 flats, case 48 1-lb. tins.....	15 00
Salmon, per case 48 1-lb. tins.....	5 50
Salmon, No. 1, large and medium, tierce.....	18 00
" " No. 2, large.....	16 00
" " No. 3, large.....	14 00
" " No. 1, small.....	16 00
" " No. 2, small.....	14 00
" " No. 3, small, per case.....	6 50
Cod Oil, hardwood casks, tun.....	110 00
" " softwood.....	102 00
Cod Liver Oil gallon.....	0 70

HAVE THEM CALL.

It is all right to get orders by telephone but if you can get them to visit your store, so much the better, as you then have a better chance to introduce goods to them, and a better chance to make sales because you then have the goods to back up your arguments with.

The Finest Fish Obtainable

Careful selection of the sweetest fish caught in famous

Passamaquoddy Bay, and careful and skillful handling in a modern, sanitary factory have made

Brunswick Brand Sea Foods

the choice of all particular people.

They are unsurpassed in quality, have a flavor distinctly their own, and yield the dealer a liberal profit.

Are YOU handling this satisfaction-giving line? When ordering, be sure and get the name right.



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Connors Bros., Limited

Black's Harbour, N. B.

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Contractors to the Admiralty

They Lead in Any Company



Uniform quality and right packing have formed the basis of the reputation of

PURNELL'S

Sauces, Vinegars and Pickles

lines that never fail to please the particular palate.

Feature the complete "Purnell" Range! "Britain's Best" is none too good for your customers!

Sold by all jobbers.



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PURNELL & PANTER, LIMITED
Bristol, Eng. - - - Est. 1750

A Profitable Line to Handle!

There's a distinctive and delicate flavour about—



Order from your Wholesaler

"CONCORD"

Norwegian Sardines

that cannot fail to please your better-class customers. Moreover, there is an absolute guarantee of purity of contents on each tin. None but finest freshly caught autumn fish are used, all hard, tough fish being rejected. From 24 to 28 fish are packed in a tin, and the fish are mild cured and not too much smoked.

The profit selling "CONCORD" is a very "well worth-while" one

Don't forget the name "Concord" when ordering.

LIST OF AGENTS

R. S. McIldoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

Preparing Sea Herring for the Market

Urged That Adoption of Technical Mode of Procedure of Fisherfolk of Europe Would Revolutionize Standing of Herring—When Fishery was Cradle of Greatness—The Wealth of a Peru—Sixth Article.

By A. M. Payne.

In no other occupation does the sacrifice of home comfort compare with the fisherman's lot, besides the ever present risk of life itself for the bread-winner. Rarely have more eloquent terms of appreciation been uttered than the words of John Quincy Adams quoted in Des Brisay's History of Lunenburg:

"There is something in the very occupation of fishermen not only noble and beneficent in itself, but noble and exalted in the qualities of which it requires the habitual exercise. In common with the cultivators of the soil their labors contribute to the subsistence of mankind, and they have the merit of continual exposure to danger superadded to increasing toil. Industry, frugality, patience, perseverance, fortitude, intrepidity, souls inured to perpetual conflict with the elements, and bodies steeled with unremitting action, ever grappling with danger, and familiar with death,—these are the qualities which are called forth by the daily labors of the fisherman's life."

The Fisherman's Prayer.

A pathetic figure is the Breton fisherman, standing in his boat before leaving the harbor and with uplifted hands reverently invoking Divine protection. An English rendering of this brief prayer is a touching object lesson of devotional faith:

"Lord, ere we go, to Thee we trust our all;

Thy sea is mighty, and our boats are small."

Other eloquent pens have been inspired by the call of the sea and with a self-denial beyond all praise generous benefactors have shared the humble surroundings of remote fishery districts, building churches, school houses and hospitals and improving conditions of existence for the toilers of the sea in a marked degree.

Fisheries Develop Greatness.

Economic importance, however, must be regarded as an inevitable factor in the successful prosecution of the fishery industry with due regard to well directed sympathy and encouragement, public and private. It has been well said that the pursuit of the fisheries was the cradle of English sea power. Marvelous as the development of the interland of North America between sea and sea has proved, it may be remembered that while precious metals were the incentives in the tropical coast line, the fish-

eries and the fur trade were the chief impelling motives for enterprise in the North.

The Value of the Fisheries.

The Whitehall advertisement for the Cornwallis settlement in 1749, for instance, held out the prosecution of the fisheries as a special inducement towards gaining a livelihood. Contrasting land and sea resources, a century later at Detroit, Joseph Howe used these words:

"Let me draw your attention to the value of these North American fisheries. You have behind and around you here boundless prairies, which an all-bountiful Creator annually covers with rich harvests of wheat and corn. The ocean is our prairie, and it reaches away before and around us and Almighty God, for the sustenance of man, annually replenishes it with fish in myriads that cannot be counted, having a commercial value that no man can estimate. These great store-houses of food can never be exhausted."

If Rightly Managed.

Prophetic in its estimate of the wealth to be derived from the fisheries off our coast was the significant report of Villebon, an early governor under the regime of France in 1699. "If rightly managed; the province of Acadie is a Peru." Truly a pregnant forecast "IF RIGHTLY MANAGED."

In a just survey of the past it is to be noted that easy access to the fishery grounds and the unavoidable combination of other pursuits led to careless methods by our pioneer fisherfolk. The march of time, it must be admitted, has riveted these hindrances by inadequate official administrations as compared with development of resources of the soil. Of all the varied branches of the fishery industry none needs more urgent improvement than the handling of herring.

Herring Equipment.

As far as the actual catch is concerned, staunch boats and handy nets for in-shore ventures, with larger craft and larger nets for deep sea work have long been the rule. Brush weirs are still in use in the tidal waters of the Bay of Fundy, although often complained of. Torching is but a relic of aboriginal methods. In Nova Scotia waters the use of drift nets is almost the only mode now employed.

The transition from the tiny skiff,

with single net, and the shallop or whaler, with better gear, up to the gasoline and the thoroughly equipped sail or steam seiner or drifter carrying fifty, sixty or one hundred nets, as practised in British and North Sea waters, suggests co-operation by enterprising fishery dealers with a class of workers far more dependent on credit aid than any of their fellow laborers on the land.

Handling for Market.

The kernel of the question as regards brine salted herring is the adoption of the methods of the Scottish, Dutch and Norwegians in what may be termed a technical mode of procedure, viz., handling the catch for market as a separate branch. Can our fishermen be gradually weaned from old-time methods of hurried dumping into leaky barrels instead of leaving the catch in the hands of expert fisher lassies under capable direction?

If the official reports of recent years to bring about a betterment of the industry were supplemented by a local adaptation of Scottish fishery administration methods, leaky barrels and the unsatisfactory reputation of our salt herring would soon become things of the past. In view of the yearly influx of new settlers, home consumption for such a staple food product should increase by leaps and bounds, while the expansion of outside markets would stimulate export shipments to record figures in the not distant future beyond the shadow of a doubt.

PICNIC ON COAST.

Victoria, B.C., June 15.—The annual picnic of the local Retail Grocers' Exchange will be held at Goldstream on Thursday, July 20th, and arrangements for the event are well under way. An excellent field for sports is available at Goldstream as well as a large hall for dancing. Special train service will be provided for the occasion.

REPRESENTATIVES WANTED.

REPRESENTATIVES WANTED BY MAISON FRANCAISE for the sale of Comestible Oils. Apply, with references, to M. M. SCHWALBE & CIE, Maracille, France, and in French if possible.

DRIED APPLES

We have a few hundred pounds of Dried Apples for sale.

O. E. ROBINSON & CO.
INGERS' LL - ON ARIO

Would you like our Weekly Circular?

The manufacturers of a leading staple grocery line with an excellent connection, having found it advisable to canvass the retail trade—in addition to the wholesale, would be pleased to consider handling other lines on a commission basis throughout Ontario and the Maritime Provinces.

Address Box 391, Canadian Grocer

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better
For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM



Fly Time is Here

Now that the summer is upon us, and with it comes the household torment—the fly—be prepared to help your customers with

WONDER FLY KILLER

Put up in neat tray; when moistened with water kills flies instantly. It will last an entire season.
A reasonable money maker for you. Send for stock. The time is ripe for a big business, and the profit is good.

Dominion Agents:

Crystal Sealing Co.

204 Stair Building, Toronto Phone Adelaide 199

CURRANTS

We are proprietors of

“AFRODITE” brand, the best AMALIAS currant on the market.

“NACRISSUS,” fine FILIARTA currants

“ELEKTRA,” fine FILIATRA cleaned currants

and importers and distributors of

Highest-grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season. We solicit the opportunity to quote on your CURRANT needs at all times.

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JAMES S. MacDOUGAL, London
A. B. LAMBE & CO., Hamilton
W. G. A. LAMBE & CO., Toronto
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GREEK CURRANT CO.

124 WARREN STREET NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

DEALERS IN FRUITS

PINEAPPLE time is preserving time. See that you have ample stocks to meet the ever increasing demand. We are also headquarters for choicest VALENCIA ORANGES.

ORDER NOW

Lemon Bros.

Owen Sound, Ontario
and Sault Ste. Marie

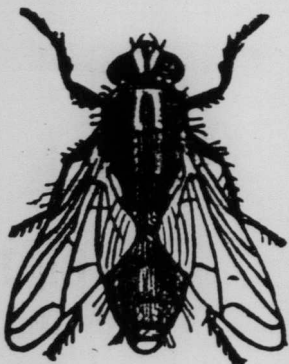
We are large BUYERS and dealers in WOOL. Country merchants should get in touch with us early for prices—an opportunity for you to do some extra trade and make extra profits.

WRITE AT ONCE

BUYERS OF WOOL

Wilson's FLY PADS

Have been on the market for thirty-two years, and the demand this season to date is 65 per cent. greater than ever before.



All Wholesale Grocers Sell

Wilson's FLY PADS


Do You Sell on Credit ?

Do you have the usual trouble with collections, "bad accounts," friction with customers and frequent loss of both customer and money? Then you need

Allison Coupon Books

They will stop the leaks, keep up collections, forestall arguments, please the customer.

HERE'S HOW THEY WORK



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

For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company, Indianapolis, Ind.

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order at our expense.

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

Grocer's Encyclopedia—The Coconut

Interesting Points Connected With the Cultivation of a "Goody" That is Widely Known, and Something of Its By-Products—The Manner of Its Growth—Making of Coconut Oil and Butter—Importance in Tropical Countries.

Cocoa or "coker" nuts, also known sometimes as "monkey" nuts, are the fruit of a species of palm tree which grows 50 to 90 feet high, in nearly all tropical countries, but thrives perhaps most about Nassau and Jamaica in the West Indies. It requires plenty of sunshine and wide-open air, and prefers a low sandy shore, where the roots can strike into sea water. The tree has no branches but is crowned with a bunch of sword-like leaves, each leaf being 12 to 14 feet in length and having a very strong mid-rib.

Lives to Good Old Age.

One tree yields annually about 100 nuts arranged in clusters of about a dozen each near the tops and bears for some 150 years. It is the most widely distributed of all tropical growths and it is questionable whether there is any species of tree so useful. Residents in temperate zones have little idea of its immense importance in tropical countries.

The outer husks of the nut are tough, and are usually stripped by men using two fine pointed chisels, and who by constant practise are able to open 10 to 12 hundred nuts per day. The fibre prepared from these husks is spun into a valuable species of yarn, which is used in making braided twine, matting and coarse brushes. The inner shells, when emptied of their pulp, make drinking cups, water bowls, etc. The nuts contain when green a milk, and it is this creamy substance that solidifies and afterwards forms the white pulp. Coconut pulp may be eaten raw, or grated and used for soup. It also yields coconut oil or butter, while our shredded coconut is also obtained from it.

Shredded coconut is the white fleshy part of the coconut, sliced and deprived of all humidity by evaporation. The nuts are first broken and the kernels removed, and then passed to a peeling machine, where the skins are neatly taken off. The "skinned" nuts are next washed in barrels and are cut or shred according to the class of product required. If shred, the mass is dried thoroughly in hot revolving pans, and thus acquires its desiccated condition.

Making Coconut Oil.

Coconut oil or butter is a rich but coarse granular white oil of buttery consistence extracted from the albumen or ripe kernel of the large, milky cocoa-

nut. It should not be confused with cocoa butter obtained from the same source as the ordinary drinking cocoas.

The oil is mostly extracted by cold dry pressure, although there is a wet process as well from the dried kernels. Eight or ten nuts will yield a quart of oil. Boiling the pulp breaks open the cells and as the oil is liberated, it rises to the surface and is skimmed off. While the sale of coconut butter is not large as yet in Canada, dealers say that it is showing some increase.

It is true that the sales of coconuts and its products do not reach any great proportions in this country, but they could undoubtedly be increased if dealers would give them some added attention. Merchants do not, seemingly, realize the varied uses which could be made of information regarding the source of supply in increasing the sale of such lines as these. People undoubtedly like to know where these articles are produced, how so and other interesting notes in regard to them, and it would undoubtedly be to the grocer's advantage to bring these facts before them.

Cocoanuts are a tasty article of food and their sale would increase with some additional attention, while shredded coconut would be used more extensively in cooking if the housewife were spoken to more often about it. Coconut butter is not well known by the consuming public and needs to be introduced to customers the same as any other new line of goods before the demand will be large.

Never Run Short of
SHAMROCK

**BIG PLUG
SMOKING TOBACCO**

Your client will buy his
groceries where he buys
his SHAMROCK tobacco

M c DOUGALL

Insist upon having them.
D. McDOUGALL & CO., Ltd., Glasgow, Scotland

CLAY PIPES

TANGLEFOOT



THE ORIGINAL FLY PAPER
FOR 25 YEARS THE STANDARD
IN QUALITY.
ALL OTHERS ARE IMITATIONS

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

Black Watch

The Big Black Plug
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

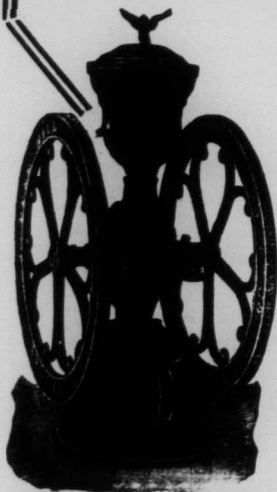


You are the man we want

—that is, if we haven't *yet* had the pleasure of putting an

**ELGIN
National Coffee Mill**

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd., Wm. Braid & Co.; Kelly, Douglas & Co. Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

**Woodruff & Edwards
CO.
ELGIN, ILL., U.S.A.**

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**CHEWING
TOBACCO**

Rock City Tobacco Co.
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Tuckett's

Orinoco

Tobacco

**NO BETTER
JUST
A LITTLE MILDER
THAN**



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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

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

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

FOR SALE.

FOR SALE—Department Store in good Alberta town. Stock \$25,000. Yearly turnover \$100,000. Address, Box 1226, Calgary.

FOR SALE—Up-to-date wholesale and retail tea, coffee, spice and specialty business in wide-awake Ontario city. An excellent business opportunity for a hustler who knows a little about tea. Will take part cash, balance on easy terms. Proprietor forced to leave on account of heavy business interests in the West. Box 389, CANADIAN GROCER, Toronto. (24)

GROCERY BUSINESS FOR SALE in Windsor, Ontario. Stock \$3,000. Will rent or sell property. Address Box 390, THE CANADIAN GROCER, Toronto. (30)

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Day Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT Flour guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. AMERICAN MULTIGRAPH SALES CO., Limited, 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

COUNTER CHECK BOOKS—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating Counter Check Books, and single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (17)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MISCELLANEOUS.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best Pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous MONARCH. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto.

KAY'S FURNITURE CATALOGUE No. 308 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. Write for a copy—it's free. John Kay Company, Limited, 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (17)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (17)

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PERIODICAL DEPT.

THE MACLEAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. MACLEAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Maclean's Magazine, Toronto.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

Diamond
1-lb. tins, 2
1-lb. tins, 3
1-lb. tins, 4
1-lb. tins, 5

Cases.
4-dozens...
3-dozens...
1-dozens...
3-dozens...
1-dozens...
1-dozens...



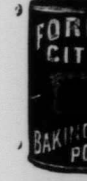
or more of



WHITE SW
White Sw
doz. in cas
1-lb. tins, 8



Cartoons—
No. 1, 1-lb.
No. 1, 1-lb.
No. 2, 5-oz.
No. 2, 5-oz.
No. 3, 3-oz.
No. 10, 12-oz.
No. 10, 12-oz.



DOM
Ayme
Sawberry
Raspberry
Black curr
Red curr
Raspberry
Raspberry
Raspberry
Raspberry
Raspberry
Raspberry
Plum jam



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. **JAMES K. PAISLEY, Prop.**

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15 1/2 Toronto St., Toronto 52 Canada Life Building, Montreal.

NO KITCHEN COMPLETE WITHOUT

KOKOBUT

PURE COCOANUT BUTTER.

Delicious flavor. Is much more economical to use than animal butter, 12 oz. of "KOKOBUT" being equal to 16 oz. of any other cooking material. Absolutely pure, never becomes rancid and keeps indefinitely. Highly digestible and nutritious. Unrivalled for frying, cooking and pastry. Every housewife wants "KOKOBUT" and you can do a very profitable business if you will only tell your customers about it. Packed in 1, 5, 10, 20, and 50 lb. packages and tins.

Sole Manufacturers

COCOA-NUT BUTTERS, Limited

206 Papineau Avenue, MONTREAL

WESTERN Incorporated 1851
ASSURANCE COMPANY

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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

W. B. Meikle, General Manager; F. H. Sims, Secretary

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

2 IN 1

THE WORLD'S BEST SHOE POLISH

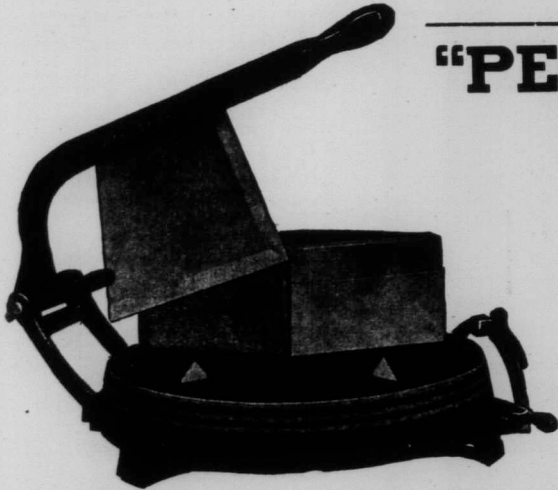
Men swear by it—Not at it

Lasts Surprisingly Polishes Rapidly Wears Off Slowly Is Waterproof

No grocer can afford to be without this rapid seller. It absolutely leads the field in shoe polishes.

The F. F. Dalley Co., Ltd.

HAMILTON, CANADA - AND - BUFFALO, N.Y.



"PERFECTION" CHEESE CUTTERS are MONEY-MAKERS

for the GROCER—We know they will do the work—and guarantee them.

Walter Woods & Co., Hamilton
Winnipeg



CLARK'S PORK AND BEANS in Tomato Sauce
Per doz
No. 1, 4 doz. in case... 0 50
No. 2, 2 doz. in case... 0 90
No. 3, flats, 2 doz in case... 1 00
No. 3, tins, 2 doz in case... 1 25
No. 4, 1 doz. in case... 4 00
No. 12, 2 doz. in case... 6 50

LAPORTE, MARTIN & CO., MONTREAL.
AGENCIES. THESE PRICES ARE F.O.B. MONTREAL.

	Per case
Sur Extra Fins... 1/2 hacons, 40 + ou.	10 50
Extra Fins... 1/2 kilo, 100 tins	14 50
Tres Fins... " " " " " "	12 50
Fins... " " " " " "	11 00
Mi-Fins... " " " " " "	10 00
Moyens No. 1... " " " " " "	9 50
Moyens No. 2... " " " " " "	9 00
Moyens No. 3... " " " " " "	8 25

	Case	Case
12 litres... 6 50	24 pints... 6 25	
12 quarts... 6 75	24 pints... 4 25	

St. Nicolas, 10 qts.	7 00
La Neptune, 10 qts.	6 00
La Capitale, 10 qts.	5 00
La Sanitas Sparkling 50 qts.	8 00
" " 100 pts.	9 00
" " 100 splits.	4 00

	0 07 1/2 lb.	0 08 1/2 lb.	3 50 case	3 75 case
Lo Soleil, 77 per cent. Olive Oil				
Case 25 lbs., 11 lb. bars				
12 lbs., 1/2 lb. bars				
50 lbs., 3/4 lb. bars				
200 lbs., 3/4 oz.				

Grape Juice, 12 qts.	4 75
24 pts.	5 15
36 splits	4 75
Apple Juice, 12 qts.	4 50
24 pts.	4 75
Champagne de Pomme 12 qts.	5 00
24 pts.	5 50
Matts Golden Russett—Sparkling Cider, 12 qts.	5 00
24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

Case 50 lbs., 2 lbs.	per lb. 0 08
50 lbs., 1 lb.	0 08
100 lbs., 1 lb.	0 08
200 lbs., 1 lb.	0 08
Bri. 240 lbs.	0 07
Keg 120 lbs.	0 07

Victoria, half case, 90 lbs.	0 25
Princess Louise, half case, 80 lbs.	0 19



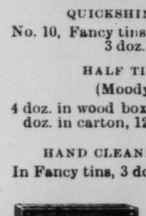
3 Squares, in neat carton... per lb. 0 15
6 lbs. in a box. 5 boxes in a crate.



CHLORIDE OF LIME.
(Moody's Royal)
Per doz.
1 lb. Carbonized Fibre packages 0 85
1/2 lb. Carbonized Fibre packages 0 45



DRUDGE.
(Moody's Anty) Extra Fine.
Handy Sifter, top package, doz. 0 85
100 lb. Kegs... lb. 0 65
300 lb. Barrels... 0 05



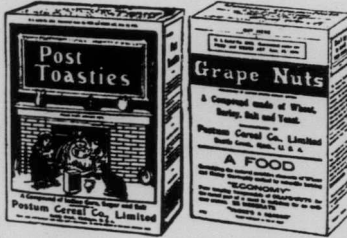
QUICKSHINE STOVE POLISH.
No. 10, Fancy tins, tall shape... doz. 0 85
3 doz. in wood box



KLENZINE AMMONIA POWDER (Moody's)
Washing Compound—
Doz.
Large size, 1 1/2 lbs. 0 90
Small size, 10 oz. 0 45
Packed 3 doz. in wood box

Jam Per lb.
30-lb. wood pails... 0 06 1/2
Pure assorted jam, 1-lb. glass jars, two dozen in case... 1 75

Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70

Jelly Powders



Assorted Case, Contains 2 doz. \$1 80
Lemon (Straight) Contains 2 doz. 1 80
Orange (Straight) Contains 2 doz. 1 80
Raspberry (Straight) Contains 2 doz. 1 80
Strawberry (Straight) Contains 2 doz. 1 80
Chocolate (Straight) Contains 2 doz. 1 80
Cherry (Straight) Contains 2 doz. 1 80
Peach (Straight) Contains 2 doz. 1 80
Weight 8 lbs. to case. Freight rate, 2d class.
Assorted case, contains 4 doz. \$3 60



Assorted Case, Contains 2 doz. \$2 50
Chocolate (Straight) Contains 2 doz. 2 50
Vanilla (Straight) Contains 2 doz. 2 50
Strawberry (Straight) Contains 2 doz. 2 50
Lemon (Straight) Contains 2 doz. 2 50
Unflavored (Straight) Contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2d class.



Assorted flavors—gross 10. 75.
Mustaro
COLMAN'S OR KEEN'S
Per doz.
D.S.F., 1-lb. tins 1 40 F.D., 1-lb. tins. 1 45
 1-lb. tins 2 50 Durham, 4-lb. jar 0 75
 1-lb. tins 5 00 1-lb. jar 0 25
F.D., 1-lb. tins. 0 85

IMPERIAL PREPARED MUSTARD
Small, cases 4 dozen... 0 45 dozen
Medium, cases 2 dozen... 0 90
Large, cases 1 dozen... 1 35

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 10
1-bbls... 0 10 1/2
Tubs, 60 lbs... 0 10 1/2
20-lb. Pails 2 10
20-lb. tins 2 00
Cases 3-lb. 0 11
 5-lb. 0 10 1/2
 10-lb. 0 10 1/2

F.O.B. Montreal.

GUNNS "BASIFIRST" LARD COMPOUND EXCELS ALL OTHERS.

Tierces... 0 09 1/2
Tubs... 0 09 1/2
30-lb. pails. 0 10
30-lb. tins. 0 09 1/2
10-lb. " 0 10 1/2
5-lb. " 0 1 1/2
3-lb. " 0 1 1/2
1-lb. cartons 10 1/2

Licorice NATIONAL LICORICE OO

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box... 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can... 2 00
 " (fancy box, 40), per box 1 50
Tar licorice and tolu wafers, 5-lb. cans, per can... 2 00
Licorice lozenges, 1-lb. glass jars... 1 75
 " 30 5-lb. cans... 1 50
"Purity" licorice, 10 sticks... 1 45
 " 100 sticks... 0 73
Dulo, large cent sticks, 100 in box...

Lye (Concentrated) GILLETTS PERFORMED LYE Ontario and Quebec Prices.

Per case
1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 3 35

Marmalade. T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 8c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. glass, doz... 2 80
4-lb. tins, doz... 4 65
7-lb. tins, doz... 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. glass, doz... 3 10
7-lb. tins, doz... 8 25

THE CANADIAN GROCER



Strong, delicious Coffee can be prepared in one moment without trouble by using

SYMINGTON'S COFFEE ESSENCE

Your customers will appreciate this, and when they find that SYMINGTON'S has the flavor, strength and aroma of the finest Coffee will become regular buyers. It is the purest and most economical of all Coffee Essences.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shalleross, Macaulay & Co.

BRUSHES


—NEW LINES—

Very attractive values.
Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN ONTARIO



DWIGHT'S
BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.


It is THE BEST, and as such should always be found on your shelves.

Church & Dwight, Limited
MANUFACTURERS
MONTREAL

FREQUENCY OF SAILINGS

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

PICKFORD & BLACK
HALIFAX



OAKLEY'S

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and in Canisters.

WELLINGTON

KNIFE POLISH

JOHN OAKLEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flat Cloths and Papers, etc.
Wellington Works, London, England



CHINESE STARCH

HAVE YOU A STOCK?
GREAT SELLER ALL THE TIME.

GET PRICES

OCEAN MILLS
MONTREAL

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Why Not Now?

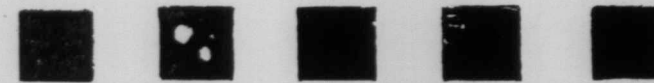
SEND IN YOUR

SALT

Order and so secure prompt shipment.

VERRET, STEWART & CO.
LIMITED

SALT SELLERS
MONTREAL



Your Customers

look to you for ideas for dessert, especially when apples are scarce.

Have you suggested pies made from

**WETHEY'S
MINCE MEAT?**

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and **PUSH IT, IT WILL PAY YOU.**

J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO

Associated Boards of Trade of Western Canada met at Lethbridge, Alta., this week.

In our issue of June 23 we will publish a full report of the proceedings from our own representative.

Western merchants will take a particularly keen interest in that number because it will deal with the great business problems affecting the West.

Advertisers will find next week's issue of The Grocer one of exceptional merit.