

# CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JUNE 11, 1909.

NO. 24



*It's a very small thing, a cake of  
Laundry Blue, but unless it is*

## Keen's Oxford Blue

*It can upset the housewife's temper and  
spoil her trade with you quicker than  
anything you supply her with—Don't risk  
it—Stick to KEEN'S.*

FOR SALE BY ALL JOBBERS

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal  
Yours to command trade—

## Edwardsburg "Silver Gloss" Starch

Unequaled for finest laundry work, no matter how  
delicate the fabric. "Silver Gloss" Starch needs no  
commendation on our part. It has pleased the con-  
sumer for over fifty years.

—Stock it

### EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal, P.Q.

**E**VERY merchant's back shop tells the story of stickers—things that sold well for a time and then went flat. You know what they have been in your case, don't you—and you don't need to look them over to find that SURPRISE SOAP isn't on the list.



**SURPRISE has been a good  
seller from the very first**

And every year it is getting harder for the man who sells a substitute to do any business at all. He finds that women simply won't listen to his argument about soaps that for the minute pay him a better profit—they've tried that kind before—and why should they when SURPRISE value is the best in the world?

**THE ST. CROIX SOAP MANUFACTURING COMPANY**

Factory at ST. STEPHEN, N.B.

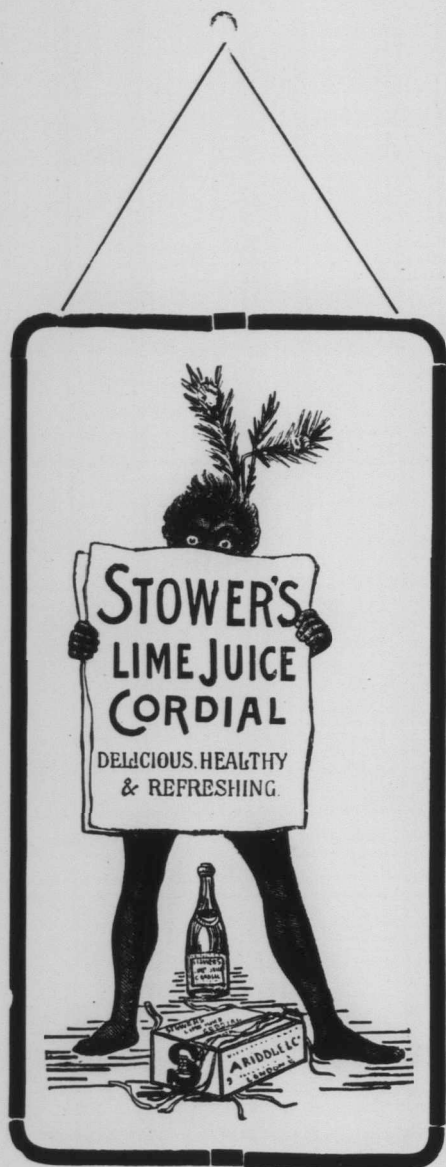
Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

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As Supplied  
to  
His Majesty  
the King



As Supplied  
to the British  
House of  
Commons

## “Stower’s” Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

LIMEJUICE CORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. It will not ferment and is sweetened with the best refined loaf sugar.

— NO MUSTY FLAVOR —



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.

<p><b>FACE TO FACE BUSINESS</b> I am on the job all the time. Why not give me a trial? Grocery and Confectionery Brokerage my Specialty <b>G. WALLACE WEESE</b> Manufacturers' Representative. 30-32 Main East. Let's get close and talk it over Now <b>HAMILTON</b></p>	<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Phone 159 <b>SASKATOON,</b> P.O. Box 257. Western Canada</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers <b>TORONTO, Ont. DETROIT, Mich.</b></p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen <b>ST. JOHN, - - - N.B.</b> Open for a few more first-class lines</p>	<p><b>ON SPOT</b> <b>1 Car Raw Sugar</b> Bright Jamaica Crystals. Prices and Samples on Application. <b>LIND BROKERAGE CO.</b> 23 Scott Street Toronto</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>Write us for a Price on a <b>Car of Tomatoes</b> Lowest Prices and Finest Goods Packed <b>W. H. MILLMAN &amp; SONS</b> CANADIAN AGENTS TORONTO</p>	<p><b>Merchants, Manufacturers and Shippers</b> We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West. Good track storage. Advances made on consignments. <b>J. D. Brack &amp; Co.</b> Wholesale Brokers WINNIPEG</p>
<p><b>ROBERT ALLAN &amp; CO.</b> General Commission Merchants MONTREAL Fish, Oils, Beans, Peas and Produce. Agents: "Royal Crown" Skinless Codfish. Representing Morris &amp; Co. Chicago. Pork and Lard.</p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> 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.</p>	<p><b>WINNIPEG STORAGE</b> TRACK WAREHOUSE Consignments solicited, stored and reshipped to order <b>K. J. JOHNSTON</b> Wholesale Commission Broker. Box 122 Winnipeg. Reference, Bank of Commerce.</p>
<p><b>STORAGE IN OTTAWA</b> We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located. Secure Our Low Rates. <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>G. C. WARREN</b> Box 1036, REGINA Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.</p>	<p><b>CARMAN BROKERAGE Co.</b> Wholesale Grocery Brokers 141 Bannatyne St. E. WINNIPEG, MAN. We keep in close touch with the wholesale trade—Winnipeg and West—write us.</p>
<p><b>D. McL. BROPHY</b> 414 St. Paul St. Montreal Broker and Manufacturers' Agent. Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>D. STAMPER</b> GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT Goods Stored and Distributed Warehouse, City Spur Track. P.O. Box 793 MOOSE JAW, SASK.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 29 Melinda Street, Toronto</p>	<p><b>Canadian Manufacturers and Exporters:</b> Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to <b>10, Garfield Chambers, Belfast, Ireland</b></p>

We  
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We have a "Special Proposition" on

**"ANCHOR"**

brand **CANNED SALMON**

—"The finest Fraser River Red Sockeye"—

IT WILL PAY YOU TO WRITE US FOR QUOTATIONS

This Week we have a car of

**FANCY MESSINA LEMONS, 300s.**

SEND US YOUR ORDERS

**EBY-BLAIN, LIMITED**

Wholesale Grocers

TORONTO

THE

**Ever-increasing Demand**

For Ram Lal's Pure Tea

has necessitated our meeting the still further demands of the Canadian Public, and we take pleasure in announcing that we now have Ram Lal's Tea in Black, Green and Mixed for sale, in the 40c. and 50c. grades.

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



# THE A1 SAUCE

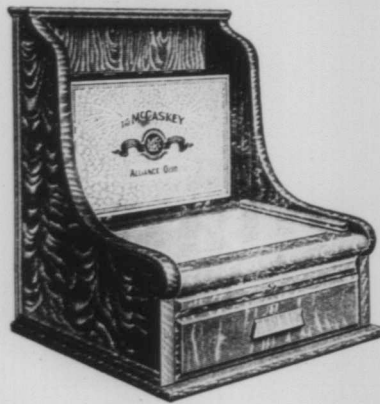
**A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."**

**Simply A 1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.**

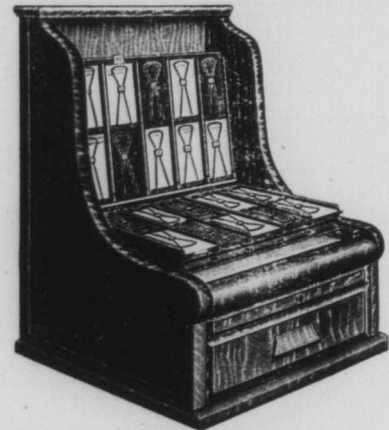
For full particulars and prices write our Agents :

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal  
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto  
J. READ, St. John, N.B.  
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

**BRAND & CO.,** Purveyors to H.M. the King, Mayfair Works, Vauxhall  
**LONDON - ENG.**  
LIMITED



## MONEY EARNERS AND MONEY SAVERS



THE McCASKEY ACCOUNT REGISER handles the accounts with but **one writing.**

THE McCASKEY REGISTER SYSTEM stops all forgetting to charge goods.

THE McCASKEY REGISTER SYSTEM eliminates errors and disputes.

Over 50,000 of them in use. Many concerns who are operating from two to eighteen branch stores first bought one register to test it and then supplied all their stores. What better testimonial could you ask for?

If you do a **credit business** let us send you further information about the best accounting system ever devised.

THE McCASKEY REGISTER SYSTEM will bring in the **cash** faster than any two-legged collector you ever saw.

THE McCASKEY REGISTER SYSTEM will furnish you a correct proof of loss in case of fire so that you can collect your insurance.

THE McCASKEY REGISTER SYSTEM is the best known and known as the best.

**THE McCASKEY REGISTER COMPANY,** Cor. Hughson and Rebecca Sts., Hamilton, Can.

## Getting Off to a Good Start Often Wins the Race

It's the same in business competition. The Western Canada market is a profitable one, the people were never more prosperous, nor the general outlook more reassuring. Thousands of settlers are taking up land every day.

The Western Market is growing all the time. Like a healthy, well fed youth it cannot help it—it's natural.

Have you something worth selling to either the retail or wholesale trade? Let us assist you in getting your share of the business. Our facilities are unequalled; our rates are reasonable.

CORRESPONDENCE SOLICITED

### RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

We have our own large track warehouse in the heart of the wholesale district.

## Buy the Reliable Brands!

**F. W. Rowley**

Denia  
Finest Selected

and

**S. Bodi**

Denia  
Fine Selected

The reputation of many years and the guarantee of the undersigned well-known house ensure your getting absolutely the best when these are the brands you order. The uniformity of quality and the neatness of the packages sent out to the trade year after year are responsible for the popularity of these brands.

We, as packers, risk our reputation on their excellence. Do you not think that you are taking but a small chance in stocking it for the BEST?

Send for samples if you would like to see what the goods are like before ordering.

### SHELLED ALMONDS

How about this line? We offer something particularly nice in 14-lb. and 28-lb. boxes. Get prices.

## UNDERDOWN & CRCIHTON

London, England

Valencia, Spain

Denia, Spain

CANADIAN AGENTS: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ontario

EVERY week we have been telling you of the merits of the Old Homestead Brand of Canned Fruits and Vegetables and seeking to impress you why it would pay you to feature this brand. You know in your experience as a grocer that the best paying trade is the kind that stays. Trade that floats your way to-day will float some other way to-morrow if you do not do something to stay its disposition to roam. You can do this by building around the wandering ones a solid wall of value, quality, integrity and reputation.

One of the best means of contributing to this end is by selling, in the line of canned fruits and vegetables, the kind that retain nature's flavor, that are produced in the best equipped factory under the most sanitary conditions by the most up-to-date methods and selected from first quality stuff.

— Order from your jobber —

THE OLD HOMESTEAD  
CANNING CO.

PICTON

ONTARIO



## A STEADY SELLING LINE

These are the only kind of goods that it pays to handle. They build trade and keep business on the move.

# RIVERDALE BRAND

## Canned Fruits and Vegetables

will create activity in your store in the line of pure foods. They have a reputation for quality that we have never allowed to deteriorate.

**LAKESIDE CANNING COMPANY Limited**

WELLINGTON,

ONTARIO

# “PEERLESS” Brand Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

**WARREN BROS. & CO., - LIMITED**

TORONTO and KINGSTON

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.  
BLOOMFIELD, ONT.

## CRYSTAL SUGARS

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

**S**ugars that always satisfy.  
**U**niform Grain.  
**G**ains customers for you.  
**A** trial convinces.  
**R**emember! It is dollars in your pocket.  
**S**old strictly on the merits.

MANUFACTURED BY  
The Wallaceburg Sugar Co., Limited  
Wallaceburg, Ont.

There have been many substitutes presented, but they all lack the merit, thoroughness and pleasing qualities of Snap, which is the only genuine and original hand cleaner.



SNAP SELLS

It will do just exactly what we claim for it and will leave the hands clean, smooth and soft. Every grocer is helped in handling Snap by our extensive advertising.

ORDER FROM YOUR JOBBER

THE SNAP COMPANY  
LIMITED  
MONTREAL, - CANADA

*To the Trade:*

When You Are Selling

# CEYLON TEA

It is Absolutely Necessary that You Should Lay  
Particular Stress on the Fact that it

**MUST BE JUDGED  
BY CUP QUALITY**

And You Should  
Show Customers

**HOW TO PREPARE IT**

So as to Fairly Test This

---

The Tea's appearance won't especially commend it;  
nor will a poorly made infusion.

**Marshmallow Chocolate**  
**Bordeaux**                   “  
**Whipped Cream**           “  
**Maple Walnut**             “  
**Butter Scotch**

A few of our specialties which are put up in packages to retail at **10c. each.**

We make them right, so as to create a demand for them; we pack them right, so that there is never any complaint from your customers.

Delicately flavored and never weary the taste. Will revive your business during the dull season.

There is good business and good profit to be made handling this line of package goods.

**Superior Quality, and the Prices Are Right**

We solicit your enquiries and give same prompt attention.

**The MONTREAL BISCUIT CO., MONTREAL**

Manufacturers of BISCUITS AND CANDY

**Buggy Egg Crate**



**Everybody Says So:**

“Just the thing” “Been looking for this”

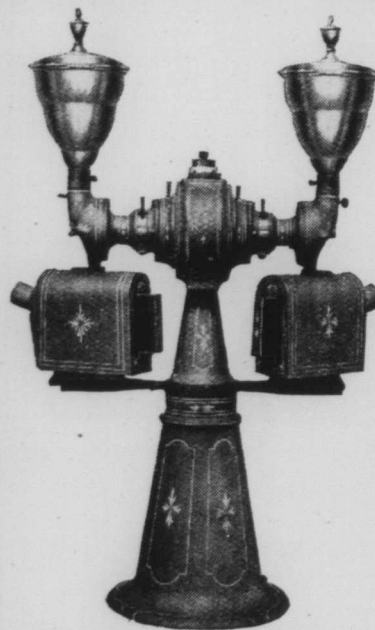
“Well, how simple” “So handy”

*Every Dealer Should Have Them*

**Walter Woods & Co.**

Hamilton and Winnipeg

**GET A ROYAL**



**AND GET THE BEST**

There's nothing cumbersome or complicated about the ROYAL electric coffee mill.

It's simplicity in itself. A child may operate it.

There are no exposed mechanical or electrical parts to cause injury to clerks or customers.

ROYAL mills are equipped with our famous tempered steel knives and our famous self-cleaning attachment that removes ALL the coffee from the cutting box after each batch of coffee passes through.

ROYAL mills are made in various sizes for large and small stores, and sold on easy monthly payments.

The best mill in the world at the least cost to you.

Write to-day for a free copy of our latest catalog.

**The A. J. Deer Company**

619 West Street - Hornell, N.Y.



**Common Sense**  
**KILLS** (Roaches and Bed-Bugs  
 Rats and Mice)

All Dealers and 381 Queen St. W., Toronto, Ont.

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

**IT WILL PAY YOU**

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

# CURRANTS

We are proprietors of  
 "AFRODITE" brand, the best AMALIAS  
 currant on the market.

"NARCISSUS," fine FILIATRA currants.  
 "NAUSICAA," 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.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg.  
 J. A. KAVANAGH, Hamilton and London.

## GREEK CURRANT CO.

260 West Broadway. - NEW YORK  
 THE LARGEST CURRANT HOUSE IN GREECE

You've tried the rest—  
 now try the BEST Tea  
**Cooper Cooper & Co.**

are offering their world-famous  
 "Tea Plant" Blend of

# TEAS

at the following Popular Prices :

40—50—60 cents per lb.

Packed in air-tight ½ lb. canisters  
 under our own "Tea Plant" label.

50 YEARS' REPUTATION

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario.  
 D. Stamper, P.O. Box 793 Moose Jaw, Sask.  
 Clawson & Co., 11-12 South Wharf, St. John, N.B.

## Cooper Cooper & Co., Limited

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

# BULK PICKLES



Quality must  
 count in pickles  
 and relishes no  
 matter in what con-  
 dition they reach  
 the consumer.

## Quality Counts

IN

## Lytle's Bulk Pickles

Equal value is not to be found in any other  
 bulk pickles. Quotations on application.

Sour, Mixed and Chow Chow in 1s, 2s, 3s, 5s  
 and 10-gal. pails.

### The T. A. Lytle Co., Limited

Sterling Road Toronto, Can.

# MASON'S O.K. SAUCE

The one sauce possessing that piquancy  
 of flavor and uniform  
 quality that makes it always  
 the same. Splendid profit for  
 the dealer, 33⅓%.

**GEO. MASON & CO., LTD.**

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

**S. T. Nishimura & Co.**  
 MONTREAL

SUB-AGENTS:

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





is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

**CANADIAN OFFICE,  
VANCOUVER, B.C.**

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

## BRADSTREET'S

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

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

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

CALGARY, ALTA.  
LONDON, ONT.  
HALIFAX, N.S.  
ST. JOHN, N.B.  
OTTAWA, ONT.  
WINNIPEG, MAN.

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager  
Western Canada, Toronto

## A. Boake, Roberts & Co., Limited

STRATFORD  
LONDON - - ENGLAND

For:—  
**Vinegar and  
Sauce Coloring**

**Essential Oils  
Essences  
Oil Lemon**

**Acid Phosphate &  
Phosphate Lime  
Precip.**

**Harmless  
Colorings  
Herbs, Roots, etc.**

CANADIAN AGENTS:—

**Andrews, Gillespie & Co.**  
CORISTINE BLDG.  
MONTREAL

Room 32, No. 8 Colborne St., Toronto.

MANUFACTURERS' AGENTS DEPT.  
(Continued from page 2)

## R. B. COLWELL

Representing in  
Nova Scotia

Maritime Dairy Co.  
Sussex Mineral Springs Co.  
Ingersoll Packing Co.  
Asepto Mfg. Co.  
Ebony Polish Co.  
E. D. Smith

Also Dealer in Butter, Eggs and  
Cheese. Consignments solicited.  
Highest market prices guaranteed.  
Quick turnover and prompt returns.  
CORRESPONDENCE REQUESTED

265 Barrington St.  
Halifax, N.S.

## BANKRUPT Stock For Sale.

I have bought at a favorable price the Warehouse Stock of T. A. Bourque & Co., wholesale grocers, Sherbrooke, who recently failed.

I offer this desirable stock at  
**Marked Reductions.**

The stock, all fresh goods; consists of General Groceries, such as Canned Goods, Nuts, Raisins, Fry's Chocolates, Salt, Tea, Coffee, etc.

SEND FOR PRICE LIST.  
IT WILL SAVE YOU MONEY.

**Victor Archambault**  
Wholesale Grocer,  
SHERBROOKE, QUE.

## TEA; Its History and Mystery

BY  
**JOSEPH M. WALSH**  
*A Great Tea Expert*

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

### CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.


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10 Front St. East, . . . TORONTO, CAN.



**THE  
PUREST  
AND  
BEST**

**ST. CHARLES EVAPORATED CREAM**  
STANDARD THE WORD OVER  
ALWAYS READY—NEVER FAILS  
A QUICK SELLER  
EVERY CAN GUARANTEED

Manufactured by




**St. Charles  
Condensing Co.**  
INGERSOLL, ONTARIO  
CANADA



**A "REPEATER"**

Every bag of WINDSOR SALT sells another. That's the way it has been going on for years, till now

**Windsor  
Salt**



is known to nearly every housewife in the land as easily the finest table salt made.

Why not handle it and please your customers?

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

**Good Coffee**

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

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

**Aurora Coffee**

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

**W. H. GILLARD & CO.**  
Wholesale Grocers      Coffee Importers  
**HAMILTON**  
Branch House—Sault Ste. Marie

**GINGER BREAD**  
**BRAND**  
**MOLASSES**

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.      For cooking and table use it is undoubtedly the best.

**"THE BEST THERE IS"**

**Agents**

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

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

# PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

**WHITE**



**SWAN**

**BRAND**

MADE UNDER A SPECIAL FORMULA FROM CHOICE RICE, WHEAT AND CORN. FAR SUPERIOR TO OTHER BRANDS AND JUST THE THING FOR SUMMER USE.

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED  
TORONTO

# WAGSTAFFE'S

Fine Old English

## Pure Orange Marmalade

Season 1909, now ready.

# WAGSTAFFE'S

## Jams, Jellies and Sealed Fruits

are better than the imported.

Once tried, always used.

# WAGSTAFFE, Ltd.

Pure Fruit Preservers

## HAMILTON

Are You  
**HOT**  
and  
**THIRSTY**

?

*So is  
Everybody*

Your customers will  
be asking for

**"A Nice Drink"**

**BATGER'S**

**LIME JUICE CORDIAL**

is a delicious and refreshing Summer  
Beverage already sweetened, just add  
cold water. :: :: :: ::

**ORDER FROM YOUR JOBBER**

Agents:  
ROSE & LAFLAMME, LIMITED  
MONTREAL and TORONTO

**Step  
by  
Step**

**PATERSON'S  
WORCESTER  
SAUCE**

has  
won  
the  
reputation  
that

gives it the enormous  
sale it possesses.

The wise grocer sells it  
and profits thereby.

Rose & Laflamme, Ltd.  
Agents  
Toronto and Montreal



**Tartan**  
BRAND

## Vegetables and Fruits

OUR PROPOSITION FOR 1909 IS  
WORTH WAITING FOR

SIGN OF PURITY

Our Cabinet Long Distance Phone 596 at your service free.

**BALFOUR, SMYE & CO.**

Headquarters for Fancy and Staple Groceries  
HAMILTON, ONT.



## MEN WHO SELL THINGS

By

**WALTER D. MOODY**

Mr. Moody analyzes the science of his profession with precision.

He indicates the weak points which the salesman is heir to.

He suggests ways to overcome them.

He shows how to cultivate the essential qualities of a salesman.

His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

**THE MacLEAN PUBLISHING CO.**

Subscription Department

TORONTO - CANADA



What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.

— September 6th, 1905.

## SHOE POLISH

*from the health point of view*

"COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

*Lay in a little stock of COBRAS*

STOCKED BY

Charles Parsons & Son - Toronto  
79 Front Street East

# JAPAN TEAS

*New Crop Teas are Now on Hand*

**S. T. NISHIMURA & CO.**

MONTREAL and JAPAN

# Borden's Eagle Brand Condensed Milk—



# and Peerless Brand Evaporated Cream



Two brands that should be just as staple as sugar and salt in every grocery store where quality is considered. :: :: ::

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

## BANNER BRAND CONDENSED MILK



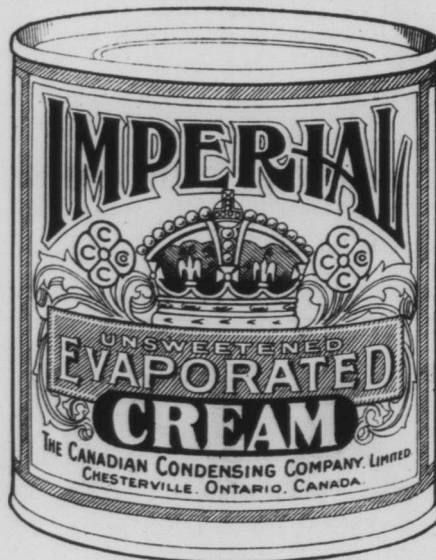
The demand for  
**BANNER and PRINCESS**  
Brands of **CONDENSED MILK**

is steadily increasing on account of their fine flavors.  
You have tried the rest  
Now try the best.  
We sell direct to retailers.

WRITE FOR PARTICULARS

**John Malcolm & Son**  
ST. GEORGE, - - - - - ONTARIO

YOUR CUSTOMERS ALL  
Know This Package



It is in your own interests to have it in stock.

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

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

# H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

## THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal.

R. B. Seaton & Co., Halifax, N.S.

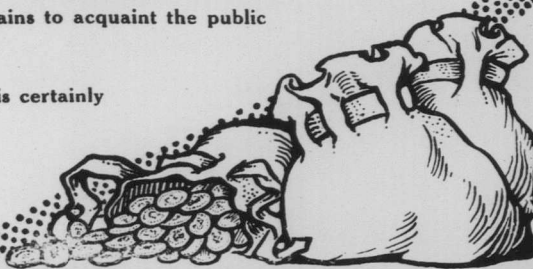
Codville, Smith & Co., Ltd., Calgary, Alberta.

Ellis & Co., Ltd., St. John's, N.F.

Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



## ALEXANDER'S FAMOUS LOBSTERS

are the lobsters to stock if you wish to please critical customers. Firm, whole meat, packed in a sanitary tin. Less broken meat than in any other brand.

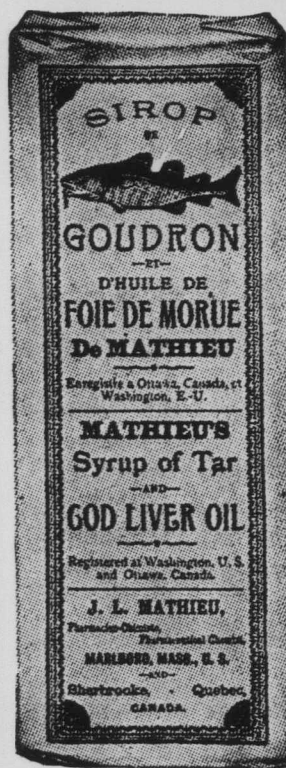
## Golden and Silver Shred MARMALADE

The brands which Jas. Robertson & Sons, Paisley, Scotland, have made known the world over as absolutely the best obtainable. Ask our travellers about Robertson's Jams, too.

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



## WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

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

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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



## Look at This Can

It represents the cleanest, richest and healthiest in the line of evaporated cream, and the brand is

# CANADA FIRST

Sterilized by a secret process. Put up in air tight, sanitary tins. It is sure to satisfy your customers and strengthen your trade.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER. - ONTARIO

# "SEA CREST"

Lobsters packed in glass. Finest Lobster caught.  
Most perfect and attractively packed.

WILL SELL ON SIGHT

The Davidson & Hay Ltd., Wholesale Grocers Toronto

## Important Trade Announcement

In order to more largely distribute and insure the introduction of

### St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.  
MONTREAL

The Name is the  
Guarantee

*Redpath*

Granulated Sugar

Manufactured by

The  
Canada Sugar Refining  
Company, Limited  
MONTREAL, QUE.

## To Quench Big Thirsts

Your customers will thank you these hot days for calling their attention to a proposition like our **COLD SPRING LEMONADE POWDER**

Splendid seller at good profit. A money winner you should have these dog days.

Addition of cold water only,  
makes Delicious Lemonade.]

GET A SAMPLE  
AND PRICES  
FROM

Put up in attractive 8 oz. and 4  
oz. tins to sell at 25c. and 10c.

**S. H. EWING & SONS, Montreal and Toronto**

**McLEAN'S  
WHITE MOSS COCOANUT**



The package with the monkey on it—that's what the people are asking for.

**YOU** should be able to supply them with it. **ARE** you?

Made only by

**The Canadian Cocoa Nut Co., Montreal**

**THIS IS**

About  
3-ft.  
Long.



**OF ALL JOBBERS  
OR FROM**

T. A. MacNab & Co.,  
St. John's, N.F.

W. S. Clawson & Co.,  
St. John, N.B.

MacLaren Imperial Cheese Co.,  
Toronto.

Wingate Chemical Co.,  
Notre Dame St. W., Montreal.

G. C. Warren,  
Regina, Saskatchewan.

Standard Brokerage Co.,  
Vancouver, B.C.

**THE FLYCATCHER  
THAT EVERYBODY IS  
TALKING ABOUT NOW!**



**In CORNETS and  
ICE CREAM SPECIALTIES**

We are ready to fill your  
orders promptly.

**The DOMINION WAFER CO.**

Importers from the largest factories in  
the world.

**42 St. Vincent St., Montreal**  
Tel. Bell, Main 1310



**CAPSTAN BRAND  
PURE MINCE MEAT**

Package Mince Meat  
Put up in 1/4 gross cases

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

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

Capacity one ton per hour.  
Sold by all wholesale dealers.

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

**JOHN GRAY'S  
Scotch Marmalade**

The difference in quality between the marmalade turned out by the old established, reliable houses, and the goods turned out by imitators is so great, AND the difference in price so little, after all, that it really pays to get the best for your customers.

John Gray & Co., the old Glasgow house, stands behind every jar of Gray's Scotch Marmalade and Gray's Jams.

AGENTS:

**SNOWDON & BORLAND,**

34 GUARDIAN BUILDING - - MONTREAL.

**GROCCERS!**

Keep up-to-date—Order

**"SOCLEAN"**

**THE DUSTLESS SWEEPING COMPOUND**

The article that has proved a good seller.  
Sold by your wholesaler or

**THE HARNETT-RIDOUT CO.,**  
MANUFACTURERS, TORONTO

**Olives**

Now is the Season for these delectable edibles. Insure satisfaction to your customers by selling only reliable goods.

Our Olives are always "THE QUALITY."  
Order through your Jobber or send direct for Catalogue.

**GORMAN, ECKERT & CO., LIMITED**

London

High Grade Food Products

Winnipeg

## Classified Advertising

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

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

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

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

### Yearly Contract Rates.

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

### PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

**CANADIAN MACHINERY AND MANUFACTURING NEWS**, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

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

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

### BOOKS FOR THE GROCER.

**SALES PLANS**—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**TEA BLENDING** as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**COFFEE**, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

### FOR SALE.

**CASH REGISTER**, high grade, nickel plated: registers one cent to twenty dollars. Perfect condition guaranteed; half price, \$55. The R. V. Smith Co., Orillia, Ont. (24p)

**FOR SALE**—Patent Agate Balance Brass Scale, most accurate scale made. Write to Box 365, Walkerton, Ont. (24p)

**FOR SALE** Grocery business, established 35 years. Owner wishes to retire. Stock about \$5,000. Immediate possession given for satisfactory arrangements. Box 313, **CANADIAN GROCER**, Toronto.

**INTRURO**, Nova Scotia, a double store 58 x 65 feet, four stories. Lot large, with plenty of room for extension. One store fitted as up-to-date grocery; the other as wholesale gent's furnishings, hats, caps, etc. Also suitable for wholesale dry goods departmental store, or for manufacturing purposes. Building fitted with steam heating, elevators, plumbing, etc. Price about two-thirds actual cost. Grocery business of long standing and in healthy condition, could be sold with property if desired. For further particulars apply to P. O. Box 326, Truro, N.S. (24p)

### ADDING MACHINE.

**ELLIOTT-FISHER** Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

### COUNTER CHECK BOOKS.

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

### AGENCIES WANTED.

**AUG. DUBRU**, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

### WANTED.

**GOING OUT OF GROCERY BUSINESS**—Would like position as salesman for wholesale house in any live territory in Province of Nova Scotia. For further particulars and references address **GROCEW**, Box 401, Sydney, C.B. (24p)

**MEN** selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

**WANTED**—Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary \$2,500 to start, \$3,000 second year and there is practically no limit to money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal. (26p)

**WANTED** for Winnipeg house, one revolving, sample tea and coffee table, complete, in good condition. Give full particulars, Box 312, **THE CANADIAN GROCER**, Toronto. (24)

### MISCELLANEOUS.

**A MARKET OF BUYERS**, backed up by money to spend, is open to you in the **Busy Man's Magazine**. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the **Busy Man's Magazine** will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. **Busy Man's Magazine**, Montreal, Toronto, Winnipeg.

**CUT DOWN YOUR PRINTING BILLS** one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

**DICTATING** to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda St., Toronto, Canada. (1f)

**IF YOU** are looking for a side line to add to your business, there is none better than **COLUMBIA GRAPHOPHONES**. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. **TORONTO PHONOGRAPH CO.**, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

**KEEP AN ACCURATE ACCOUNT** of your employees' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employee cannot register for another, as each employee signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited, Office and Factory, 9 Alice Street, Toronto.

**AN EXTRA 1 PER CENT. PROFIT.**—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

**SAVE 50% OF THE COST OF HANDLING** merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (1f)

**THE WALES VISIBLE ADDING AND LISTING MACHINE** is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

**YOUR CHEQUE CAN'T BE RAISED** to any amount above that which you intend it to cover if you use the **PROCTOGRAPH**. This device stamps a line such as "Not over ten dollars, \$10," which acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. 128

### EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

### DAVID SCOTT & CO.

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



## Here You Are!

### A Real Hummer of a Proposition to Boost Those Dull Summer Sales

Don't talk about things being dull when you have **such** an opportunity of making money with little effort.

The Auto Lantern Globe is a mighty good proposition for you **as a summer line**, and if you sell it,—**simply get after the trade that is there for the asking**,—your summer sales will be eminently satisfactory.

Just look ; See those whom you can sell to :

**Owners of Motor Boats and Launches of all Kinds**

**Summer House Owners who Always Need Lanterns**

**Farmers who are Bound to Use Lanterns Always**

**Merchants who have to Make Night Deliveries**

**Factorymen who demand a SAFE Lantern Globe**

**The Ordinary Householder who Needs at Least One**

Now, don't YOU think that these people would like to hear from you, an up-to-date merchant, that in **YOUR store** you have a lantern globe which is the last word in modern make, absolutely safe, and a giver of **150% more** light than the average lantern.

Isn't it logical that they'd be interested, **especially the summer people**. You can just bet **yes**. Then why not get this business, why not simply call their attention to the **Auto Lantern Globe**, the globe that is made of metal, with an aluminum finish? The globe that **will not break**; the globe that **prevents fires and explosions**; that will fit **all** makes Tubular Cold Blast Lanterns.

And the Auto Globe is **SO CHEAP** that everybody can afford to buy it. Sales are **easy**.

**This Summer Trade Will Well Repay Your Looking Into**

Manufactured by the sole **The Schultz Mfg. Co., Ltd.,** HAMILTON, Canada  
owners to patent rights

Sales Agents : A. H. BRITAIN & CO., MONTREAL

# Dealers are Not Mules

H. M. Montgomery in Printer's Ink.

**I** THINK the trade papers are going through the same evolution that magazines went through years ago—educating advertisers to see the business value of spending time and thought talking to readers.

Dealers are not a lot of mules, as some advertisers seem to think. They are alive to good, new merchandise, and it is merely a business-like deference to their intelligence to advertise to them first. After distribution has been fairly well established, then the campaign to consumers will both move the goods faster and help to stock in other dealers.

The trade paper advertising makes it a safer risk for the jobbers to take hold, and thus the new product is skidded along to success in quick, safe grooves without the bumps that are frequently given to new products by over-enthusiastic but premature advertising.

I have known of manufacturers being spoiled for all time as advertisers by the unintelligent persuasions of some advertising agent whose lack of knowledge of merchandising conditions made him incapable of comprehending the costliness of his impracticable advice to jump into a campaign to the public the very next month.

One case I know of was that of a manufacturer in the textile line, who had practically decided to spend a large sum advertising his goods, according to a plan laid before him by an inexperienced advertising agent.

When he told his plans to a seasoned veteran in trade-paper textile advertising, it didn't take long to point out how utterly impractical it was to begin on the consumer at once, with the season, style and distribution conditions as they were.

Naturally, when the advertising agent's plans were temporarily set aside, he was angry, and desired to warn the advertiser that, if he didn't look out, the trade papers would "hog" all his money. But in this case it is safe to say that the trade paper advertising saved that advertiser to the magazines by safely solving his dealers' and distribution problem, the lack of which was pretty certain to have spelled failure.

Probably there are trade papers which would endeavor to "hog" an advertising appropriation, but the responsible ones are not so narrow; neither are responsible advertising agents.

T  
Adamson,  
Allan, R.  
Allison Co.  
American  
American  
Andrews-  
Arch mb.  
Aylmer Co.

Balfour, B.  
Batger &  
Beamsville  
Benedict,  
Bloomfield  
Blue Ribb  
Borden Co.  
Howser, S.  
Brack & C.  
Bradstreet  
Brand & C.  
Bristol, G.  
Brophy, F.  
Brown Mf  
Busy Man

Canada St  
Canadian  
Canadian  
Canadian  
Canadian  
Carpenter  
Carrill, H.  
Carrman B.  
Carter-Or  
Cayton Te  
Charles, J.  
Christie, F.  
Clare & L.  
Clark, W.  
Clawson &  
"Coburn" F.  
Collings, I.  
Colwell, B.  
Common f  
Connors I  
Constant,  
Cooper Co.  
Cote, Jose  
Cowan Co.  
Cox, J. & t



The Steamship

“AFRICAN PRINCE”

has just arrived at Boston from Colombo, Ceylon, bringing 142,623 lbs of fresh, fragrant Tea consigned to The “SALADA” Tea Co., Toronto. This great shipment will make 30,000,000 Cups of delicious

“SALADA”

Tea which will barely supply the demand for ten days. This is one of the signs of the popularity of “SALADA”.

ARE YOU SELLING IT?

TORONTO

MONTREAL

INDEX TO ADVERTISERS

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

<b>A</b>		<b>D</b>		<b>L</b>		<b>S</b>	
Adamson, J. T. & Co.....	2	Dalley, The F. F., Co., Limited.....	60	Lake of the Woods Milling Co.....	51	Rose & Lafamme, Ltd.....	14
Allan, Robt., Co.....	2	Davidson & Hay.....	18	Lakeside Canning Co.....	7	Royal Polishes, Ltd.....	60
Allison Coupon Co.....	58	Dawson Commission Co.....	55	Lambe, G. W. A.....	2	Syan, Wm.....	42
American Can Co.....	15	Deer, A. J. Co.....	10	Laporte, Martin & Co.....	26	<b>S</b>	
American Dressing Co.....	12	Dignard, Ltd.....	47	Lear, Sidney.....	51	St. Charles Condensing Co.....	13
American Tobacco Co.....	52	Dompter Molasses Co.....	13	Lind Brokerage Co.....	70	St. Croix Soap Mfr. Co. inside front cover	
Andrews-Gillespie & Co.....	12	Dominion Wafer Co.....	19	Lucerna Anglo-Swiss Milk Choc. Co.....	47	St. Lawrence Sugar Refining Co.....	18
Archibault, Victor.....	12	Dominion Warehousing Co.....	2	Lytie, T. A. Co.....	11	'Saisau' Tea Co.....	23
Aylmer Condensed Milk Co.....	17	Downey, W. P.....	45	<b>Mc</b>		Sanitary Can Co..... outside back cover	
<b>B</b>		<b>E</b>		<b>M</b>		Schult Mfg. Co., The.....	21
Balfour, Smye & Co.....	19	Eastern Canning Co.....	56	MacLaren Imperial Cheese Co.....	2	Scott, David, & Co.....	20
Batger & Co.....	14	Eby-Blair Limited.....	3	McCabe, J. J.....	54	Sherbrooke Cigar Co.....	53
Beansville Preserving Co.....	7	Eckardt, H. P.....	46	McCaskey Register Co.....	4	Smith, E. D.....	13
Benedict, F. L.....	46	Edwardsburg Starch..... outside front cover		McDonald, Gordon & Co.....	20	Snap Co., Ltd.....	8
Bloomfield Packing Co.....	8	Empire Tobacco Co.....	55	McDonnell, D. & Co.....	52	Snowdon & B.iland.....	19
Blue Ribbon Tea Co.....	3	Epps, Jas., & Co.....	46	McWilliam & Everist.....	54	Son e, Th. s., sr.....	58
Borden Condensed Milk Co.....	16	Escott, W. H.....	44	<b>M</b>		Sprague Canning Machinery Co.....	44
Bowser, S. F. & Co.....	59	Estabrooks, T. H.....	39	Magor, Frank..... outside front cover		Spratts Limited..... inside back cover	
Brack & Co.....	2	Ewing, S. H., & Sons.....	18	Malcolm, Jno. & Son.....	15	Stamper, D.....	10
Bradstreet's.....	12	<b>F</b>		Mason, Geo. & Co.....	11	Stewart, I. O.....	10
Brand & Co.....	4	Fearman, F. W., Co.....	42	Mathewson's Sons.....	17	Stringer, W. B.....	5
Bristol, Geo. & Co..... outside back cover		Fisher, A. D., & Co.....	61	Mathieu, J. L., Co.....	19	<b>T</b>	
Brophy, D. McL.....	2	<b>G</b>		Men Who Sell Things.....	15	Thurston & Braidich.....	41
Brown Mfg. Co.....	19	Gibb, W. A. Co.....	56	Midland Vinegar Co.....	17	Tippet, Arthur P., & Co.....	1
Busy Man's Magazine.....	62	Gillard, W. H., & Co.....	13	Millman, W. H., & Sons.....	2	Toronto Salt Works.....	44
<b>O</b>		Gillett, E. W., Co., Ltd.....	45	Mollin's Food Co.....	19	Truro Condensed Milk Co., Ltd.....	42
Canada Sugar Refining Co.....	18	Gorham, J. W., & Co.....	2	Montreal Biscuit Co.....	10	Tuckett, Geo. E., & Son Co.....	53
Canadian Cannery.....	36, 37	Gorman, Eckert & Co.....	19	Mooney Biscuit and Candy Co.....	49	<b>U</b>	
Canadian Coconut Co.....	18	Grant, W. J.....	52	Morse Bros.....	60	Underdown & Crichton.....	5
Canadian Condensing Co.....	15	Gray, Young & Sparling.....	45	<b>N</b>		<b>V</b>	
Canadian Salt Co.....	13	Greek Currant Co.....	11	National Licorice Co.....	48	Verret, Stewart Co. .... outside back cover	
Capstan Manufacturing Co.....	19	Gunns Ltd.....	42	Nelson, Dale & Co.....	49	<b>W</b>	
Cargill, H.....	44	<b>H</b>		Nelson, H. W. & Co.....	13	Wagstaffe Limited.....	14
Carman Brokerage Co.....	2	Ham & Nott.....	59	Neilsen, H. W. & Co.....	41	Walker Bin & Store Fixture Co.....	56
Cartier-Crume Co.....	41	Hillock, John & Co.....	59	Nicholson & Bain.....	41	Walker, Hugh, & Son.....	55
Ceylon Tea Ass'n.....	9	Holbrooks, Ltd.....	48	Nishimura, S. T. & Co.....	15	Wallaceburg Sugar Co.....	8
Charles, J. N.....	54	H. P. Sauce.....	17	<b>O</b>		Warren, G. U.....	2
Christie, Brown & Co.....	47	Hough Litho Co.....	20	Oarville Basket Co.....	44	Watson, Andrew.....	60
Clare & Little.....	2	<b>I</b>		Oakey, John, & Sons..... inside back cover		Watson & Truesdale.....	2
Clark, W.....	45	Imperial Extract Co.....	47	Old Homestead Canning Co.....	6	Wespe, G. Wallace.....	2
Clawson & Co.....	2	Imperial Tobacco Co.....	52	<b>P</b>		Wetley, J. H.....	63
"Cobra" Polishes.....	15	Irish Gro'ev.....	2	Paradis, C. A.....	46	White & Co.....	35
Collings, H. & Co.....	50	Island Lead Mills Co.....	58	Paterson's Sauce.....	11	White Swan Spice & Cereals, Ltd.....	14
Colwell, B. O.....	12	<b>J</b>		Patrick, W. L., & Co.....	2	Wilson, Archdale.....	50
Common Sense Mfg. Co.....	10	Johnson, J. K.....	2	Fickford & Black..... inside back cover		Windsor, J. W.....	57
Connors Bros.....	57	<b>K</b>		<b>R</b>		Wiseman, R. B. & Co.....	49
Constant, H.....	46	Kilgour Bros.....	60	Richards & Brown.....	5	Wood, Thomas, & Co.....	64
Cooper Cooper & Co.....	11	<b>L</b>		Ridgway's Tea.....	12	Woodruff & Edwards.....	59
Cote, Joseph.....	52	<b>M</b>		<b>Y</b>		Woods, Walter & Co.....	10
Cowan Co.....	48	<b>N</b>		Young, W. F.....	68		
Cox, J. & G.....	49	<b>O</b>					

# Wholesalers Want Exclusive Distribution

Sentiment Expressed by President of the United States National Wholesale Grocers' Association at Recent Convention—Urges Members to Find Out What They Want and Why Before Approaching Manufacturers.

Detroit, June 7.—“We naturally and properly feel more kindly towards those manufacturers who distribute their product through the jobber than we do towards those who sell to both jobber and retailer. We naturally push more cheerfully and energetically the sale of the product of those concerns which show the most favorable attitude towards us—this is correct merchandising.”

The above remarks were numbered among the sentiments expressed at the annual convention of the National Wholesale Grocers' Association held here last week, by President William Judson.

In the course of his address he further stated:

“In dealing with manufacturers, transportation companies and producers we first find out definitely what we want and why we think we ought to have it. The proper committee then thinks the matter out to a conclusion and in a dignified, businesslike way takes it up with the other party in interest without bravado on the one hand or fawning on the other.

“‘Vinegar catches no flies,’ asperity wins no commercial victories. Our committees have learned this in many important engagements. The Scriptures say: ‘A soft answer turneth away wrath’; our committees have found that conciliatory speech opens the way to fruitful negotiations.

“The so-called big interests are surprisingly amenable to proper approach. Knowing definitely what we want, and being able to give a good reason why we think we should have it, we are certain to secure a respectful hearing and a response, either granting what we ask or giving a good reason why it cannot be granted. Prejudice and bigotry are banished from our counsels and open-mindedness is our mascot in our dealings and negotiations; and our committees make sure that they are as amenable to reason as the other party to the conference.

## Value of Joint Discussions.

“It is surprising how amicably the most radical differences may be discussed when both parties to the interview are open-minded and able to give reasons for their respective attitudes. While we do not always get all we want, we do get much, and we always get a reason for not getting all we ask. This pulls the sting and leaves no room for poisonous prejudice or rancorous resentment to breed in uninformed minds.

“The big interests do not find us narrow-minded, captious and selfish, as we have sometimes been pictured to them, and we do not find them as arbitrary and greedy as they have sometimes been represented to us. They need us and

we them, and with this as common ground upon which to stand we get as close together on matters of mutual interest as proper regard for our respective individual interests will permit.

“Trade is a matter of fact and not of sentiment. Conditions of supply and demand; war and peace; flood and drouth, and hundreds of other things are influencing factors over which no set of manufacturers or distributors have control, but all of which must be considered in arriving at equitable conclusions. These considerations all show how out of place are ignorance and prejudice and how all-important are information and fair-mindedness.

“We naturally push most cheerfully and energetically the sale of the product of those concerns which show the most favorable attitude towards us—this is correct merchandising.

## Wholesalers' Attitudes.

“We naturally and properly feel more kindly towards those manufacturers who distribute their product through the jobber than we do towards those who sell to both jobber and retailer. We contend that the attitude of the latter is uncommercial, illogical and unfair to both jobber and the rank and file of the retail trade. Why should we feel favorably disposed towards those manufacturers who sell direct to the large retailers and then expect us to carry their product in stock to supply those retailers with whose accounts, for any reason whatever, such manufacturers do not want to be encumbered?

“We also rightly and enthusiastically favor most those manufacturers who try hardest to enable us to make profits on their goods. In this connection it is both gratifying and encouraging to call attention to the fact that of late there are conspicuous examples of manufacturers making extraordinary efforts to aid jobbers in making better profits on staple commodities that too often are sold by wholesalers at little or no profit.

“We should give, are giving emphatic endorsement to the efforts of these manufacturers by increased volume of sales when possible on their product, not only because of the more satisfactory profits available, but also to encourage other manufacturers to do the same thing, and to secure a continuance of such welcome service at the hands of these manufacturers who are extending it. This is one of the gratifying results of the diplomatic work of our committees. It is impossible to overestimate its importance, and the full and permanent benefit of this achievement can be clinched only by each of us in our individual capacity doing our respective share towards the perpetuation of the improved

profit conditions thus brought about. Mind you, in doing this we accomplish one of the vital purposes for which our organization exists—that of showing manufacturers and producers that they subserve their own best interests by giving to our welfare the consideration that our acknowledged importance to them deserves.

“This logically leads me to refer again to a matter which I have discussed at previous meetings, and that is the practice of handling staple commodities without profit, sometimes in the past amounting possibly to 30 or 40 per cent. of the business of the wholesale grocer.

## Self-Wrought Injustice.

“To demand and receive adequate compensation for services rendered is not only commercially equitable but morally obligatory. The old Scriptural dictum that ‘The laborer is worthy of his hire’ is the very essence of common sense, the unimpeachable dictate of business morality. Since the edict went forth that ‘In the sweat of thy brow shalt thou earn thy bread,’ labor has been the test of worth, and its resulting fruits the reward of the toiler. The jobber, therefore, who labors and risks without exacting a fair price for the service cheapens his vocation, does injustice to himself, inflicts undeserved burdens on his fellow workers of like calling and weakens the moral fibre of those whom he gratuitously serves. Moreover, he fosters weakness, insecurity and moral turpitude where he should inspire strength, self-reliance and wholesome respect for the laws of Nature and the rules of righteous success.

“Every cause has its inevitable effect and every service should have its just reward. I speak earnestly on this subject because we all feel deeply both its material and moral importance.

“The honors you have heaped upon me by making me your president for a series of terms has made me think more deeply on these matters from the viewpoint of the responsibilities of the position than I could have thought from that of the individual jobber. But the broad basis of observation and experience that has meen my privilege through your generous kindness has given me a realizing sense of the basic importance of this matted that amounts to profound conviction.

“The banks we patronize do not lend us 30 per cent. or 40 per cent. of the money we borrow without interest; the railroads that transport our merchandise do not handle 30 per cent. or 40 per cent. of it without freight charge; those from whom we purchase do not sell

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us 30 per cent. or 40 per cent. of the merchandise we buy without profit. We pay the full price for all service of all kinds that is rendered us. Why, then, in the name of common sense, should we invest our capital, employ our time, take the risk of business and sell 30 per cent. or 40 per cent., or any other per cent. of our merchandise without profit?

"If I read the signs of the times rightly co-operation is taking the place of cut-throat competition as a business slogan. The time has come for cut-throat competition to be relegated to the museum of commercial monstrosities to keep company with 'prison for debt' and 'chattel slavery.'"

"My newspaper ads are paying me," remarked Mr. Robson. "I find that autumn, winter and spring, are the best seasons for us on account of so many spending the summer months at the re-

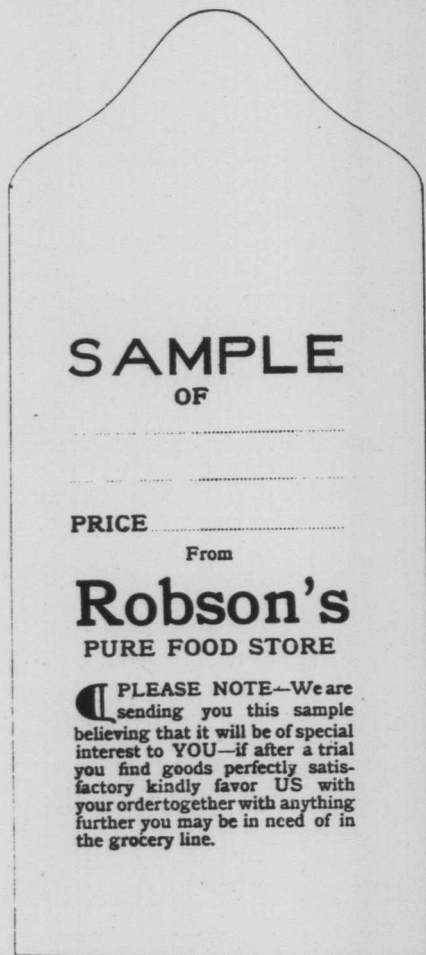
## Entire Advertising Scheme of a Retail Grocer

**How Wm. Robson Keeps His Name and Goods Before the Public in Addition to Using Newspaper Space—His Sample Distribution Plan Which Has Produced Good Results — Obtains Rubber Stamps From Manufacturers of Food Products For Nothing.**

Lindsay, June 9.—One of the recognized qualifications in successful advertising campaigns is persistency. This pertains to the retail grocer as well as to the manufacturer of a new product, which he wishes to introduce to the retail trade. A good name in business is essential to success and a publicity

of the store door to mention that they want to purchase a certain article as per advertisement in the local paper.

One of the persistent advertisers in the retail grocery trade is Wm. Robson, Lindsay, Ont. He is waging an advertising campaign with results because he is placing before the Lindsay public his name, the goods and quality of the goods he sells and because he takes advantage of every scheme that presents itself and looks favorable.



Envelope in Which Samples of Foods are Sent Out to the Public.

scheme which tends to produce that is at all times commendable.

Merchants are found to frequently institute advertising campaigns, expecting every person who crosses the threshold

**VEGETABLES**  
WE CARRY AT ALL SEASONS OF THE YEAR THE LARGEST VARIETY OF VEGETABLES OF ANY STORE IN LINDSAY.

**ROBSON'S**  
GROCERY  
KENT ST. W.

**GREEN and DRIED FRUITS**  
IN FRUITS—THE BEST IS ALWAYS THE CHEAPEST. WE AIM TO GIVE YOU "QUALITY" NOT QUANTITY. IF YOU WANT GOOD FRUIT GO TO ROBSON'S.

ROBSON ADVERTISING SCHEME—Rubber Stamp Used on Goods Leaving the Store.

"You can't judge the value of your advertising merely by direct results," he recently said intimating that the prestige secured could only be observed by the increase of business from year to year.

Mr. Robson's system includes several lines. In the first place he uses newspaper space and every other day presents an appeal to the public on the quality and variety of goods he sells. He writes his own ads and they are well written. An example of his work in this respect was illustrated in the Special Spring and Export number of The Grocer, when one of them was chosen by an ad critic, to represent what he considered good advertising meant.

## SUNDRIES

Here's a list—look it over—it may remind you of the very thing you NEED.

Ammonia, Celery Salt, Sage,  
Borax, Epsom Salts, Senna,  
Candles, Fly Paper, Tacks,  
Shoe Polish, Castor Oil, Ink,  
Lamp Globes, Lamp Wick, Lye,  
Machine Oil, Electric Oil,  
Can Openers, Etc,

THEY ARE HERE FOR YOU  
AT

**ROBSON'S GROCERY.**

ROBSON ADVERTISING SCHEME—Cut of Rubber Stamp Used on Paper Bags Sent Out Containing Goods.

sorts around here. During the summer I intend to discontinue for a time."

### Samples Distribution Scheme.

Another link in the Robson advertising scheme is the sending out to customers and all prospective customers, samples of various goods on sale. This is one of Mr. Robson's own ideas.

As will be seen by the accompanying cut, he uses envelopes with reading notices on one side. These are in dimensions, about 4½ inches by 3 inches.

Since quality in goods commands a good deal of Mr. Robson's attention, he is not afraid to let the people know what he carries. In the envelopes he places samples of tea, currants, biscuits and other grocery articles and distributes them, not only among customers—he believes in holding what he has — but among those who he thinks might be induced to become customers.

The reading notice on the envelope contains a blank space in which to describe the article sent, and the price, of course, is always included. The remainder of his communication to the public may be seen from the cut.

"I find that the distribution of these samples are of much benefit; they give to the intending purchasers something substantial. They are able to tell exactly what class of goods we carry, without having to buy them and in this way

we often get into touch with consumers, who otherwise would not come near our store." That is the way in which Mr. Robson described the value of the sample distribution scheme.

Another point should be noticed here. The Robson store is known as the "Pure Food Store," and as the stock is maintained so far as possible in accord with this motto, the proprietor secures an additional prestige.

**Advertising That Costs Nothing.**

As before intimated every opportunity is seized to keep the Robson grocery before the public and Mr. Robson has hit upon another scheme for this purpose, which costs him practically nothing.

He has a large woden box beneath his counter filled with rubber stamps. These were presented to him gratis by various manufacturers of high grade food stuffs, including breakfast foods, teas, pickles, etc. They were got for the asking. These stamps contain an ad for the manufacturing firm and they read as if written by Mr. Robson himself. For example, "We sell H——' food products. You cannot buy better. Perfectly pure and cleanly made, etc." At the bottom in large letters is "Robson's Grocery."

"Manufacturers, we find, are usually only too willing to supply us with these stamps. We use them on all our paper bags stamping them on the side where they can be easily seen and read. The clerk and myself are able to stamp a few hundred bags in a short time.

**Other Rubber Stamps Used.**

"This gave me the idea to get some rubber stamps of my own," said Mr. Robson, "and I frequently use them on parcels and bags sent out of the store."

Examples of these are shown herewith, with the headings "vegetables" and "sundries," and the talks following are worth while reading.

Strict attention is given to parcel delivery. For this a small printed leaf is used on which are spaces left for the name and street of the purchaser and the number of parcels. The blanks are distinctly and carefully filled in, so that little temptation is given the delivery man to make blunders.

**AN EXTRA HOLIDAY.**

F. W. Thompson, vice-president and general manager of the Ogilvie Flour Mills Company, Montreal, has issued a notice to employes of the firm to the effect that an extra week's vacation, on full pay, will be granted all employes joining the Canadian volunteer militia. Mr. Thompson's patriotic action has been warmly commended on all sides.

It will be recalled that Col. A. E. Labelle, the company's local manager, commanded the Canadian team which went to Bisley last year. Col. Labelle commands the 65th Rifles in Montreal.

**Business in the Wilds of the Silver Districts**

**Interior View Of Christakos Bros., Store At Haileybury, Ont.—Equipments That Compare Favorably With Those of Any Up-to-Date Store On The Frontier—Little Credit Requested By The Miners.**

Not many grocers would turn to Haileybury in the wilds of Northern Ontario for an example of what a grocery store ought to be. The accompanying picture of Christakos Bros.' store, Haileybury, shows plainly enough that they might look a long while for a better. Here is a store in a region still under the sway of the mining prospector, the pioneer farmer and the lumber jack, but there are few finer appearing

ness with the opening of navigation and the spring movement in and towards the silver lands.

"Did you not see," asked Mr. Christakos discussing trade in the new north, "the published list of Peary's food stuffs for his last dash to the Pole? One of the big items was tea, nearly half a ton of it, far more, at any rate, than would suffice for normal consumption by his crew. Well we're pretty big tea



A Haileybury Store Equipped With Most of The Modern Conveniences, Owned by Christakos Bros.

stores, better equipped or better stocked in the Capital City of the Province.

Christakos Bros., both young men, went to Haileybury two years ago and began business in a shack. Their trade grew with the town and they soon moved into their present premises, a substantial two-story building, two stories and cellar, 30 feet by 70 feet.

**Miners Are Good Customers.**

They now have a staff of seven employes and Mr. Christakos states that if the business keeps increasing they will have to get more help. The firm carries a \$10,000 stock of general groceries and their trade is largely with prospectors, mining camps, and mine operators.

"We find them first class customers," said Mr. Christakos, "and not looking for any great line of credit." There, as in the older south, the dead line of business seems to be the credit line.

The firm enjoyed a big rush of busi-

ness in this north country. There aren't so many other good things to drink you know."

**Up-to-Date Fixtures.**

It is well to draw attention to the modern equipment of the store, the telephone, electric light, plate glass, silent salesman, cash register, computing scale, paper rack, refrigerator and pressed metal ceiling. A glance at the illustration also shows that confectionery is prominently displayed. It forms a good part of the business. It all goes to show that in these days civilization with its suit cases comes in on the train after the prospector.

Earnestness triples earning power. There should be no room for a man who does not mean business, and who does not earnestly try to get all the business that his utmost exertion can secure.

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# The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN PRESIDENT

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

Cable Address: Macpubco, Toronto. Atabek, London, Eng.  
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MONTREAL	Rooms 701-702, Eastern Township Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO	10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER	R. Bruce Bennett 1737 Haro Street W. E. Hopper
ST JOHN, N.B.	
UNITED STATES—	
CHICAGO, ILL.	933-935 Monadnock Block J. P. Sharpe
NEW YORK	623-624 Tribune Building R. B. Huestis Telephone 3571 Beekman
GREAT BRITAIN—	
LONDON	88 Fleet Street, E. C. Telephone Central 12960 J. Meredith McKim
FRANCE—	
PARIS	Agence Havas, 8 Place de la Bourse
SWITZERLAND—	
ZURICH	Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States \$2.00  
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PUBLISHED EVERY FRIDAY

## WHAT CASH DISCOUNTS MEAN.

One of the important features in the running of a retail business is systematic buying methods and the chief among these is obtaining the cash discount. This is well illustrated by correspondence in this week's issue from Perth. There a grocer kept careful account of the discounts he received in view of prompt payments and found that he was saving enough money to pay his taxes, his insurance and lighting bills.

This is a matter which every retailer should study. If a Perth grocer does enough business to have his taxes, insurance, and light paid for by cash discounts, merchants in other places whether large or small, should be able to do the same.

The cash discount is one of the secrets of the success of R. C. Braund, a Peterboro merchant, who, as a recent article in *The Grocer* pointed out, has built up a business of \$50,000 turnover on a visible capital of \$2.50. These are only two instances of many.

With the knowledge of these facts merchants are given a direct impetus to look to their buying. The discount not only means a straight gain but it simplifies matters with the jobbers and places the retailers in a much better light.

## THE SECRET COMMISSIONS ACT.

The Aylesworth Bill, making it criminally illegal to give a secret commission or rebate, and known as the Secret Commissions Act, has been a topic for much

discussion among all sections of the trade since it appeared in *The Grocer* of May 14th last.

The bill, of course, applies to all commercial transactions and was introduced into Parliament by Hon. A. B. Aylesworth to combat the perpetration of such frauds as led to the recent enquiry into the Marine and Fisheries Department of the Quebec Government.

It has been reported that the Minister of Justice was not responsible for the bill but that it emanated from some Canadian wholesalers in the grocery trade and retailers have been led to believe this.

Such a view of the matter, however, does not seem to have much of a foundation. It is probably true that wholesale grocers are delighted with the bill but when it is considered that it applies to all classes of trade and naturally covers all commercial transactions, there can be little reason to suspect that the wholesale grocers were the fathers of it. Making it illegal to give a secret rebate refers just as much to insurance companies and their agents as it does to the manufacturers of food products, wholesale grocers and their travelers.

## A RETAILER'S TURN OVER.

Some time ago the public mind, the *New York Journal of Commerce* points out, became impregnated with the virus that 90 per cent. of all business men fail.

Commercial paper has for this reason never attained the dignity accorded to less volatile security in savings institutions and places where money is loaned. Then again the average retailer is not a financier and the weakness of retailing, wherever it has shown weakness, has generally been at the financial end of the system.

There is really less reason why retailers should fail in business than there is for manufacturers failing, and while we all like to tell that the country store was the first department store in the land, every merchant knows that the real strength in the department store system lies in the measure of wisdom shown in its financial control.

In February, 1907, long before the country was alive to the dangers that were ahead in merchandising, one of the United States greatest merchants said to a newspaper reporter, "The retailers will have to sell on a decreasing margin of net profits," and that statement in print woke up many a business man in different parts of the country to a realization of what was ahead.

One of the factors in a large jobbing house was asked to explain what the statement really implied, and as he was one of the few men who after 40 years in harness had been able to adapt himself to the new system, what he said seemed very illuminating as bearing on the elements that are gradually displacing personality in trade.

Said he: "No retailer needs to fall if his system is right. He should never carry more than four times his capital in merchandise. He should turn his capital over at least four times a year, as shown by the volume of his sales. As a matter of fact many metropolitan stores turn their capital over six and seven times a year. On a capital of \$200,000 the turnover should be at least \$800,000. Five per cent. profit on this volume gives \$40,000, and 10 per cent on the capital eats up \$20,000 of this amount. The rest can be applied to a capital account or surplus. The struggle will be to keep expenses below 20 per cent. and the effort will be to sell at 25 per cent. profit. The difference in net profit will depend on the success of the effort and the strength of the struggle. In order to make 25 per cent. on sales it is necessary to add 33 1/3 per cent. to the cost of goods."

These figures are necessarily rough and offhand. There are some stocks that cannot be turned even once a year, but in a well known retail store a few weeks ago the bedding stocks were turned over five times in two weeks. There was a run on in that special department. By following the figures of sales closely it is possible to see what goods are being purchased most freely and the success of merchandising lies in knowing what will move best. It is one thing to have a reputation for carrying the choicest goods in the world, it is another to sell the goods the great mass of people want to buy, and to have them for sale when the people want to buy them. The happy medium between these extremes makes great merchants and it also makes great combinations of retail stores not only possible but desirable.

The grouping of retailers for better buying methods is seen in the formation of buying syndicates of all kinds. The desire among them to expand their merchandise accounts and make buying in large amounts possible, is seen in the way in which many of them are seizing the control of stores in different centres. The crystallizing of store management is going on everywhere, and it all leads up to the crystallization of the financial management of the stores. Strong personality will always assert itself, but its future efforts will be directed along systematic lines that are now only in the process of evolution in merchandising.

## Notes from the Maritime Provinces and Quebec

**Novel Ticket Selling Plan Introduced by Montreal Retail Grocers' Association—Reports of Fish Catches off Coast of Nova Scotia—Fish Being Shipped to United States — Advances in Flour and Cornmeal at St. John.**

**MONTREAL.**

June 8.—A new plan for the selling of picnic tickets was suggested at the regular monthly meeting of the Montreal Retail Grocers' Association, held last Thursday evening in Montreal. Most interesting of the subjects discussed was the coming picnic, of course, which is to be held at Maple Grove, on July 21. First Vice-President J. D. Boileau announced the new idea. Each grocer will be given eleven tickets. On selling ten of these he becomes the owner of the eleventh, and so does not have to pay any railroad fare or entrance fee to the picnic grounds himself. If he sells twenty tickets he is entitled to two free tickets. The scheme was most enthusiastically received, and if the majority of the members of the association take the matter up the organization will be considerably benefitted, and the annual excursion will be a remarkable success. The tickets are saleable at 90c each. Maple Grove, the destination of the excursionists, is a beautiful place on the New York Central, and is an ideal picnic spot. In addition to the ordinary picnic prizes to be distributed to winners in various contests, there will be special prizes aggregating \$200. These prizes will be drawn for on the picnic grounds. Every person purchasing a ticket stands a chance of winning one of these. L. E. Lafond started a little discussion on the manner in which a local lighting company was alleged to be unfairly treating the trade. It was claimed that the company was not charging for gas at right prices. A member asked for information on the stand which the city would take in regard to early closing. A recent judgment handed down proclaimed as legal the city by-law calling upon retail grocers and other like dealers to close at seven o'clock Wednesday and Thursday evenings. The Early Closing Association has been fighting for their object for the past few years. Sentiment has always been evenly divided. Little interest was taken in the matter at the meeting. It was also asked how the city felt in regard to the grocery stores being open on Sundays, as they are in certain cases. The meeting thought that it would be wise to address the city council a letter asking them for the desired information. This will be done. It was announced, amid applause, that the breweries had decided that after July 1 they would no longer sell beer to private houses, as they have, many of them, been in the habit of doing in the past.

Chausse & Co., Montreal, agents for the Kentucky Refining Co., have removed to 17 St. Gabriel Street, where they have larger and more convenient quarters.

H. F. Pacaud & Co. have secured large premises at 594 Papineau Avenue, Montreal, and have removed their factory to that address, from Varennes, Que. They are now making starch, soda, harness and machine oil.

**HALIFAX.**

June 8.—The local grocery markets are in excellent condition and business generally is reported to be good. Large quantities of fruit are now coming on the market, and it is of excellent quality. Pine apples are more plentiful than for some years and the prices are lower, good large pines retailing at 20 cents each. Bananas are in good supply and of fine quality, the choicest stock selling from \$2.25 to \$2.50 per bunch. Green truck such as spinach, radishes, lettuce, cabbages, cucumbers, asparagus, and rhubarb are now on the market, also being local grown with the exception of cukes and cabbages, which are United States.

The receipts of good butter show a heavy falling off during the past week, but there is no change in the price. The farmers are now busy with their crops and to this is attributed the decline. Eggs are in good supply and the price remains steady at 18 cents for the choicest stock.

The fish markets are now very active. Mackerel have struck in along the coast and in some sections of the province large catches have been made. At Lockeport, two hundred barrels were taken in one day. The fish are not quite as large as the usual spring run. The first fish that reached the market early in the week sold from 25 to 30 cents apiece, but the large number of mackerel coming on the market later caused a big drop and they are now selling at two for a quarter. Owing to the small catch of the United States mackerel fleet in southern waters this season, there is a good demand for the fish in from that market, and heavy shipments from this province are now being made. The first big shipment was from Yarmouth, the steamer Prince Arthur taking 150 barrels of iced mackerel to Boston. If the weather holds favorable some big hauls are expected, as several large schools have been sighted.

The lobster season has closed, and the last and the record shipment of the season was made to Boston this week, the steamer Prince Arthur sailing from Yarmouth with 1,630 crates. They are quoted in Boston at \$10 per crate. The season just closed has been a most disastrous one for the lobster fishermen, a recent storm having destroyed gear valued at least at \$100,000.

Salmon are now being taken but so far the catches are small. The prices however, are good and will likely keep up until the fish become more plentiful.

On the Cape Breton coast there is a phenomenal run of haddock, and the fisherman are reaping a harvest. Never before have such large catches been made, the fishermen returning to shore with their boats loaded to the gunwhales.

Arthur S. Barnstead, Secretary of Industries and Immigration, returned this week from Ottawa where he was conferring with the Department of Immigration in company with Hon. Dr. Landry, Minister of Agriculture for New Brunswick, and R. H. Montgomery, of Summerside, P.E.I. The matter of further development of the oyster industry in the Maritime Provinces was presented to the Minister of Marine and Fisheries. Mr. Barnstead reports the interview to have been satisfactory. As a result the terms of *modus vivendi* have been referred to the provincial governments so that the difficulties that have heretofore existed with respect to securing adequate titles for private culture will be eliminated. Other matters which were presented by the delegation were favorably considered and such steps have been taken as will ensure active co-operation on the part of the Department of Marine and Fisheries, and that of the This leaves the Angostora in a class by and developing the oyster industry.

**ST. JOHN.**

June 8.—The market has been rather active lately and a number of changes are recorded in the prices of several staple lines. Ontario flour advanced fifteen cents again last week, and is now quoted at \$7 wholesale, which is only fifteen cents below Manitoba. Cornmeal is up 10 cents a barrel, clear pork is \$1 a barrel higher and lard is held at an advance of  $\frac{1}{2}$  to  $\frac{1}{4}$  cent a pound. Brooms are twenty-five cents a dozen cheaper.

Eggs are higher, but butter remains about the same. Rhubarb is coming in freely and is selling at three cents a pound retail.

In fish, shad are still high, but salmon are coming in quite plentifully and the price has dropped to twenty and twenty-five cents a pound.

The cold weather has interfered somewhat with the crops and a number of the farmers in the province, who put their seed in early, had them nipped with the frost and had to replant.

William C. Cross, of Hall & Fairweather, Andrew Malcolm, and W. L. Harding, of W. F. Hatheway & Co. will attend the annual meeting of the Dominion Wholesale Grocers' Exchange, in Victoria, B.C., on June 24th. They will leave early next week.

Sanford Fawcett and Carey Fawcett, honey dealers, in Memramcook, have made an assignment to Sheriff Willett, for the benefit of their creditors. Their liabilities are placed at \$2,000.

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June 9 improve, strong f lon teas in finer pretty United S are rather prunes a market Retail week wa E. F. and Coll Wednesd South L gratulat Many first hal Wednesd where th tail Mer the groc won by team co and wit able to series fo not com

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## Some Interesting Ontario Grocery Correspondence

**Millionaire Wholesale Grocer Addresses London Canadian Club on Trade Paper Advertising—Ingersoll Merchants to Consider Ticket Selling Nuisance—Expensive Ice in Chatham — Fruit Crops in Niagara District Promising. With Exception of Peaches—Perth Grocer's Experience With Cash Discounts.**

### LONDON.

June 9.—Wholesale trade continues to improve, with payments coming in strong for all kinds, and India and Ceylon teas are very firm. Nothing is doing in finer qualities of Japans, which have pretty nearly all been picked up by United States buyers. Valencia raisins are rather lower. California seeded and prunes are about  $\frac{1}{4}$  cent up with the market strong.

Retail trade in the city during the week was fair with excellent prospects.

E. F. Reed, grocer, corner Horton and Colborne Streets, was married on Wednesday last to Miss Robinson, of South London, and is receiving the congratulations of his fellow grocers.

Many of the retail grocers spent the first half holiday of the season on Wednesday last, at Springbank Park, where they witnessed a game in the Retail Merchants' baseball league between the grocers and shoe clerks. The latter won by a score of 8 to 7. The grocers' team contains some capable players and with good management, should be able to make a good showing. The series for the Lea Pickling trophy will not commence for a month yet.

A meeting of the executive committee of the Retail Grocers' Association was held last week to elect committees for the purpose of visiting the grocers for donations for their annual excursion to Detroit on the 23rd inst. Already a number of the firms have donated, among them a Toronto firm which forwarded a large cheque. McCormick Manufacturing Co. and D. S. Perrin & Co. have donated neat little packages to be presented to the ladies on the train. Local wholesale grocery and fruit firms and manufacturers have also contributed liberally. A large amount of correspondence was received from people in Detroit about the grocers' outing. Those present were: President, E. J. Ryan, N. McLeod, J. Hockins, H. Ranahan, T. Shaw, F. Travers, C. W. Summers and F. W. Paull.

Thos. Martindale, a millionaire wholesale grocer of Philadelphia, and a native Londoner, was the guest of honor at the Canadian Club luncheon at the Tecumseh last week, and gave an address on "Advertising as a money maker." In the course of his remarks he said that in the United States wholesale grocers confine their advertising to weekly or monthly trade papers. He could not recollect ever seeing the ad of a wholesale grocer in a daily or ordinary weekly newspaper. "Trade journal advertising," he said, "is to be commended, as the trade papers exist primarily to help in promoting the interests of the particular trade it represents, and they generally are filled with the latest trade news, advice, statistics etc., pertaining to their field. Besides it stands to reason that such advertising ought to be profitable in thus being directed right at the prospective buyers who subscribe for and thus help to make profitable such publications.

Many years ago an experiment was tried by the late William M. Singerly, the proprietor of the Philadelphia Record, an influential and splendidly-managed paper, having a wide circulation in such Democratic states as Kentucky, Maryland, Delaware, the Virginias, North Carolina and Tennessee, besides its clientele of readers in New Jersey, Pennsylvania, Delaware, etc. In order to encourage jobbers and particularly wholesale grocers to advertise in the Record, Mr. Singerly sent free copies of the Record to the hotels in all towns of over 10,000 population in many of these states to encourage the jobbing houses to use the columns of the Record in aiding them to sell their goods. I have heard it said that many thousand copies of the paper were thus placed on the free list, but the jobbing trade and the wholesale grocers in particular didn't respond at all. Therefore, in time the free list was entirely cut off. All of which goes to show that the wholesale grocer in the States, as in Canada, knows what he is about.

### INGERSOLL.

June 9.—The retail merchants intend making a mighty effort to frown down ticket selling and its kindred evil, soliciting charity, during business hours. Scarcely a day goes by but demands are made upon the finances of the merchants, either by charitable organizations or others soliciting alms. The merchants, of all individuals, are invariably singled out for first attack, and while in the past they have submitted without a murmur, they now believe that united and uncompromising action should be taken to put a stop to the wholesale soliciting which has become absolutely obnoxious. If this course were decided upon it would place the merchant upon the same plane as other citizens, and they would doubtless be immune from countless attacks which they now experience. Merchants recognize the importance of the question and that it is one in which they must stand together. The matter has been slated for careful consideration at the next meeting when definite action will no doubt be taken in this respect as well as in regard to bad debts.

It is indeed pleasing to note that so far as the Ingersoll branch of the Retail Merchants' Association is concerned that there are reassuring signs of life. The members have come out of their hibernation, which has been most protracted, and they have now taken a grasp of affairs of mutual interest that simply spells "business" in capital letters. The Association was formed some two or three years ago, and for a while everything was serene. But there was

a gradual decline of interest, the attendance at the meetings began to shrink, and eventually no meetings were held. In expressing their individual opinions the merchants were always frank enough to admit the advantages of organization, but for some reason or other that concerted action which makes things hum, was conspicuous by its absence. But times have changed and the fact is worth jotting down that Ingersoll is going to have one of the most thoroughly organized, pushing, progressive Retail Merchants' Associations to be found in any community of similar proportions in the Dominion. This at least is what the merchants say and we know their capabilities once they have determined to put their shoulders to the wheel of progress. The merchants have been aroused to the necessity of taking immediate and earnest action in regard to several matters in which they are vitally interested. One of these is the soliciting during business hours by which they are simply "held up" from day to day. Another matter that they believe should receive attention is bad debts. The opening meeting of the reorganized association clearly indicated that the merchants mean business. They have outlined a progressive policy and intend to give it vigorous attention. The new officers of the association are:

President—John J. McLeod.

1st Vice-President—R. W. Waterhouse.

2nd Vice-President—Theo. Wilson.

Secretary—R. N. Thurtell.

Treasurer—W. I. Hogarth.

During the past couple of weeks two grocery stores have been burglarized. The manner in which both places were entered would indicate that the nocturnal visitor was familiar with the surroundings. The store of L. C. Menhennick was entered by means of a rear window. A small amount of change and some candy was missing. The thief overlooked a cash box containing about five dollars in silver. S. M. Fleet's store was also entered by way of a rear window. As in the case of the visit to Mr. Menhennick's store only a small amount was stolen.

### WOODSTOCK.

June 9.—The E. J. Coles Company are enlarging their already large store by an addition to the rear which will give them half as much floor space as they have at the present time. The Coles stores handle lines of groceries, furniture, hardware, crockery, books, and all manner of miscellaneous and fancy articles. The addition is now under construction and will be completed this summer.

George Parker and W. J. Parker, two brothers who have grocery stores in this city, one in the east end and one in the west, were in Paris last week at the meeting of the Paris and Brant Baptist district. George Parker is a prominent member of the First Baptist Church and W. J. of the Oxford Street Baptist Church, and they were at the convention as delegates.

## THE CANADIAN GROCER.

Peter Poole, a well known grocer, went a-fishing one day last week, and slipped into the mill pond while in pursuit of the elusive tenants of the water. John Markey, editor of the Sentinel-Review, who was with him, went after Mr. Poole and then a Mr. Hodges went after the two fishermen. In some way Mr. Markey's shoulder was put out of joint. Mr. Poole was pulled out of the water and sustained no injury.

Woodstock has no retail merchants' association. One was formerly in existence here, but it died slowly. There was no trouble in securing members, but the few who were active in the matter found great difficulty in getting members to attend, and gradually the association fell into a decline and soon was no more. There is occasional talk of reviving its dry bones, but it is difficult to see what the use would be unless local merchants secure to a greater degree the spirit of co-operation and mutual assistance.

Once again are the business men meeting with the ticket selling graft in all its force. All the year it is bad enough, but in the summer it is particularly obnoxious. This refers to the way business men are victimized by those selling tickets and soliciting aid for the thousand and one church and secular enterprises of every town for which money is required. In many cases those selling tickets appear to send to business men those who are their customers, and it puts the man in the position of giving to everything that comes along and loading himself up with tickets of no earthly use, or of running the risk of offending perhaps a valuable customer. "It's a hold-up game purely and simply and I cannot understand how self-respecting people will condescend to adopt such small means of raising money," was the way a local grocer expressed the situation the other day.

Business has been very satisfactory in Woodstock this year. City people and farmers appear to have all the money necessary to supply their wants and merchants are not complaining. The weekly market has not been as large as usual during the past few weeks, as the farmers have been too busy getting in their spring crops to attend, and the horses have been too much engaged to permit of their wives attending.

### BRACEBRIDGE.

June 9.—Saturday, as usual, was a busy day among our merchants. The well-lighted stores and well-lighted streets filled with well-dressed buyers, made the scene a gay one at night.

The grocery windows came in for some nice remarks. Armstrong & Gillespie showed a well-arranged double window of fruit; J. G. Meyers' window was dressed with fruits and green vegetables; Kirk Bros.' large windows were bedded with plants, fruits and vegetables, and R. A. Lawson's window with fruit. Hutchison Bros. have a pretty window arranged with tea. In the centre stands a deep well made up with tea packages, and over the top is a bucket swinging from an old limb of a tree with this sign, "Our teas draw well"

Butter on Saturday dropped again in price, this time to 17c per pound. Other lines of produce are the same as last week. Maple syrup is still being freely offered by the farmers, and it finds a ready market. The quality is good.

### HAMILTON.

June 9.—The Retail Grocers' Association have completed arrangements for their annual picnic to Niagara Falls on July 21st. At a meeting of the association held last week the picnic was the one topic of conversation, and arrangements to make it a greater success than in former years are already under way. John O. Carpenter was elected chairman of the picnic committee. Arrangements have been made for eighty cars to carry the Hamilton contingent, and no doubt every one will be filled. Both the G.T.R. and T., H. & B. will be used. It was necessary to put up a guarantee



ADAM BALLANTYNE,  
A Hamilton Grocer Who Believes in  
Selling Goods by Weight and in  
a 75-lb. Potato Bag as a Gov-  
ernment Standard.

with the railway companies, and on that account the excursion will come off, rain or shine. The association came out somewhat behind last year on the financial end of the affair, and the committee are determined that not only will they make up the deficit, but will also close their books with a good balance on the right side. The picnic will be bigger than ever, as several new attractions will be taken, and all who have enjoyed this trip before, together with many new friends, will be on hand. The retail grocers and butchers of Brantford are joining in the excursion again. The 91st Regimental band has been engaged, and three "rube" bands will be taken along to provide amusement. The programme of races will be longer than ever, and the prizes well worth getting. Over \$125 will be given away in cash prizes,

as well as prizes of other kinds. This excursion is the best patronized of any in this city, whole families going on it to view the Falls.

### KINGSTON.

June 9.—Earl Grey honored Kingston by his presence lately and the military city was all agog with excitement. Everybody walked erect and the air was full of music. Cannons boomed and even the new bell in the town clock chimed in. He was well entertained and pleased with his visit, but if he had waited till July 14th he would have had the entertainment of his life, for the famous Grocers' picnic is to come off and Secretary Dalby and committee are going to make it the success of the 20th century. We expect 10,000 people to attend. It will be held at the fair grounds within the city limits.

"Cash receipts are slow," said a grocer this week. "When goods go out quickly and cash comes in slowly, it's hard to make things go and the wholesaler wants cash. He is sick of excuses such as 'I have a lot on my books, etc.' Long credits should be cut out; some well-to-do people getting dividends keep grocers waiting for months and years, and perhaps on account of friendships the grocer is afraid to open his mouth to say a word—too bad, too bad."

Mr. Smith of West Toronto bought out Mr. Shea of Pim St., and is hustling after trade. He formerly was a carpenter, but he has evidently seen an easier way to make a living.

Marshall Reid has purchased an up-to-date delivery wagon of Canadian make. It is wiser to buy new rigs, as old ones soon bring up the cost in the repair shop or hospital for sick wagons.

Chas. Pickering has purchased a fine delivery horse.

A local grocer states that every time he wants to get his shop the telephone girl shrieks "bizzy" and he doesn't know whether to get mad or not. It would be better to say that's good and whistle, for it's better to whistle than whine. Too many merchants wear lemon-looks. They should live on the sunny side of the street.

Canned goods are always a drug when there is an over-production and prices go below value in consequence. Merchants cutting below cost reduce their own salaries. "Departmental store prices have to be met," said a grocer to-day, "and I found by introducing hand-packed tomatoes in sanitary tins I have gained a victory over the man selling old pack with new labels. It is not necessary always to get to mud level to meet the man who makes a business of cutting prices, giving light weight, short measure and old goods.

Carelessness in keeping stores and windows well dressed speak to the passers-by of the negligence of this staff. Goods well displayed are three quarters sold. If clerks would just get into the habit of introducing goods new and old it would surprise them the number of extra sales recorded. A clerk who just stands behind the coun-

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The early closing movement is being encouraged by the clergy and it is a move in the right direction. It's a strange thing if people cannot get sufficient for internal and external needs between the hours of 7 a.m. and 6 p.m. It's all nonsense burning gas and wasting energy. Merchants who are afraid to close at six o'clock lack backbone. Don't watch the other fellow. Lock up at 6 o'clock sharp and 9 o'clock Saturday and the other fellow will follow suit.

**PERTH.**

June 9.—How many ever keep a careful account of their cash discounts? Grocery discounts seem very small, but a local grocer who has kept careful account for some years finds he saves enough by taking advantage of every discount to pay his taxes, his insurance and his lighting bills.

With lard climbing to 15c, biscuits all up a cent a pound, starch and smoked meats at 1/2c stronger, and pork and beans advanced about 10c dozen, we are wondering what grocery prices are coming to.

W. R. McRae has been connected with the grocery business for a long period. He spent some years as a traveler, but for the last number of years has been in the ranks of the grocers. Mr. McRae pays close attention to his business and his success is shown in his owning the fine stone block on Gore St. East in which his store is situated.

The Arnprior Creamery Co. have closed their creamery for a couple of months. Scarcity of cream is given as the reason.

Farmers have about finished planting, and potatoes in small lots are being offered more freely at a variety of prices.

A. V. McLean, our youngest merchant has somewhat changed the interior arrangement of his store. A fresh coat of paint on his store front gives it quite a bright appearance.

One grocer is selling tomato plants, asters, verbenas, etc. Those being just ready to set out find a ready sale to the mutual advantage of both grocer and grower, who supplies them to be sold on commission.

The Retail Merchants' Association will consider some important matters during their sessions in Brockville, June 16 and 17. A number from here will likely attend.

Butter remains at 23c. Buyers are offering 17c for eggs, a drop of 1/2c from a couple of weeks ago.

**BARRIE.**

June 9.—Jas. Vair last week purchased the stock of H. Knight and has 12 days in which to dispose of it, moving the balance to his other store. Mr. Knight has purchased the restaurant business of his brother-in-law, Isaac Cox and will move into his present stand when vacated by Mr. Vair.

John Sasso has launched into the wholesale fruit business here.

Butter took a sickly appearance in price last week and dropped as low as

fourteen cents a pound while the bulk of it sold for fifteen cents. Eggs still remain about the same, selling at seven-teen cents a dozen. Potatoes also took a drop in price, selling at seventy and seventy-five cents a bag.

With the first appearance of warm weather last week, came a few of our summer visitors. The prospects for a bumper summer trade are good and all merchants who cater to this class of trade are wearing that sunny smile.

Although the season was very backward and the strawberries are only in blossom in most cases, the general outlook is very good and should the weather continue fine the berries will be ready as early as last year. At least this is what one of the largest growers here had to say about it when interviewed by The Grocer.

**CHATHAM.**

June 9.—The ice problem is beginning to loom up large in the calculations of local grocers. The complete failure of last winter's ice crop necessitated the importation of ice, and one result is that this year ice is selling at 35c per cwt., where in previous years the price was 15c. It is doubtful if the price would have been so high had the field been left open to competition, but following the failure of the crop the two local dealers promptly seized the opportunity to amalgamate. The high prices will doubtless have their effect upon the summer trade in perishables.

As this section is subject to partial and occasionally entire failures of its ice crop, the suggestion is brought forward by one grocer that the merchants to whom ice is a necessity, co-operate to ensure an annual supply at fair prices. Large consumers, such as the Maple City Creamery, imported their ice last winter and thereby secured an ample supply at fair cost; but the individual merchant whose demand was small could not afford to do this, especially in view of his lack of storage facilities. Collectively a large amount of ice is used by merchants, so that the supply could probably be procured advantageously—in addition to which, it would save the merchants from ever being "held up" by dealers.

Cheap butter—18c to 20c a pound—was again in evidence on the market last Saturday. Now that the warm weather has set in, farmers are a great deal more willing to part with the product on reasonable terms.

Hog deliveries were a feature of Saturday's market. Following a slight decline during the week, Saturday saw the price jump to in some cases \$8 per cwt., while \$7.90 was the ruling price. Not so long ago, hog raisers thought themselves lucky to get this price for dressed, let alone live hogs. Deliveries continued large. The high price locally is attributed to the foreign demand.

From all accounts, last year's bean crop is pretty well sold out. The price has now reached \$2 a bushel.

Imported strawberries—from Detroit—have been in evidence in many groceries the past week, selling at 15c and 20c a box. The home grown product is expected to appear this week, several grocers having been assured of berries by Friday or Saturday. This is somewhat later than usual. The crop is reported in splendid condition, however.

In company with dry goods and shoe dealers, the Wallaceburg grocers have decided to close their places of business on Wednesday afternoons during the summer months, to give themselves and clerks a half holiday every week. It is some years since the weekly half holiday has been tried by Chatham merchants, except in one or two lines; and there seems no disposition to repeat the experiment. As a rule, clerks here favor and employers frown down upon the scheme; though there are of course notable exceptions. The main difficulty is to induce everybody to line up.

**BRANTFORD.**

June 9.—The merchants here report business good. The factories are all busy, and the unskilled labor is well employed.

There was a good market on Saturday but meat was not as plentiful as usual. Butter was plentiful at from 18 to 22c, and there was also a very large display of plants, flowers and green vegetables. Potatoes were plentiful and were selling at 75c a bag Saturday.

A large number of property owners and merchants around the market square held a meeting in the council chamber on Friday evening, in reference to the improvements of Brantford's market by the erection of suitable buildings and accommodation on the present market square, they named a committee to look after their interests.

Brantford millers are paying \$1.30 per bushel for wheat and little is coming in; the grocers are retailing flour at \$3.50 cwt.

Mr. Harris, manager of the Brantford branch of The Geo. Matthews Co. Ltd., accompanied by his wife, left this week on an extended trip to Ireland. They will also visit England and France before returning. Mr. Harris has not been enjoying the best of health for some time and the change will it is hoped restore him to his usual strength and health.

The clerks enjoyed their first half-holiday last week. While it was not unanimous, one large grocery on Market St. refusing to close, the majority were anxious for the holiday.

**GUELPH.**

June 9.—The edict has been delivered—the law, as irrevocable as that of the ancient Persians has been hurled into action; and—but this is the law—that the merchants of this the Royal City, do close down their stores every Thursday afternoon during the months of July and August, excepting such weeks as—well that's enough.

Peter Anderson's store looks very nice, clean, and well arranged. He is showing some good lines in china.

Some ads. there are, which are printed for the sole purpose of hoodwinking the public, again some ads. are mis-interpreted by mistaken either by the printer or the consumer; and yet again there are ads. which are straight-hit-from-the-shoulder, nothing-but-the-truth-statements. It would be well to remember that it is upon just such hooks as the latter upon which the public hang their hats and it is the merchants who advertise in the latter truthful way, who secure the best customers.

There were not any great changes in any of the lines of produce on Saturday, the prices being as follows:—Butter, 20 to 22c; eggs, 18 to 20c; potatoes, 80 to 85c per bag; rhubarb, 4 and 5c a bunch; lettuce, 5c a head; onions, 40c a dozen, and 5c a bunch.

**TORONTO.**

June 9.—B. A. Belyea, Southampton, Ont., has purchased a grocery business in Toronto, at the corner of Spadina Avenue and Sussex Street.

Lloyd Bros., 552 Queen Street West, who opened a store a few weeks ago, are doing remarkably well. They have already a large trade, and business is evidently coming their way.

Fred White, grocer, 123 McCaul Street, has purchased Charles Mayes' property in Avenue Road, for speculative purposes.

Wm. Cole, grocer, Avenue Road, has taken a pleasure trip to England, and has left the management of his store in the hands of his clerk, F. Beckingsale.

I. McMinn, 923 Queen Street West, has moved to 703 Ossington, where he intends to enlarge his business.

S. E. Embury, 604 Queen Street West, is doing a business which reflects great credit on himself and his methods, as well as on his wife, who is perhaps the chief means of his success. He handles only the best goods. His favorite lines are cooked meats, bacon, sausages, etc. Everything is kept clean and the store, which he has lately remodeled, has an attractive appearance.

W. E. Best, 1048 Queen Street East, keeps his store in good order, and this he claims has a great deal to do with successful store keeping.

J. F. Cryderham claims he is a prompt payer, but he over-looked a small account and according to the rule of the Fruit Association goods came C.O.D. This he says, was annoying and he is therefore against the new rule.

A committee from the Retail Grocers' Association took a trip across the lake this week to make final arrangements for their picnic grounds. The date is July 14th.

**ST. CATHARINES.**

June 9.—George B. Darker, who recently opened a new grocery store on St. Paul Street, has purchased the business of E. Gander. Mr. Darker states it is his intention to operate both stores.

Mr. Gander has not yet decided to what business he will give his time and attention.

The supply of dairy butter during the past few weeks has been very heavy with the result that the grocers dropped their buying price on Saturday last to 16c per pound.

Those grocers who had a supply of crocks to sell noticed the increased demand caused by the packing of butter.

Fresh eggs, on the other hand, are higher in price and scarce even at the advanced price. The prices on Saturday last for quantities were from 19 to 20c per dozen.

The fruit crop of the Niagara Peninsula at the present writing promises to be an extra large one. Fruit growers, agree with this prediction with the exception of peaches, which they claim will be below the average. Strawberries are looking splendid and the first home grown berries will likely make their appearance next week. If the weather should continue warm and dry, the strawberries are likely to ripen up all at once and the crop will be a short one. Buyers will find prices governed largely by the weather.

**PETERBORO.**

June 9.—There does not seem to be much change in the butter situation here. The farmers report excellent verdure and growth in the pastures, but they are sending their surplus milk to the cheese factories and the townspeople are thereby profiting but little. The butter has a noticeable dark yellow color, which it obtains from the new grass.

The cheese manufacture this spring has been on the whole better than last year. The price is better and the output shows a slight increase.

The past few weeks have been rather quiet. There is still a demand for house-cleaning necessities and garden seeds and fixtures.

Recognizing the fact that the average household has exhausted its supplies of preserved fruits, some of the grocers in their advertisements are making a specialty of canned goods. Pears, peaches, raspberries, etc., are the headlines and from all reports there is a strong demand. Jas. R. Bell is one of those who is trying to advance his trade in these lines.

Another line of the grocer's business that is now in season is supplying provisions for picnics and pleasure parties. There are grocers who pay particular attention to this branch of their summer trade and make it a point to carry lines which will appeal to the picnicker. Dainty tongue, ham, chicken, pickles and other delicacies are always found in the outing basket and it is generally the grocer who makes a specialty of these lines who snaps up the business.

The merchants on the main street claim that their rents are too high. Ald. Morrow, of the council, is endeavoring to make an arrangement whereby a flat rate may be secured for the use of electric power. A merchant states that he would prefer if something were done to secure cheaper rent—at least, what he claims more reasonable. He states that the amounts have practically doubled in ten years.

The breakfast food weather has arrived. That is to say, the warm weather, means the changing of the customary foods for the prepared varieties, which are served with seasonable foods. Local grocers apparently feel that there is something in this and are advertising in their window displays the most popular foods.

Potatoes are still at the spring mark, \$1.25 a bag. There are people in the city who believe that if the papers had not stated that other places were receiving high prices, Peterboro would still be able to get them at \$1.

The market gardeners in the outskirts of the city are busy with the orders from the grocers. Seasonable vegetables and greens are now in great demand and the grocers are apparently not letting the opportunity to please their customers go by.

**WHOLESALE FOR VICTORIA.**

**List of Those Who Have Handed in Their Names to Take in the Trip.**

Announcement was made Tuesday of the names of those who will in all probability attend the annual meeting of the Canada Wholesale Grocers' Exchange, to be held in Victoria, June 24th. Some of those mentioned may not be able to get away, but, on the other hand, it is likely that there are some other members of the Exchange who will participate in the convention who have not yet handed in their names.

Those on the list at present are:—  
Nova Scotia—Robt. Murray, S. O. Hogg, R. M. Symons, Arthur C. Pyke.  
New Brunswick—W. C. Cross, W. L. Harding, A. Malcolm.

Quebec—Hon. R. Turner, A. Miller, J. B. E. Letellier, A. Carrier, M.P.

Montreal—L. E. Geoffrion, Albert Hebert, Arnand Chaput, A. Desroches, J. Stanley Cook.

Toronto—Wm. Logan, F. W. Humphrey, Thos. Kinnear, Hugh Blain, Jas. Ince.

London—Ed. Masuret.

Port Arthur—Mr. Riley.

Winnipeg—A. McDonald, P. Marrian, Mr. O'Loane.

Saskatoon—R. J. Davis.

**MEMBERSHIP INCREASING.**

At the regular monthly meeting of the Dominion Commercial Travelers' Association, Montreal, the secretary's report showed that the membership, to date, was 332 more than at this time last year, while the payments of death claims amounted to practically the same sum.

# Authentic Information on Western Conditions

Real Estate Values Going up in Calgary — Winnipeg Horse Show Promoters to Give Prizes for Best Window Displays—Guessing Contest of Saskatoon Grocer—United States Grocers Entertained in Vancouver.

## CALGARY.

June 8.—If real estate values continue to climb as they have been doing here this year it will necessitate the removal of a number of the retail grocery stores which are now located on Eighth Avenue to the side streets and suburbs. During the past two weeks central Eighth Avenue realty has been in great demand at fancy prices. The Ellis & Grogan property was sold for \$1000 per front foot and the premises occupied by J. D. Young & Co., stationers, etc., was sold for \$1,200 per foot. Saturday last the property occupied by Rochon Bros., confectionery and the Premium Tea Co., near the post office, was sold for \$1,000 per foot. As the buildings on none of the above are of much value the prices paid practically represent land values. Yesterday the central property formerly occupied by Wing & Kidney as a grocery store was sold for \$1,200 per front foot. There is a two storey brick and stone building on this lot worth probably \$6,000 to \$8,000. The foregoing, however, will serve to indicate what investors think of Calgary realty. West Eighth Avenue, i.e., from First West to Fourth, is now looking up, and it will not surprise some if inside of two years a number of high-class retail stores will occupy sites that are to-day without buildings of any kind.

The particularly favorable weather that has been enjoyed since May 20th has instilled confidence and business of all kinds is very good. The rush of immigration continues unabated. The C. P. R. irrigated lands, every acre of which when developed means business for Calgary, are in great request by the Americans, who are investing freely. Retail grocers report an excellent trade. Local-grown, fresh vegetables are in good supply. Potatoes are still high in price owing to scarcity of local stock. Hood River strawberries are in, retailing at 35c per box, but this price will probably not hold long as deliveries will be heavier shortly. New Alberta cheese will be available in a week or two. This finds a ready sale as some prefer it to Eastern cheese. Fresh butter is plentiful, retailing at 30c per lb. Eggs are not so plentiful, as the western demand is heavy. Locally the retail price is 30c per dozen.

California dried fruits are firming up. Apricots are scarce and high; it is doubtful if any choice can be obtained under 10c per lb. on the Coast. Peaches and prunes show a tendency to stiffen in sympathy with apricots. Available stocks of prunes in California are said to be not more than 3,000 tons, which is the lowest for many years.

C. E. Lathrop, the representative of one of the largest shippers of dried fruits and canned goods in California, was in Calgary during the week calling upon the trade. Mr. Lathrop left San Francisco in March and has since covered the territory as far south as St.

Louis. He reports business much improved all along the line, and particularly in the Canadian west. Mr. Lathrop is always a welcome visitor in Calgary, as the trade recognizes him as an authority on California products. On one occasion, however, Mr. Lathrop under-estimated the tonnage of "prunes" and the jobbers have not yet forgiven him. Nevertheless, his estimates are generally as nearly correct as possible. Tees & Perse of Alberta Ltd. are the local agents for the company.

## WINNIPEG.

June 8—John Galt of G. F. & J. Galt, wholesale grocers, leaves in a few days for a three months trip to Europe.

F. J. Gallagher has left the T. Eaton Company store, where he was engaged as manager of the fruit section of the grocery department, to become a traveler for White Bros. & Crum, commission merchants of this city.

As stated a few weeks ago, the confection trade in this city is in somewhat of a demoralized condition, due to the fact that foreigners monopolize the fruit trade, and confectioners are compelled to rely upon limited lines. It seems almost absurd that in a city of 120,000 only two confectionery stores can be found, worthy of the name. The leading down-town business is that conducted by W. H. McBrien, who opened the store on April 1 last. The appearance of the premises is beautiful and attractive, being renovated and equipped with new fixtures, just prior to the opening. Mr. McBrien, who was familiar with the trade and conditions before opening the business on his own account, feels encouraged with the general upward tendency of the trade. Before the summer season opened, baked goods and candies were the chief lines, but now candies have been replaced by ice cream, and in this line the trade has been good. Mr. McBrien is of the opinion that although the keen competition in the fruit business among the smaller retailers is detrimental to the up-to-date confectionery trade, yet the time will come when the first-class confectionery will be depended upon for all lines of goods belonging to that trade, thus eliminating much of the inferiority which is so prevalent among the foreigners' fruit stores.

C. W. Graham secretary of the Winnipeg Horse Show, to be held on June 24, 25, and 26, has been authorized to issue prizes to the retail merchants of the city for the best decorated windows representing the occasion. The prizes consist of four first prizes of \$15.00 each, and four second prizes of \$10.00 each. This arrangement will give a

large number an opportunity to win prizes. The classification is as follows:—

Class "A"—Departmental stores, furniture, house furnishings and dry goods.

Class "B"—Jewelers, druggists, boots and shoes haberdashers and clothiers.

Class "C"—Hardware, grocers, liquors, cigars and tobacconists.

Class "D"—All others.

Already many merchants have made arrangements to enter the contest, and as the time approaches for the judging the interest will become quite keen. Local merchants as a rule believe in good window displays, and look upon it as one of the leading assets to the trade. The grocers are not backward in this regard, and it is expected that some of these merchants will capture a prize. Awards will be made on the following basis:—

25 per cent. for artistic arrangement.

60 per cent. advertising the Horse Show.

15 per cent. for advertising medium for exhibitor's own business.

William Mitchell, formerly a clerk in the store of Sutherland Bros., of this city, has taken charge of the new grocery department of F. Ashford, on Portage Avenue.

C. H. Baird, of the Christie Brown Co., Toronto, returned east last week after a few weeks business trip in Western Canada.

James Powell passed through the city recently on his way from the Coast to Birmingham, England. Mr. Powell has been representing the Cadbury Chocolate Co., in the West.

## SASKATOON.

June 8.—C. J. Greene & Sons are building an addition to their general store on Avenue B. It is 50 x 50 feet and will allow the handling of a much larger stock.

L. S. Bishop, who has been manager of the grocery department of W. H. MacBeth, has left on a trip to Chicago and St. Louis. He will return in about two weeks time to start in business here with other local men.

Currie Bros. who carry on a departmental store business on 2nd Avenue will open a branch on 20th Street West. They have leased two stores in the Richardson-Butler block, with a floor space 50 x 60 feet. The plan is to put an archway between the stores and put in a first-class stock of groceries, dry goods, boots and shoes, men's furnishings, ladies' wear, etc.

J. F. Cairns has announced the list of prizes to be offered in a guessing contest shown in his window. The eight prizes offered are: an automobile, team of horses, lady's costume, man's suit, lady's hat, pair of shoes, lacrosse outfit, tennis racket and shoes. The contest closes on the 6th of August, the last





## Unsteady Condition of the Molasses Market.

**Barbadoes Crop Shorter Than Last Year—Came to Canada on a Bear Market and Prices Have Been Maintained High—Conflicting Rumors as to Crops—Small Quantity Left.**

St. John, N.B., June 9.—Not for many years has the molasses market been in such a state of turmoil as in the past few weeks. Conflicting reports sent out from Barbadoes have kept the dealers in a state of uncertainty as to what was coming next and a flood of correspondence has been kept up between the Canadian jobbers and the men on the island, who handle the output.

The atmosphere seems to be clearing now, however, though for weeks the newspapers in Barbadoes have been full of crop reports, statements, letters and contradictions.

Reliable estimates of this year's crop are to the effect that the quantity of "fancy" molasses would not exceed 45,000 puncheons and of "choice," not over 15,000 puncheons. This would make a total of 60,000. In 1907 the output was 61,569 and in 1906, 61,099 puncheons, but the supply from other sources was larger in those years especially in 1906 when quite a quantity of Porto Rico molasses was handled. This then would show that this year's crop was about the same as usual or a trifle less, and it should also be noted that this year's crop came in on a bare market.

### The Changing of Prices.

The bulk of the output from Barbadoes goes to the Maritime Provinces, Quebec and Newfoundland. Coming on a bare market this year the price opened at 34 cents a gallon and shortly afterwards dropped off three cents. An advance of two cents then followed, making the price 33 cents. At that time there was a very heavy demand and it looked as if it were going higher, but just here the trouble started. One of the Barbadoes shippers started sending out cables to the effect that the market was weak and was going lower, accompanying his announcements with very heavy estimates of the crops.

It is also claimed by other shippers that he inspired an article in "The Weekly Recorder," Barbadoes, giving his crop estimates for the purpose of trying to break the market.

### A Temporary Decline.

These papers were sent out to dealers in Canada and Newfoundland and had the effect of stopping the advance and the market went back one cent a gallon but has since recovered and is now at practically the high point of the season.

A letter received last week by one of the St. John, (N.B.) dealers from one of the largest and most reliable of the shippers says that the entire crop is now about sold or closed out. It also refers to a resolution adopted by the Barbadoes General Agricultural Society on May 11. The resolution is as follows:—

"That the Barbadoes General Agricultural Society are of the opinion that the statements made by the 'Weekly Recorder' in the article published on Saturday, April 24, as to the size of the molasses crop and the quantity already reaped, are altogether false and misleading, and considers the quantity of molasses now to be sold is a much smaller quantity than is there estimated. They are of the opinion that three-quarters is already sold and that the remainder unsold could not possibly affect the price of this commodity."

### Small Quantity Left.

Another letter on May 15, says "estimates of unsold stocks in planters' hands would hardly exceed 2,000 puncheons, choice and 3,000 to 3,500 puncheons fancy and think present prices likely to be maintained as with present active inquiry stocks will soon be cleaned up."

The St. John dealer expressed the opinion that while the market was disturbed now, as soon as the crop is all in and shipments cease the price will go higher.

About 6,000 puncheons have already arrived at the port of St. John and other shipments are on the way.

### ON THE WARPATH.

Portland, Ore., June 8.—C. J. Kramer, of Little Rock, Ark., president, threw a bombshell into the National Association of Retail Grocers by declaring himself opposed to postal savings bank acts, as tending to removing money from circulation. In his address Mr. Kramer asked what the country was coming to and poured out vials of wrath upon the wholesaler posing in the guise of a retailer and endeavoring to obtain a rakeoff from both the public and the manufacturer.

Resolutions against the wholesaler who supplies short weight, and action by the convention against the manufacturer who sells to cut price stores were some questions discussed. One speaker recommended a boycott policy until the wholesaler was brought to his senses, declaring that in reality the wholesaler was superfluous.

### CARSON DAIRY IN WINNIPEG.

The Carson Hygienic Dairy was opened about April 1, 1908, by a company under the management of W. J. Carson, formerly professor of dairying at Manitoba College. The chief business done is in bottled milk and cream, butter, and ice-cream. The equipment of the plant is of the most modern type.

### FROM MAJOR TO COLONEL.

**Promotion Given To W. H. Schneider, With Arthur P. Tippet & Co., Montreal.**

It is not frequently that the Canadian Grocer has an opportunity of extending congratulations to one of its readers on his receipt of such an honor as has been the good fortune of W. H. Schneider to receive.

To be absolutely correct, the gentleman should be mentioned as Lieut.-Col. Schneider. He has just been promoted from the rank of major, in command of "C" squadron, 6th Duke of Connaught's Royal Canadian Hussars, to Lieutenant-Colonel, in command of the regiment.

The appointment is officially gazetted in G.O. 67, May 4, but dates from February 24 last. He succeeds Lt.-Col. J. G.



W. H. SCHNEIDER.

Barr, who has been transferred to the Reserve of Officers.

Lt.-Col. Schneider is most favorably known in grocery as well as military circles, though in his connection with the former, he is not an outside man. He has been, for the past eleven years, with Arthur P. Tippet & Co., Montreal, and during that time has come in contact with most of the prominent grocery houses in Canada.

His connection with the militia demonstrates his love for military life. Ever since 1877, he has been interested in army matters. At that time he joined the Montreal High School cadets, and there learned the first rudiments of military procedure. He saw active service during the North West Rebellion and holds the medal won by the veterans of that struggle. He also has the Colonial Long Service Medal.

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# Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

## QUEBEC MARKETS

### POINTERS—

Beans—Further advances.  
Evaporated Apples—Advance in prices.  
Syrups—Good demand.  
Canned Fruits—Fair demand.

Montreal, June 10, 1909.—Beans continue to be the feature of the market, further advances having taken place since last week. Stocks are very scarce, and deliveries uncertain. Syrups are in good demand, considering the weather. Molasses is selling freely at old prices. New pack canned lobsters, haddies, and kippered herring are now on the market. Canned fruits are moving fairly well, while canned vegetables are selling satisfactorily. Sugar is steady. New Japan teas are arriving. Evaporated apples are scarce and prices are higher.

SUGAR—There has been no change in the sugar situation since last week, and chances are that the prices will continue as at present. Refiners are looking forward to satisfactory business after a period of dullness.

Granulated, base	4 15
" 20-lb. bags	4 15
Imperial	4 20
Beaver	4 20
Paris lump, boxes, 100 lbs.	5 45
" 50 lbs.	5 85
Red Seal, boxes	5 75
Crystal diamonds, bbls.	5 35
" 100 lb. boxes	5 45
" 50 lb.	5 55
" 25 lb.	5 75
" 5 lb. cartons	0 3 1/2
Extra ground, bbls	5 00
" 50-lb. boxes	5 20
Powdered, bbls	5 40
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " base	4 15

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

SYRUPS AND MOLASSES—Syrups are moving out in good fashion, considering the warm weather. Continued good demand for molasses, despite high prices, is a feature of the market. No further advances are anticipated at the moment.

Fancy Barbadoes molasses, puncheons	0 35	0 40
" " barrels	0 41	0 44
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 41	0 44
" " half-barrels	0 45	0 48
New Orleans	0 22	0 35
Antigua	0 21	0 31
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 38	0 38
" " "	0 03	0 03
" 25 lb. pails	1 75	1 75
" 35 lb. pails	1 95	1 95
Cases, 2 lb. tins, 2 doz. per case	2 40	2 40
" 10-lb. " 1 doz.	2 75	2 75
" 20-lb. " 1 doz.	2 65	2 65
" 30-lb. " 1 doz.	2 60	2 60

DRIED FRUITS—Interesting reports from California state that the outlook for all fruits this year, except apricots, is fairly satisfactory. This being an off-year for apricots, a large crop is, naturally, not expected. From present indications prunes will not be so plentiful, a yield not much above last year's being anticipated. As for raisins, everything

points to a good crop and moderate prices. A considerable quantity of old raisins is held, but this stock is not reliable, and the better packers are not anxious sellers. In one or two instances prices have been made, but it is doubtful if much booking can be done at the figures quoted. Of course, the whole outlook in California may be changed by an unfavorable change in the weather. Last week's advance in currants stimulated demand somewhat, and further firmness was noticeable in the market as a result of reports from Greece, which were rather bullish in their nature. Stocks held in Greece at present are not supposed to be as large as they were a year ago.

Figs—		
Tapnets	0 03 1/2	0 05
E omes	0 08	0 14
Dates		
Halloweys, per lb.	0 05	0 06
Sais, per lb.	0 05	
Maisa Raisins—		
London layers	2 25	
Connoisseur Clusters	2 50	
" " boxes	0 75	
" Royal Buckingham Clusters, 1/2 boxes	1 20	
" " boxes	4 75	
" Excelsior Windsor Clusters " 1/2 boxes	5 75	
" " "	1 60	
Australian raisin	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 18	0 09
Choice seeded, 1-lb. pkgs	0 17 1/2	0 08 1/2
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 12	0 14
Peaches, "	0 11	0 14
Pears, "	0 11	0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " 40-50s	0 09	0 10
" " 50-60s	0 08	0 11
" " 60-70s	0 03	0 03 1/2
" " 80-100s	0 07	
Currants, fine filistras	0 06	0 07
" Patras	0 07 1/2	0 08
" Vostizias	0 08	0 09

TEA—Wholesalers are turning over particularly high grades in Japan teas to customers desiring supplies, as they have really nothing else in this line to offer. New Japans are now coming in, and are of very good quality. In Ceylons gunpowders are rather active. Otherwise teas are unchanged.

Choicest	0 0	0 0
Choice	0 35	0 37
Japans—Fine	0 31	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
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 20
Ceylon greens—Young Hysons	0 20	0 21
" Hysons	0 19	0 22
Gunpowders	0 14	0 18
China greens—Pinguoy gunpowder, low grade	0 19	0 22
" " " " " " " "	0 14	0 18
" " " " " " " "	0 20	0 30
" " " " " " " "	0 30	0 50

COFFEE—The market is featureless this week.

Mocha	0 18 1/2	0 25
Bio, No. 7	0 09	0 11
Santos	0 12	0 15

RICE AND TAPIOCA—A few small lots of tapioca have been sold locally during the past few days, but trade on the whole is quiet. Rice is very slow.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " " pockets 2 1/2 pounds	3 05
" " " " 1 1/2 pounds	3 10
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " " pockets 2 1/2 pounds	2 95
" " " " 1 1/2 pounds	3 05
Tapioca, medium pearl	0 01 1/2

SPICES—A good steady demand at old prices is reported. It is a little early for any pronounced activity in these lines.

Peppers, black	Per lb.	0 14	0 20
" white	0 20	0 27	
Ginger, whole	0 15	0 20	
" Cochin	0 17	0 20	
Cloves, whole	0 18	0 30	
Cloves, ground	0 20	0 25	
Cream of tartar	0 23	0 32	
Allspice	0 15	0 19	
Nutmegs	0 30	0 40	
Cinnamon, ground	0 15	0 19	
" whole	0 14	0 16	

BEANS AND PEAS—Further advances since last week show the undoubted strength of the bean market. Prices quoted to retailers a week ago are not demanded for beans in the ear, on track, and the figure asked of the grocer is 15c higher. Holders are not at all keen upon parting with stock, and as they can at present almost make their own price, they are inclined to keep under cover. Shippers have sold a considerable quantity to farmers for seeding purposes. Wet weather resulted in a planting of less oats than usual, as the ground was given over to beans. Prices high, deliveries uncertain—thus could the market be summed up in a few words. Imported beans are just as firm as domestic and are higher.

Peas continue very firm, although no change in price is noticeable.

Ontario, prime p a beans	2 40
Austrian beans	2 35
Peas, boiling	1 60

MAPLE PRODUCTS—Business is slack. No change in the quotations are noticeable this week.

Compound maple syrup, per lb.	0 04 1/2	0 05
Pure Townships sugar, per lb.	0 07	0 08
Pure syrup, 8 1/2 lb. tins	0 40	0 45 1/2
" 10 1/2 lb. tins	0 70	0 75

EVAPORATED APPLES—Continued inquiries of local brokers from scattered points indicate the scarcity of evaporated apples. A strong market rules. Prices are slightly higher than they were a week ago.

Evaporated apples, prime	0 07 1/2	0 08
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## CANNED GOODS

MONTREAL—Beans and peas are in small supply, but there are large stocks held locally of corn and tomatoes. French peas are in good demand and stocks are rapidly being reduced. In canned fruits demand is not so good this week. Peaches and pears are the chief sellers. Cherries are being sold in normal quantities. Strawberries are slow, while raspberries are moving out fairly well, though not as briskly as they should. New pack canned fish, including lobsters, kippered herring, and bloaters, is now on the market.

TORONTO—Brokers and wholesalers are getting interested to know something about canned goods prices for future delivery. Some are already predicting.

Canned fruits are selling well although there as scarcities in some respects. One broker stated he had some enquiries for raspberries but the order could not be filled. Peaches, he stated, were also scarce. Some canned peas are still moving, a car load being disposed of by a broker last week. They are, however, getting into small stocks.

Canned salmon is beginning to be called for according to wholesalers as are also kippered herring and haddies. The arrival of the camping season has brought about this condition as retailers want to stock up in preparation for the summer migration.

**ONTARIO MARKETS**

**POINTERS—**

- Beans—Prices advancing.
- Figs—Scarcity locally.
- Rice—Advance in Primary Markets.
- Sugar—Demand improving.

Toronto, June 10, 1909.

There has been noticeable each week since the warm weather arrived, changes for the better in business according to the wholesalers. Most of them report payments by country merchants as improving and evidently they are in much better spirits with regard to the outlook.

The high prices of raw material is causing considerable talk about advances in breakfast foods although nothing definite has been decided upon. It is plain of course that manufacturers' profits are being lessened considerably now that they have to buy wheat at \$1.40 and oats at 57 cents.

Sugar is a little steadier this week with no immediate prospects. Better demand is expected with the advent of the preserving season, which will soon be here.

Beans and evaporated apples are scarce and prices are firmer.

**SUGAR.**—Locally the demand for sugar is improving slowly. The fact that rhubarb has been on the market for some time is partly responsible for this. June is usually a big month for sugar and more was expected so that wholesalers consider the season as somewhat disappointing. Strawberries, however, will soon be on the market and a better demand should follow.

Sugar is lower in Canada proportionately than in the United States and just at the present time is about 30 cents lower than this time last year. It is difficult to forecast what the next change will be. Wholesalers would not be surprised if there was an advance.

St Lawrence "Crystal Diamonds," barre's	5 45
" " " half barrels	5 55
" " " 100 lb boxes	5 45
" " " 50 lb boxes	5 75
" " " 30 lb boxes	5 95
" " " cases 2-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" " " in 100-lb. "	5 65
" " " in 50-lb. boxes	5 55
Red Seal	7 10
Ma. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redmtb extra granulated	4 70
Imperial granulated	4 30
Aedie granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls	4 33

Bright coffee	4 60
No. 2 yellow	4 50
No. 1 "	4 40
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUP AND MOLASSES.**—Little sugar syrups are now on the market and some demands from wholesalers cannot be filled. On the whole the market is quiet and the same may be said of molasses, although prices have recently advanced a shade.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
1 lb Tins, 2 doz. in case	2 50
10 " " " "	2 85
20 " " " "	2 75
30 " " " "	2 70
Barrels	0 08 1/2
Half Barrels	0 03 1/2
Quarter "	0 02 1/2
Half, 50 lb. each	1 80
" " "	1 30
Maple syrup—	
Gallons, 6 to case	4 60
" " "	5 45
Quarts, 24 "	5 40
Pints, 24 "	3 60
Molasses—	
New Orleans, medium	0 31 0 33
" " bbls	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 50
West Indian	0 71 0 80

**TEA AND COFFEE.**—Brokers report the tea market as uninteresting. Wholesalers say that the "National Drink" is selling fairly well, prices being firm. Coffee seems to be making considerable headway in Canada.

**DRIED FRUITS.**—Stocks of prunes are getting low and odds and ends only are left in the storerooms of some wholesalers. The demand has been good but is now slackening. There are yet some good sales being made in apricots and dried peaches. Advances from Smyrna state that the fig crop is normal. Dealers here seem to have misjudged the demand and there are none to be had at present. They have been too conservative in buying. Currant prices are firm, corresponding to foreign markets. Samples received by local brokers indicate good quality. Raisins are somewhat quiet.

Prunes—		Per lb.
30-40's, 25-lb. boxes	0 10 1/2	0 10 1/2
40-50's, 25-lb. boxes	0 09 1/2	0 09 1/2
50-60's " "	0 08 1/2	0 08 1/2
60-70's " "	0 07 1/2	0 07 1/2
60-70's, 50-lb. boxes	0 07 1/2	0 07 1/2
80-90 " "	0 06 1/2	0 06 1/2
90-100 " "	0 05 1/2	0 05 1/2
Apricots—		
Standard	0 12	
Choice, 25-lb. boxes	0 13	0 13
Fancy,	0 15 1/2	0 15 1/2
Candied and Drained Peels—		
Lemon	0 10	0 11 Citron 0 17 0 20
Orange	0 10 1/2	0 12
Figs—		
Alfons, per lb.	0 08	0 10
Topnote, "	0 08 1/2	0 04
Bag figs	0 02 1/2	0 04
Dried peaches	0 07 1/2	0 08 1/2
Currants—		
Black Villages	0 06 1/2	0 07 Vostizans 0 06 1/2 0 08
Patras	0 08	0 08 1/2
Unseasoned, 10 less.		
Raisins—		
Sultana	0 07 1/2	0 09
" Fancy	0 11	0 12 1/2
" Extra fancy	0 14	0 15
Valencia	0 05 1/2	0 05 1/2
Seeded, 1-lb. packets, fancy	0 08	0 08
" 16 oz. packets, choice	0 08	0 08
" 12 oz.	0 07	
Dates—		
Hallowes	0 04 1/2	Fards choicest 0 08
Saisr	0 05	choice 0 07 1/2

**NUTS.**—There is little doing in this market outside of shelled almonds and walnuts.

Almonds, Formigetta	0 12 1/2
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 20

Filberts	0 10
Pecans	0 18 0 19
Brazils	0 12
Peanuts	0 10 0 13

**SPICES.**—In about another month from now spices will be moving better. The pickling season will then have arrived.

Peppers, blk pure	0 14	0 20
" white pure	0 22	0 30
" whole, blk	0 18	
" whole, white	0 28	
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 60
Cloves, whole	0 28	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 30	0 35
Mixed pickling spices, whole	15	0 50
Cassia, whole	0 30	0 35

**RICE AND TAPIOCA.**—Brokers are advised of advances in Rangoon, Patra and Siam rices are the primary markets. Stocks are pretty large here, however, and there may be no change locally. Tapioca shows no feature.

Rice, stand. B.	Per lb.	0 03 1/2
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal		2 95
Rangoon	0 03 1/2	0 08 1/2
Patra	0 36 1/2	0 05 1/2
Japan	0 05 1/2	0 06 1/2
Java	0 06	0 07
Sago	0 06	0 06
Seed tapioca	0 06	0 06
Tapioca, medium pear	0 4 1/2	

**BEANS.**—As before intimated the bean supply is getting cornered. Some sales took place, however, this week, one broker selling a car load, the price being about 5 cents above last week. Prices to retailers remain the same. Usually the big demand for beans is in July and August and by that time there will not likely be many.

Beans, hand picked	2 50	2 60
" prime No. 1, "	2 40	2 50
" Lima, per lb.	0 07 1/2	

**EVAPORATED APPLES.**—Although no advance has taken place in prices to retailers this market is firm on account of the scarcity. The prices quoted are around 7 1/2 cents.

**PERSONAL ITEMS.**

Armand Chaput and family have removed to Vaudreuil for the summer.

Robert Meighen, of the Lake of the Woods Milling Company, returned to Montreal, from Europe this week.

J. S. Donaldson, of J. S. Donaldson & Co., grocery brokers, Toronto, is rather seriously ill. Some months ago he met with an accident and since that time has not been in the best of health.

Edward J. Nation, president of the E. J. Nation Co., Bristol, Eng., is in Canada on a pleasure trip. Last week he visited R. E. Green, the representative of the company in Toronto and is renewing business friendships in other places. He will visit the coast before returning to England.

L. A. Primeau, retail grocer, Lindsay, Ont., was a visitor at the Toronto office of the Canadian Grocer on Wednesday.

The Toronto office of The Grocer acknowledges greetings from A. R. Whittemore, of Salada Tea, who at the time of writing was in the Barbadoes on his way to the continent. He is away on a health trip and his friends will be pleased to learn he is improving.

R. R. Lafflam this week D. J. manager firm, w. Mau office a is hand A. J. of the pany, Europ day. The Hamil



**TRADE NOTES.**

R. R. Hendery, secretary of Rose & Laflamme, Ltd., Montreal, is in Boston this week, on a short business trip.

D. J. Byrne, of Leonard Bros., and manager of the Montreal office of the firm, was in New York this week.

Maurice Paul Darwin has opened an office at 11 Youville Place, Montreal, and is handling sugar, molasses and rice.

A. J. McMillan, of the Winnipeg office of the Lake of the Woods Milling Company, passed through Montreal, from Europe, where he spent a pleasant holiday.

The Imperial Cocoa and Spice Co., Hamilton, Ont., was damaged to the ex-

tent of \$6,000 by fire on Saturday night, June 5th. The loss to the building was about \$1,200, the remainder being on the stock.

**BROCKVILLE CONVENTION.**

Among the questions scheduled to come up for discussion at the annual convention of the Ontario Provincial Board of the Retail Merchants' Association, of Canada, which will be held in Brockville, Ont., on Wednesday and Thursday, June 16th and 17th, are: What action should be taken in view of the fact that the T. Eaton Co. have secured the contract for the publication of the school books and what further steps should be tak-

en to prevent the growth of co-operative stores. An excursion will be run from Toronto, by boat, leaving at 3 o'clock on Tuesday afternoon.

An Ontario charter has been granted the Burgessville Fruit Growers Association, of Burgessville, Oxford County, for the carrying on of a co-operative association for handling fruit, vegetables, cereals and all products of the farm.

The Toronto Cuban Grape Fruit Co. has been incorporated, with a capital of \$100,000. The incorporators are: John Robson, F. W. Sawtell, A. A. Raynor, A. T. Longbottom and Miss L. M. Heal. They have a Dominion charter.

# By Sheer Force of Quality

Red Rose Tea in the Maritime Provinces has been the leader for many years. It gained its position against keen competition. Gained it by sheer force of quality—intrinsic worth. When it was first put on the market it was the best tea that had ever been sold at the price.

**To-day it is the Best Tea Sold  
Anywhere in Canada**

This is a fact admitted by every independent judge of tea, admitted by every tea salesman who tries to sell a tea which he claims is "as good as Red Rose."

I have the same faith in **good** goods that I have always had. I have the same determination that

## Red Rose Tea

shall be THE BEST. A tea without an equal.

Order a case now. Your next order will come without being asked for.

**BRANCHES:**

Toronto—3 Wellington East  
Winnipeg—315 William Ave.

**T. H. ESTABROOKS**

ST. JOHN, N.B.

**HINTS TO BUYERS.**

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

The vast majority of people regard lime juice as a medicine (and a particularly unpleasant one), and connect it merely with the Arctic regions and scurvy. As a matter of fact, this article, where great experience and care are used in the manufacture, can be converted into a particularly palatable as well as healthy beverage, especially suitable for hot weather when thirst is more pronounced. It is, moreover, eminently suitable for general consumption at all seasons of the year. All medical testimony points to the fact that purity of the blood is the chief element of health. It is in this particular that lime juice cordial is so valuable, as there is nothing which works so well or naturally in this direction as this article. It logically follows, that a steady and continuous use of it as a beverage has a wonderfully beneficial effect on the complexion. In hot thirsty weather, a glass of lime juice and water, or aerated water, not only satisfies the thirst, but is delicious, healthy, cooling, and recuperative, never producing flatulency, griping or fulness, as it acts as a gentle tonic to the stomach. It is an excellent table drink, as it materially assists the digestion and is practically invaluable to dyspeptic dispositions. To drink a wine glass of lime juice cordial in water every other morning is most beneficial. It is used extensively and gratefully in the sick room for rheumatism, gout, eczema, dyspepsia, nausea, pneumonia all fever, inflammatory and fever cases.

The first consideration in the manufacture is absolute purity and freedom from mineral acids, and the second, palatability. It is most essential that only the freshly squeezed juice of the finest selected fruit should be used, and even then all albumen substances and vegetable mucus must first be carefully removed before further processes are com-

menced. Only the best and most refined sugar can be used, as starch or other impurities would effectually nullify the benefits of the lime juice. All contact with metal must be absolutely avoided. It must be scientifically preserved without the use of any alcohol or foreign acids whatever, and finally bottled in glass, which is entirely free from lead or other poisonous ingredients.

Stower's Lime Juice Cordial was the first preparation of the kind ever introduced, namely, in 1862. They have been exclusively engaged in the manufacture of this article for over forty years, and have brought it to a state of absolute perfection, for purity, strength, flavor and complete absence of that musty taste which predominates in most, if not all, other cordials. They have the largest trade in the United Kingdom of Great Britain, and supply all the leading hospitals, the principal ocean steamship companies, both Houses of Parliament, and His Most Gracious Majesty.

The Montreal Canine Association's Dog Show, being held this week, at the Arena, Montreal, is being benched and fed by Spratt's Patent, Ltd., London, Eng., (Fred Hughes & Co., agents). The benches were specially imported from London.

New pack Thistle haddies are now on the market. As the season has been backward the pack has been restricted

and supplies will not be large. Grocers should order at once.

The T. A. Lytle Co., Ltd., sent out from their large factory, Sterling Road, Toronto, this week their first shipment of catsups to England. The firm expect to make weekly shipments across the ocean from this out. Once more a Canadian made goods find a market in the Mother Land. "Sterling" relishes, judging from their popularity in Canada, will quickly take a first place in Great Britain.

Edward J. Nation, of E. J. Nation & Co., Ltd., Bristol England, who is at present visiting the various Canadian trade centres, was particularly pleased to note the progress the firm's goods, notably their custard powder, had made in this market. Mr. Nation mentioned that the demand for their custard powder had increased over 300 per cent. last year and at the recent grocers' exhibition at Bristol, the firm had by general opinion the largest and most attractive display which was devoted entirely to custard powder.

The specially blended tea of Cooper, Cooper & Co., London, Eng., for Canadian requirements is being received with much favor here. It is packed in attractive ½ lb. tins, which are sealed airtight. The headquarters of Cooper, Cooper & Co's tea are Green & Co., commission merchants, Toronto.

**RETAIL MERCHANTS TO BE HELD LIABLE.**

The National Trust Co., which has had charge of the affairs of the Retail Merchants' Association of Western Canada, have completed their investigations and will shortly submit a report to the judge of the local court. The main features of this report will be, that in the opinion of the National Trust Company,

each member of the association is liable for the debts of the organization, and in that case, a levy should be placed upon each member sufficient to raise the sum required to balance accounts. It is intimated that a levy of five dollars on each old member of the association would be the maximum required.



**HOLBROOK'S  
Worcestershire SAUCE**

HOLBROOKS LIMITED

CANADIAN BRANCH  
40 Scott Street, Toronto  
Canadian Manager, H. Gilbert Nobbs

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IN ENGLAND.

# The Richest Country in the Great Civilized World

There are 35,000,000 acres under settlement in Western Canada. Think what that means in the way of trade. In the three Prairie Provinces there are over 180,000 families. What about supplying their needs?

Are you making an effort to do so? Others are coming in and why not you? Mr. Manufacturer, there is no time like the present. We would like the opportunity of introducing your goods. Our conveniences and connection are better than those of any other firm.

We have three large warehouses with track facilities at Winnipeg, Calgary and Edmonton—the trio of great distributing centres.

ALL ENQUIRIES CHEERFULLY ANSWERED

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Wholesale Commission Merchants and Brokers

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

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Direct Importers of

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

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COUNTER CHECK BOOKS

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TORONTO and MONTREAL

## Lard Logic



QUALITY holds trade and brings new business. That's a worn saying, but it's as true of lard as of anything else sold.

"EASIFIRST" LARD COMPOUND will never lose you a customer. Can you say that of any compound you ever handled before?

IT WILL SAVE YOU PLENTY OF MONEY at present price of pure lard.

ORDER A TRIAL SHIPMENT. We take more risk than you do. It is guaranteed absolutely pure.

Made under Government inspection

### GUNNS Limited

WEST TORONTO, ONTARIO

## HAMS AND BACON

Are cheaper than any other meat foods offered in to-day's markets. Beef is very scarce, and is going to be higher. The Boneless Bacon which we are curing to-day is reasonable in price, taking into consideration the very high value of all food products. There is absolutely no waste, and it forms one of the most economical and nutritious foods that you can offer your customer or use yourself.

MADE UNDER GOVERNMENT INSPECTION.

### F. W. Fearman Co.

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### NEED A COFFEE MILL?

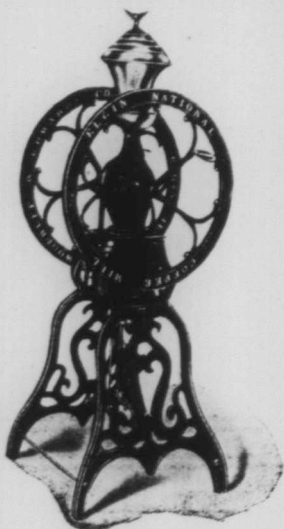
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### Elgin National COFFEE MILLS

40 STYLES

COST LESS.  
GRIND FASTEST.  
MOST SIMPLE AND EASY TO RUN.  
HAVE FORCED FEED AND STEEL GRINDING PARTS.  
BEAUTIFULLY FINISHED.

A HIGH GRADE MILL AT LOW COST.



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VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour Smye & Co.; MacPherson, Glassco & Co.  
TORONTO—Eby Blain Ltd.  
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# Produce and Provision Situation of the World

**Canadian Bacon Prices Higher in England—Increase in Butter Receipts—Eggs Firm in Prices.**

Hogs are still scarce, but packers have evidently come to the conclusion that it is unsafe to go any higher. Cured meats although in good demand, have reached the limit, beyond which it would be dangerous to venture for fear of checking the demand. There is a good export demand but all the output is required for home consumption. Canadian bacon has advanced from 55 to 66 shillings in England.

The receipts of butter are very heavy and as the kind is of the annual May quality, a mixture of fodder fed and early rank grass and dandelion, which is not desirable to hold in cold storage prices are considerably easier.

Complaint was made by one of the Canadian wholesale dealers about the misrepresentations of the quality of butter made by some of the country store keepers. One of them called him up by phone and asked him whether he wanted to buy any eggs and butter. He told him, he would like to buy the eggs, but did not care for the butter as he had plenty on hand. He said that whoever bought his eggs must also take the butter. When asked about the quality of the butter he remarked that it was all first-class. "I'll give you —c for it" said the dealer. But the merchant wanted a half cent more and his request was granted. When it arrived, a merchant came in and after examining it, he bought three baskets. This left the dealer after paying freight just 1c a lb. When this merchant unpacked the butter he found that only the top few layers were good, and the bottom of very inferior quality. He at once returned it. When the whole lot was examined it was found that just about half of the whole quantity was of this lower grade, which he had to sell at 16c a lb. Business of this kind should be stopped. If a store-keeper has not backbone enough to tell the farmers who make such stuff, and pay them accordingly, he should not swindle those who buy it from him, by lying and by putting it in the bottom of the box. A good stiff fine would have a good effect.

Eggs are firm and the selling prices are well maintained.

A cable despatch from Liverpool, England, regarding the cheese market: "There has been a steady consumptive enquiry for choicest old colored and white Canadians and New Zealand, and quotations are well maintained. Trade in new is limited, and holders under the influence of easier cables are ready sellers.

"English cheese in free supply at declining values. We quote: Finest Canadian fall makes, colored, 68s to 69s per cwt., do., white, 65 to 66s.; finest new Canadian, white and colored, 60s to 61s, finest New Zealand, colored cleared white, 64s to 65s; new season's English cheese, as in quantity, 48s to 66s per 120 lbs."

## MONTREAL.

PROVISIONS — Prices remain unchanged, but the market is firm, especially for pure lard.

<b>Compound Lard—</b>		
Tierces, 375 lbs.	.....	0 10 1/2
Parchment lined boxes, 50 lbs.	.....	0 10 1/2
Tubs, 50 lbs.	.....	0 1 1/2
Wood pails, 20 lbs. net.	.....	0 11
Tin pails, in cases.	.....	0 1 1/2
Heavy Canada short cut mess pork, in bbls.	24 50	25 50
Selected heavy Canada short cut clear boneless pork	.....	24 50
Very heavy clear pork	.....	25 00
Plate beef, 100-lb bbls.	.....	8 00
" 300 "	.....	15 50
" 300 "	.....	22 50
<b>Pure Lard—</b>		
Tierces, 375 lbs.	.....	0 13 1/2
Boxes, 50 lbs., grained.	.....	0 1 1/2
Tubs, 50 lbs.	.....	0 14 1/2
Pails, wood, 20 lbs., parchment lined.	.....	0 14 1/2
Tin pails, 20 lbs., gross.	.....	0 14 1/2
Cases, tins, 10 lbs. each.	.....	0 15
" " 5 "	.....	0 15
" " 3 "	.....	0 15
Dressed hogs, fresh killed.	.....	12 00
Smoked meats.	.....	0 1 1/2
Pr. Bacon	.....	0 16 1/2
Windsor Bacon	.....	0 17
Roll Bacon	.....	0 14
Prime Hams.	.....	0 13

**BUTTER**—There is every likelihood of a large make this month, weather conditions being most favorable. Country prices are firm, Cowansville on Saturday selling at 22c and St. Hyacinthe at 21 1/2c. First-class dairy butter is in strong demand.

Creamery, solids, lb.	.....	0 22 1/2
Creamery prints.	.....	0 23
Dairy, tube, lb.	.....	0 17 0 17 1/2

**CHEESE**—There has been no change in the situation since last week. Prices continue steady with little likelihood of a change, so far as can be seen.

New cheese, large	.....	0 12 1/2	0 12 1/2
" twins	.....	0 12 0 13	
Old cheese, large	.....	0 12 1/2	0 13
" twins	.....	0 15 0 16	
" small	.....	0 15 1/2	0 16

**EGGS**—Large receipts continue and local prices are easier this week, but not very much. Country prices are being shaded slightly, figures paid this week being 16c to 16 1/2c, f.o.b. A satisfactory business is being transacted.

New laid.	.....	0 19	0 19 1/2
No. 2	.....	0 15	0 16

**HONEY** — Honey continues scarce, with demand very good for this time of year. Buckwheat, in tins, is called for most frequently, but orders are not always satisfactorily filled, owing to the scarcity. Prices have not changed.

White clover comb honey	.....	0 13	0 15
Buckwheat, extracted.	.....	0 08	0 09
Clover, strained, bulk, 50 lb. tins	.....	0 10	0 11

## TORONTO.

**PROVISIONS**—It was predicted last week that the price of hogs had likely reached its highest point, and it is now a fact that it not only has done this, but a slight decline has taken place. The demand for cured meats is brisk without any change in prices.

Long clear bacon, per lb.	.....	0 13	0 13 1/2
Shoulder breakfast bacon, per lb.	.....	0 15 1/2	0 16
Roll bacon, per lb.	.....	0 12	0 12 1/2
Light hams, per lb.	.....	0 15	0 15 1/2
Medium hams, per lb.	.....	0 16	0 16 1/2
Large hams, per lb.	.....	0 13	0 13 1/2
Shoulder hams, per lb.	.....	0 11	0 11 1/2
Backs, plain, per lb.	.....	0 12 1/2	0 13
" pea meal	.....	0 17	0 17 1/2
Heavy mess pork, per bbl.	.....	21 00	21 50
Short cut, per bbl.	.....	24 50	25 00
<b>Lard, tins, per lb.</b>			
" 50 lb.	.....	0 13 1/2	0 14
" 25 lb.	.....	0 14	0 14 1/2
" 10 lb.	.....	0 08 1/2	0 11
Dressed hogs	.....	10	10 1/2
Live hog, f.o.b.	.....	7 25	7 50

**BUTTER**—With excellent pasture and favorable weather, the make of butter is very heavy, and in consequence receipts are large and prices easier.

<b>Fresh creamery prints.</b>		
.....	0 22	0 23
<b>Farmers' separator butter.</b>		
.....	0 20	0 21
<b>Dairy prints, choice.</b>		
.....	0 18	0 19
<b>Large rolls.</b>		
.....	0 16	0 18
<b>Baking butter.</b>		
.....	0 13	0 15

**CHEESE**—The market on the whole is quiet, with nothing special to report. The make as usual, during this month is large, but as it will not be ready for the market for several weeks, the price it will sell at has to be determined later. May cheese is principally sold for local use.

Cheese, large, prime	.....	0 14
" twins	.....	0 14 1/2
" small	.....	0 12 1/2

**EGGS** — Eggs are a little lower in the country. This is owing to the fact that there is more loss through bad eggs, and as the loss falls on the city dealers, the selling price for candled eggs is firm, with no decline in sight.

Fresh eggs	.....	0 19	0 20
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**POULTRY**—The market is fairly well supplied and prices are lower. Spring chickens are more plentiful and of better size.

Early spring chicken, alive per b.	.....	0 30	0 35
Young chicken, dressed, per lb.	.....	0 16	0 18
Hens, per lb., dressed.	.....	0 15	0 16
Turkeys, per lb., large	.....	0 18	0 20
" medium young	.....	0 20	0 22
Ducks	.....	0 17	0 18

**MAPLE SYRUP**—Very little attention is paid to this article, which is fast getting out of the way to make room for honey, which will before long take its place.

Maple syrup, in bulk, imperial gallon	.....	0 50	0 90
" in tins	.....	1 00	1 10
" sugar per lb.	.....	0 09	0 10

## STORE KINKS FROM CLERKS.

The Canadian Grocer is pleased to see that clerks are taking advantage of our offer allowing them space to suggest means of raising the standard of the retail salesmen. Clerks should be anxious to take advantage of every opportunity to better their conditions and new ideas should be intelligently sought after.

Many retail stores throughout the country have undertaken new schemes which are proving profitable. These "kinks" would be interesting and educative to the trade in other parts and particularly to the clerks to whose ability many of them must be credited.

Clerks are therefore requested to let others know through The Grocer, of any of these unique schemes, and the best articles sent in will be published each week.

If, therefore, you know of a new advertising, selling, delivery, window display or interior convenience plan, tell us about it. If you send the notes on the story it will be written at The Grocer office and credited to you.

Interchange of ideas gives mutual benefit.

## Discuss Pure Food Laws and Price Cutting

**Wholesalers At Their National Convention Decide Upon Important Steps—Things As They Believe They Ought to Be—Cut-Throat Competition Methods Denounced By The President.**

Detroit, June 8.—Pure food laws received due consideration at the annual convention of the National Wholesale Grocers' Association which was brought to a conclusion here last week with the election of officers. Douglas H. Bethard, Peoria, Ill., is the new president. President Judson's address was comprehensive and carefully prepared. He made an earnest plea for greater co-operation and the relegation to the commercial boneyard of cut-throat competition methods, and his sentiments met with hearty approval.

The report of the pure food and legislative committee was approved of. It summarized the work in the various States where legislatures have been in session within recent months as follows:

The result of the committee's legislative work for the year ending with this report is that all weight and measure branding bills different from the national law have been defeated in every state in which they have been introduced, except in Nebraska, where the previously existing law was far more objectionable than the bill that was finally passed by the 1909 legislature; all bills requiring date of packing to be declared upon food products have been defeated in every state in which they were presented, and all bills proposing to set forth standards at length upon the statute books of states have been uniformly defeated, except in Wisconsin, where the bill is still pending at this writing, and in Ohio where a bill providing certain standards for flavoring extracts became a law.

These results should be a source of the greatest encouragement to the National Wholesale Grocers' Association. They afford a noteworthy example of the power of intelligent organization when directed toward reasonable legitimate ends.

### Uniform Law Urged.

The convention strongly urged the adoption in every state of the Union of a uniform state food law identical with the national food and drugs act of June 30, 1908, with the exception only of those provisions relating to federal procedure and interstate commerce; also the granting by states to their food commissioners of broad powers of regulation like those given by the secretaries of the treasury of commerce and labor and of agriculture under the national act, and the adoption by such state food commissioners of regulations uniform with the federal food regulations.

The resolution further declared.

That the National Wholesale Grocers' Association reaffirms its opposition to all state or national laws requiring that the

date of preparation or packing be declared upon the labels or containers of food products.

That we again endorse the policy of those manufacturers who recognize and adopt the wholesale grocers as the most efficient means and the most practicable and economic channel for the distribution of their products in the various markets of the country.

That the National Wholesale Grocers' Association welcomes the organization of the American Specialty Manufacturers' Association and is in hearty accord with the plans of that organization for the guaranteeing of specialty sales and orders, thereby correcting a long standing unsatisfactory condition and practice in the taking of orders for grocers' specialties.

That this association reaffirm the provisions of its constitution opposed to free deals and yet, since the practice seems to be continued yet, since they seem to be continued by some manufacturers, we feel it our duty to recommend that members strongly oppose any manufacturers' plan which enables a retailer to obtain goods at less than jobbers' actual cost and to urge such manufacturers to change to a basis under which the jobber is protected to the full extent of his cost of handling such deal together with a profit.

### Condemns Price Cutting

F. W. Hannahs, of Newark, N.J., first vice-president, in his report dealt with the evils of price cutting in vigorous style, and urged upon members the necessity of realizing the fallacy of selling some of their goods at cost or less to obtain trade. He characterized the retailer who buys direct from the manufacturer as the worst enemy the wholesaler has and showed why the wholesaler grocer is the manufacturer's most economical means of distribution.

A letter of felicitation was received from the National Retail Grocers' Association in session in Portland, Ore., and the wholesalers replied with a telegram in the same vein.

### THE BEST YET.

Tilbury, Ont., April, 1st, 1909.  
Canadian Grocer,  
Toronto, Ont.  
Gentlemen:

Have sold out my business to W. A. Johnston & Co., also of Tilbury. But continue sending "Grocer" until further advised. "Best Yet."

Yours,  
D. H. EDMONDS.

## BASKETS

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

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

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

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

### SILENT SALESMAN

## SHOW CASES

\$4 a foot up. Great Value

WRITE

**W. H. ESCOTT**

(Wholesale Grocery)

**BROKER**

WINNIPEG

CANADA

## BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

**H. CARGILL & SON**  
CARGILL, ONTARIO

## SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

**TORONTO SALT WORKS**  
125 Adelaide Street E., Toronto

SPRAGUE

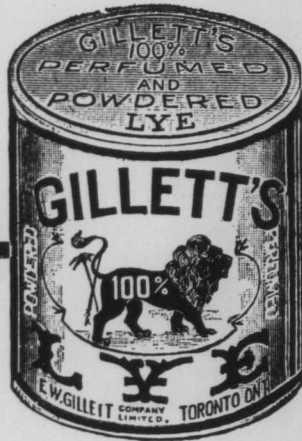
**GANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

The  
**Condensed Ads.**

on page 57

will interest you



## Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

# GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

## CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full:

- Clark's Pork and Beans
- " Corned Beef
- " Ox Tongue
- " Potted Meats

## WM. CLARK

Manufacturer

MONTREAL

## Every



## Man, Woman and Child in Canada

### Knows

# REINDEER

It stands for the Purest, Richest  
Condensed Milk.

It carries the most Businesslike  
and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

## Palermo Visitor Predicts Dearer Lemons

**Says That Adverse Weather Conditions Will Bring About This Result—Pointers About The Growth of Lemons and Oranges—Olive Crop Short and Prices of Oil Have Increased.**

Toronto, June 9.—That Sicily lemons will be dearer about the end of June is the belief of B. Follina, of Fratelli & Follina, Palermo, Sicily, packers of lemons, who has been for some time in Canada and the United States on business, and who just left yesterday for his home in the old world.

Speaking to The Grocer representative, Mr. Follina told of the destruction to lemons during the recent earthquake at Messina, where 300,000 boxes met a similar fate to the buildings and warehouse in which they were stored. This, as has been pointed out before by The Grocer had the effect of strengthening the prices of lemons at the time, but subsequently they receded to where they had been.

"The season has been a poor one on account of rain," said Mr. Follina, "and the verdelli crop is going to be short. This will cause the prices of these lemons which will arrive here about the end of June, to be somewhat higher. The quality will be good."

There are three crops of lemons produced in southern Italy and Sicily during the year. The one producing the best quality of fruit is in November and December, these being known as November cuts. Then there is the January to April crop, and another one in the summer. The second named has been af-

ected considerably this year by adverse weather conditions, while the harvesting of the third begins in June lasting on into July.

### About the Lemon Tree.

Coming from the very centre of the European lemon district, Mr. Follina knows considerable about the fruit and the tree that bears it.

Five years growth is necessary before the lemon tree bears fruit and its life in Italy and Sicily is reckoned between twenty to thirty years. Many trees grow from 30 feet to 40 feet high, but the average height is only from 12 feet to 15 feet.

There are no thorns, as was generally supposed, on the lemon tree. But on the wild Sicilian oranges trees thorns are noticeable. The cheaper grades of lemons are those with no keeping quality and those are used for the manufacture of essential oil and juices.

"The orange industry is increasing in Italy and it is estimated," said Mr. Follina that it was twice as large as ten years ago, in spite of the fact that the market in the United States no longer exists. Germany and Russia are the principal markets for Italy oranges just now.

"The value of oranges is increasing too and the day will come, say ten years

from now, when few lemons will be shipped to the United States. The dealers they will be getting them mostly from California."

### Failure of Olive Crop.

Some interesting information was given on the olive industry in Italy and Sicily by Mr. Follina. As has been explained before by The Grocer, the olive crop last year did not amount to very much. The crop was destroyed by adverse weather conditions and vermin.

"In southern Italy it was a total loss and olive oil prices are now from 25 per cent. to 50 per cent. higher than they were a year ago.

"There is no doubt that olive oil is increasing in consumption. Its qualities are being better known and it is meeting with much favor in many countries.

Over in Italy the people use olive oil in much the same way as we do butter. They use it in frying eggs, meat, etc., and a favorite meal is bread, pepper and olive oil. To obtain the oil the olive fruit is crushed and then squeezed through heavy rollers. The first oil is No. 1 quality and to obtain the second and third qualities, it is passed through twice afterwards.

"There is a peculiar custom existing in Italy, which is rigidly adhered to, and this that the manufacture of olive oil always begins at night. A little festival usually accompanies the event.

Mr. Follina could not say what the prospects for the coming year would be as it was rather early in the season.

"The weather of a night might change the whole thing," he declared.

The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

### 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.

## WHITE DOVE

BRAND



## Almond Paste



## Cocoanut

SATISFIES EVERYBODY

W. P. DOWNEY  
MONTREAL

# EPPS'S

GRATEFUL AND COMFORTING

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

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

NUTRITIOUS AND ECONOMICAL

# COCOA

CIE FRANCAISE des PATES ALIMENTAIRES

## Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at  
92 Beaudry Street MONTREAL

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas  
Clan and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

## For Sale

TO A CASH BUYER, Stock of general store in town of 4000. Good farming and manufacturing community. Stock \$10,000.

divided \$1000 Groceries  
3500 Dry Goods  
3000 Boots and Shoes  
2500 Clothing, etc.

No millinery. The right man can get this stock right.

Present proprietor is in grain business and cannot run both.

For information apply to

J. W. CHARLES

c/o H. P. Eckardt & Co., Toronto



# The Grocery Store Philosopher.

"Commercial success comes quickly to the grocer who handles *the best quality goods.*

"Inferior goods may seem to be more profitable for a few months but---*the profit on a single article will not promote a healthy bank balance.*

**"CHRISTIE'S BISCUITS** are stocked for that very reason by all progressive grocers.

"There are other good biscuits but the best of other makes are inferior in quality and lasting goodness to Christie's.

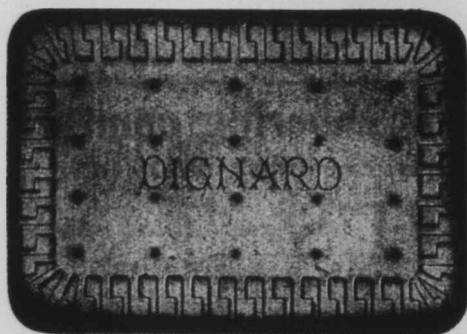
"The Christie Company have reduced biscuit baking to an exact science. *Only the best ingredients enter into their bakes.*

"The grocer who wants *the best trade* always stocks Christie's Biscuits because

—————CHRISTIE'S BISCUITS SELL MORE THAN BISCUITS"—————

## Christie, Brown & Co., Limited

**DAILY CAPACITY 30,000 LBS.**



**Dignard  
Limited**

BISCUIT  
MANUFACTURERS  
MONTREAL

# "LUCERNA"

IMPORTED

## Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

**LUCERNA ANGLO SWISS MILK  
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg



# SHIRRIFF'S JELLY POWDERS

: : : : PURE, PALATABLE AND PLEASING : : : :

They make real jelly quick, and that is what your customer wants. They come in all the leading flavors, and their reputation is based on quality. They are always reliable and sure to satisfy.

ORDER FROM YOUR JOBBER.

**Imperial Extract Co.,** 18-22 Church St., Toronto

Lovers of Choice Confectionery  
Buy by the Name

**Cowan's**

You will find Cowan's

MAPLE BUDS CHOCOLATE CROQUETTES

NUT MILK CHOCOLATE

CREAM BARS MILK CHOCOLATE MEDALLIONS

MILK CHOCOLATE STICKS

and the rest of the line great sellers

**The Cowan Co., Ltd.**

Toronto, Canada

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



Manufactured  
by  
**NATIONAL LICORICE Co.**  
Montreal.

**SOFT MINTS—50.** boxes.

**ACME PELLETS—5-lb.** tins.

**M. & R. WAFERS—50.** bags.

and a complete line of

**LOZENGES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery  
and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES

W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal



Letters Patent

**NELSON'S**  
**POWDERED GELATINE**

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

**NELSON'S**  
Gelatine and Licorice  
**LOZENGES**

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
W. E. Ashley, Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:

No better  
Country



MOTT'S:

No better  
Choc'late

**The most cheering comfort**  
Your customers can always rely upon

**MOTT'S**

"DIAMOND" and "ELITE"  
brands of

**CHOCOLATE**

giving them the most gratifying results,  
either for drinking purposes or baking.

IN ALL CANADA

there is none to compare with  
**MOTT'S CHOCOLATE**

Every jobber sells it.

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

SELLING AGENTS:

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver  
Arthur M. Loucks Ottawa R. G. Bedlington Calgary

Flour,

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Extra  
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Fine oatmeal  
Standard oat  
Granulated  
Gold dust oar  
Bolted corne  
White corne  
Rolled oats

## Flour, Cereals and Confectionery Department

Corn Cob Meal Manufactured in the United States—Called a Deception by Magazine—Rolled Oat Market in Canada Firm—World's Grain Markets Unsettled.

In some parts of the United States according to "Popular Mechanics" cob meal is extensively sold. In a recent editorial the above magazine says:

"Have you ever bought any cob meal? If so, you did it unintentionally. Cob meal is made by grinding corn cobs, and the industry is one shrouded in great mystery. Not that there is any secret of particular value in the process of grinding, but the ultimate purpose of the corn cob meal is not such as to make publicity desirable. Thousands of dollars have been spent in perfecting the grinding machinery, and the process is now reduced to a practical science.

"It is apparently reassuring to learn that it is necessary, of course, to have the cobs clean of husks, stones and pieces of chain, brick, etc.; but investigation develops the fact that this precaution is taken not on account of the meal, but to safeguard the grinding machinery. Even so ignoble a thing as a corn cob grinder rebels at being fed on pieces of stone, chain and brick, and the machines are rather expensive.

"Where the cob meal goes finds a ready explanation in the fact that it can be made at a cost of \$6 to \$7 per ton, while ground feed brings \$25 to \$28 per ton.

"To such an extent has this class of deception developed that several States have already imposed severe penalties on the use of cob meal as adulteration. Inasmuch as the nutrition in cob meal is on a par with pine sawdust, it would seem a proper subject for national pure food legislation. The leading milling journals insist that the millers of wheat flour seldom are offenders, and that cob grinding is chiefly done by manufacturers of mixed and compound feeds, especially those composed largely of molasses.

"It's a mighty mean and contemptible man whose automobile is purchased with the stealings from the rations of a faithful, helpless animal."

### MONTREAL.

FLOUR—Millers report little change in the situation this week. Only a fair trade locally is being done, while export business is almost nil.

Winter wheat patents.....	6 60	6 80
Straight rollers.....	8 20	6 50
Extra.....	5 60	5 70
Royal Household.....	6 50	
Golden.....	6 00	
Manitoba spring wheat patents.....	6 30	
" strong bakers.....	5 80	
Five Roses.....	6 30	
Harvest Queen.....	5 80	

ROLLED OATS—A further advance in rolled oats is expected any day. The market is still advancing. Demand is but fair, although, after the advances which already took place, some stimulation was observable. Package oats is quiet, although more has been sold this summer, so far, than is usually during the warm weather.

Fine oatmeal, bags.....	3 15
Standard oatmeal, bags.....	3 15
Granulated.....	3 15
Golden oatmeal, 98-lb bags.....	2 10
Bolton oatmeal, 100 lb. bags.....	1 85
White oatmeal.....	2 00
Rolled oats bags.....	2 90
" bbls.....	6 05

FEED—Feed is quiet. The market has not changed materially.

Ontario bran.....	22 00
Manitoba shorts.....	24 00
bran.....	23 00
Mouille, milled.....	28 00
" straight grained.....	24 00
Feed flour.....	1 65 1 85

### TORONTO.

FLOUR—The grain markets all over the world are unsettled with attempts here and there to gain control and corner the market. The feeling is very firm with an upward tendency, and in some places an actual advance of several cents a bushel has taken place. Winnipeg made a jump on wheat of 2½ cents and Liverpool is also 1½d. higher. Oats seem to be getting entirely beyond their value, and beyond the reach of horsemen to feed to their horses. There is a stray suspicion that an effort is made to corner the oat market. Flour will likely advance another 20c a barrel within the next few days. The prospects of the crops are very closely watched which largely govern the actions of the grain dealers.

#### Manitoba Wheat.

1st Patent.....	6 40
2nd Patent.....	6 10
Strong bakers.....	6 90

#### Winter Wheat.

Straight roller.....	6 00
Patents.....	6 41
Blended.....	6 03

CEREALS—Although no advance has taken place in cereals this week, but in view of the steady advance in grain, a jump of 50c a barrel is in sight, and likely to take place within a week.

Rolled wheat, car load.....	3 50
oats.....	2 75
Oatmeal, car load.....	3 00
Rolled wheat in barrels, 100 lbs.....	3 75
oats in bags, per bag 90 lbs.....	2 90
Oatmeal, standard and granulated, in bags 98 lbs.....	3 20

### HOME OF THE APRICOT.

Reader States Canadian Supply Comes From California and Oregon.

Editor Canadian Grocer—I have read with interest your weekly Grocer's encyclopedia and consider the department a very valuable one. At times, however, you make some very sad breaks in stating facts. In your issue of May 28, for instance on the subject of the apricot you say that "Canada uses an increasing amount of fruit, etc. she derives her supplies from Eastern Mediterranean points."

I venture to say that not one wholesale or retail fruit dealer or grocer in the whole of Canada (except it be Wellwood, of Yonge St.), ever saw, tasted or sold a simple Mediterranean apricot. Every apricot imported and sold in Canada comes either from California or Oregon. Get busy and find out the real facts. We depend on The Grocer for absolutely correct information.

#### THE REAL APRICOT.

An advertiser ought to remember that the mission of an advertisement is to do exactly what he would do by word of mouth if the customer were standing before him in his store.

## In Constant Demand

by the best trade, they are favored by the public, which never grows tired of their refreshing, delicate taste.

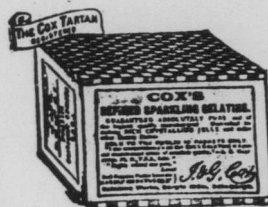


They are of the finest "bake" and we make them right so as to create a constant request for "Mooney's." Are you selling them?

The Mooney Biscuit and Candy

COMPANY, LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents  
C. E. Colson & Son, Montreal  
D. Manson & Co., " Gorgie, Mills  
A.P. Tippett & Co., " EDINBURGH.

## A Calgary Window of Starch and Syrup

Neat Display That Successfully Disposed Of The Goods—Fine China, Crockery And Glassware Carried—How The Store Is Laid Out—Necessary Qualities Of The Salesmen.

Calgary, June 9.—The accompanying photograph shows a recent window of the Calgary Milling Co.'s store, situated on Eighth Avenue. It will be observed that the window is dressed with starch and syrup and the large quantities shown indicate the growing popularity of these products in the Calgary district.

The display is a neat one and the store managers state was the means of making large sales of starch and syrup. The store-front is an attractive one and has considerable to do with the success of the business.

The Milling Co.'s store, as it is familiarly known, has few superior west of Toronto. It is under the management of John Irwin, who is a thorough grocer, a graduate of the old school,

a considerable one, is, of course, composed largely of Canadian products, although almost every country under the sun is represented. The fore part of the store is devoted to the exhibiting and selling of goods. The salesmen are all thoroughly-trained, courteous, neatly-attired men. In the central portion of the store the orders are put up by another corps, and then, at the rear the vans are loaded and despatched to all part of the city and suburbs.

The Milling Co.'s business is by no means confined to the City of Calgary. Being long established, and having earned a reputation for quality and reliability, the store numbers its customers in hundreds throughout Alberta and Eastern British Columbia.



A Recent Starch and Syrup Window Shown by The Calgary Milling Co., of Calgary.

and the premises are admirably situated in the heart of the retail shopping district.

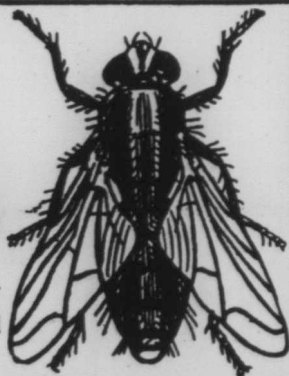
The ground floor is devoted to groceries, the second floor to china, crockery, glassware, etc. Nothing but the finest goods are carried, and almost every imaginable delicacy may be obtained. The stock carried, and it is

The Milling Co. make a feature of good window displays, the one shown being dressed by Geo. Fortune and F. Harris.

A consent of assignment has been filed in connection with the Togo Pure Food Co., manufacturers of aerated waters, Montreal.

# WILSON'S FLY PADS

Retailers should commence using Wilson's Fly Pads early, because a few flies killed now would otherwise become a multitude by August.



### NEXT?

Picnics and excursions in connection with Retail Grocers' Associations are now the topics of frequent discussions. the following dates have now been decided upon:

London R.G.A.—June 23rd.  
 Toronto R.G.A.—July 14th.  
 Kingston R.G.A.—July 14th.  
 Montreal R.G.A.—July 21st.  
 Hamilton R.G.A.—July 21st.  
 Brantford R.G.&B.A.—July 21st.

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

### TO WHOLESALE TRADE:—

Buy your

## Whole Spices, Coffees, Sardines, etc.,

from

### H. COLLINGS & Co.

16 Philp ot Lane, E.C.  
 LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt

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

Established 1856

## THE 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**

# FOUR-SQUARE FLOUR

What does it mean—to you?

**Q**UITE recently, at Ottawa, one of our high-browed Government officials astonished his hearers with the fact that about forty millions are wasted every year in our Northwest—*through bad seed!*

¶ Just let this soak in awhile—*forty millions lost!* Not on account of poor soil, not on account of bad cultivation, nor through weather conditions unfavorable. Just through lack of the *first essential* for good results—on account of bad seed are lost annually forty millions of good Canadian coin.

¶ Forty millions is an awful lot of money—*enough to build a few Dreadnaughts and inspire "those dreadful foreigners" with the fear of the Lord!*

¶ There's a moral herein concealed for our junior partner, *the retail grocer of the alert brain.* Your district is a big rich field ready to be planted, and *your seed* will sprout up quickly—*if it be healthy seed.* Every fiscal year, how many golden dollars are wasted through "small merit"

goods, cheap flour that tears down the confidence it has taken *you* years of patient endeavor to build up? You know, for *you* are on the firing line of profit and loss.

¶ The past is dead, *but the future will be what you make it.* Since you realize the false economy of poor quality in flour sales, why not coax the good accounts with the right brand? We know *positively* that not for one moment would you even

think of selling any other flour *if you but knew* the money there's in FIVE ROSES — *a square deal on both sides of the counter.*

## FIVE ROSES

**A Square Deal to All**

¶ If you once tried FIVE ROSES even with your "crankiest customer," you would never again *stand behind* any other flour. We challenge *you* to do it, we defy *you* to prevent the "repeat" orders from taking care of themselves.

¶ Send your first order *to-day* that you may begin the harvest tomorrow.

# LAKE OF THE WOODS MILLING CO.

LIMITED

Montreal, Toronto, Winnipeg, Keewatin, Vancouver, St. John

## The Grocer's Encyclopedia From Week to Week

**Vanilla Flavoring Extract—Made From a Bean—Where It Is Grown And How It is Made—Its Various Uses.**

**VANILLA.**—A flavoring extract that is much used by the housekeeper in the preparation of dessert dishes is vanilla, an extract from the vanilla bean. The word "vanilla" means "a small pod" and is derived from the Spanish "bay-nilla." It is one of the most popular of all the flavoring extracts, but before its value had been recognized by the cook, the chocolate manufacturer and the maker of sweetmeats, the perfumer had added vanilla as an odor in the making of combination perfumes. Its present varied uses encouraged the grower to extend its planting.

There are about sixteen kinds of vanilla beans grown in different parts of the world, and the world's crop is estimated at nearly 1,350,000 pounds. The Mexican crop is about 220,400 pounds, but this is only half of the crop of Tahiti. Java's portion is only 6,000 pounds.

One of the oldest formulas for making vanilla extract contained Tonka beans; another good extract is produced from the South American bean. It is generally regarded, however, that the best extract is made from the long beans, though all beans are more or less affected some years by a species of rot. In fact, there have been in the past instances of poisoning charged against vanilla made from the very best beans, due to the presence of tannic acid, one of the natural properties of the bean. The vanilla bean is said also to contain from 4 to 11 per cent. resin.

### Cloves Used In Preparation.

Pure vanillin is identical with the vanillin in the bean, without any of its objectionable properties, and is extracted by a special process. It is a very fine needle like crystal and the chief factor in its preparation is the clove. The use of this vanillin crystal in the manufacture of vanilla extract is said to eliminate all the injurious acids, and at the same time simplify the process, so that it can be made more economically.

Probably the most vanilla used is extracted from the Tonka bean, which bean may be divided into three classes: the Para, Surninam and Angostora. The first two are very fatty and are not very desirable as extract producers. This leaves the Angostora in a class by itself. The active principle of this latter bean, called coumarin, is produced synthetically, and, generally, is a very good article, although the synthetic article differs somewhat in flavor from the coumarin produced from the bean. Angostora beans which have not been purposely frozen and the coumarin taken out of them will yield over 100 grains of coumarin in each 7,000 grains of beans, or in each pound of beans.

One formula for the making of vanilla extract for flavoring purposes provides for one ounce of beans to every pint of extract. There are other formulas used in the manufacture of the extract for medicinal purposes and other ways of treating the bean for the making of perfumery, but the grocer is more interested in the flavoring extract he passes over the counter than in the other lines.

### CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

Chas. Gurd & Co., Montreal, have issued a very neat and semi-humorous booklet on the occasion of the opening of their large, new factory, on Bleury Street. The contents form an adaptation of the old nursery rhyme, "The House that Jack Built." The title page reads, "The House that Gurd Built," and is illustrated by a photograph of Charles Gurd, founder and head of the firm, and framed with an outline of the new premises. Gurd's various aerated waters are treated of in interesting fashion. Illustrations are numerous. The booklet is neatly made up.

P. J. Pilon has secured premises at 805 Notre Dame Street, East, Montreal, and is now manufacturing his several lines of Canadian tobacco, including the firm's leaders, 4-11-44 and Big 5.

**Tell Your Customers That:**

## SHAMROCK BIG PLUG SMOKING TOBACCO

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

### McDOUGALL'S

#### CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

ASK FOR THE CELEBRATED  
BISCUITS

## G. N. Pichet

For sale by all Leading Grocers

JOS. COTE Wholesale Tobacconist

186-188 Rue St. Paul Importer

EXCLUSIVE SOLE AGENT

Tel. Up 2076 Tel. East 5964

### YOUNG'S PATENT PIPE in Seven Shapes

#### W. J. GRANT

Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

## BLACK WATCH

**The Big Black Plug  
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



# "7-20-4"

The cigar discerning smokers ask for, because it is *the leader* in quality of all 10-cent cigars. This is the cigar to "tie up to" if you would build up a good, substantial trade. : : : :

"S. C. Co." Stamp on Every Cigar  
YOUR GUARANTEE OF QUALITY

*Ask Travellers of The*

## Sherbrooke Cigar Co.

Sherbrooke : : : : Que.

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

IF NOT WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

## Imported Leaf Exclusively

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

HAMILTON, CANADA





FROZEN

Market cod, per lb	0 04
Haddock, per lb	0 08
B. C. salmon, red, per lb	0 09
Qualla salmon, per lb	0 08
Pall salmon, per lb	0 07
Dore, round, winter caught, per lb	0 08
Large whitefish, per lb	0 08
Small	0 06
Lake trout, per lb	0 09
Large frozen herring, per 100	1 51
(Weigh 55 to 60 lbs. per 100 fish.)	

SALTED AND PICKLED

Labrador herrings half barrel	2 80
B. C. salmon, half bbl	9 00
No. 1 mackerel, pails	2 00
No. 1 mackerel, half bbls	8 00
Labrador sea trout, bbls	12 50
Labrador sea trout, half bbls	6 51
Skinless cod, 100 lb. cases	5 25
Boneless cod, in blocks, 5 1/2, 6, 8, 9 and 1 cent per lb.	

TORONTO.

GREEN FRUITS—Pineapples are still the leading fruit on the market, with strawberries gaining rapidly. Apples are practically off the market, still some are held in cold storage for special customers. Navel oranges are about over, the last car is on the way but these will at once be followed by California late valentias, which will be the principal orange from now till October. Strawberries are from Maryland and shipped from Baltimore, and are of good quality. Several cases of strawberries are now sold daily.

Apples, spies	6 50	7 50
" Russets	3 50	4 40
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Cal. Valentia	2 75	3 00
" California naves	3 00	3 50
" Mexican	2 00	2 10
" Palermo bloods, half cases	2 50	2 50
Lemons, Messina	3 25	3 50
Bananas	1 75	2 25
Grape Fruit, Florida, box	5 00	5 50
Pineapples, Florida, crate	2 25	2 50
Strawberries, Maryland	0 13	1 15
Cherries, Cal	3 00	3 20

VEGETABLES—Vegetables of almost every kind, are getting more plentiful from week to week. Tomatoes and cabbages are great sellers, and to supply the demand several cars a day are required. Tomatoes are now coming from Texas, Mississippi and Florida and are arriving in good condition. Cantaloupes for the first time this season have made their appearance and are selling at \$8.00 per case of 33 in each. The sale of onions this year has far exceeded any former years, which is supposed to be owing to the superior quality now coming from Cuba and Texas. Potatoes are easier, and as the farmers are all done planting, the supply to meet the demand until the new crop, is considered quite sufficient and therefore prices are likely to be easier. The prospects for good crops of all kinds of vegetables are excellent.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 20
Parasnips, per bag	1 00	1 25
Potatoes, Ontario, per bag	1 00	1 10
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 25	7 51
" Texas	5 50	6 00
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 01	5 55
" Bermuda, per case	1 50	1 50
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Florida, per crate 6 baskets	3 75	3 75
" Mississippi per crate 4 baskets	1 75	1 75
Carrots, per bag	1 00	1 00
" new, per bunch	1 23	1 23
Cabbage, Florida, new	1 75	2 00
Turnips	0 50	0 60
Radishes, per dozen	0 40	0 45
Lettuce, per doz	0 30	0 30
Spinach, per bushel	0 75	0 75
Egg plant, per doz	3 00	3 00
Green peppers, per doz	1 00	1 00
Cucumbers, per hamper	2 00	2 25
Asparagus, per basket	1 50	1 75
Green onions	0 25	0 25
Rhubarb	0 30	0 35

# CALIFORNIA

**APRICOTS PEACHES**

**PLUMS CHERRIES**

*We Expect Our First Car to Sell at Auction Early this Week. Expect Prices to be Reasonable.*

**WHITE & CO., Limited**

Wholesale Fruit and Produce

**TORONTO**

## Grasp the Opportunity Obtain Lemon Information

Q—When were Lemons first grown?

A—They were apparently unknown to the ancient Greeks and Romans. The wild stock of the Lemon tree is a native of the Northwest Provinces of India—introduced by the Arabs into Spain between the 12th and 13th centuries and now grown in Sicily, Spain, California, Florida—almost all tropical countries.

**BUSTER BROWN**

Ask any question.

c/o W. B. STRINGER  
35 Church St., Toronto

# PINEAPPLES

Fancy Colored Fruit, All Sizes

PLENTIFUL and CHEAP

FANCY { **RIPE TOMATOES**  
**RIPE BANANAS**

**NAVEL and MEXICAN ORANGES**

Quality Excellent

Send us your orders. PRICES RIGHT.

**HUGH WALKER & SON**

GUELPH

ONTARIO

THE CANADIAN GROCER.

Beans, green.....	1 75
"    wax.....	2 25
Peas, per hamper.....	3 00
Corn, per dozen.....	0 30
Cress, per basket.....	0 75

FISH—"The fish business is splendid, with a good demand," remarked one jobber, "and the fish arrive in good condition, but the supply this week is not sufficient to meet the requirements."

"There are two reasons for this. In the first place owing to the warm weather the fish went out into deeper water, where they are harder to catch, and in the next place it has been very windy, and you know the fishermen can't run after their hats and catch fish at the same time." Mackerel have been added to the list for sale this week, which are sold at 25c each.

Herring, medium, per lb., fresh caught.....	0 05	0 06
Whitefish, fresh caught.....	0 10	0 10
Trout,.....	0 10	0 10
Cod, fresh caught.....	0 08	0 08
Halibut, fresh caught.....	0 10	0 10
Haddock, fresh caught.....	0 07	0 07
Pike.....	0 06	0 06
Perch.....	0 07	0 07
Carp.....	0 05	0 05
Yellow pickerel.....	0 09	0 09
Sea salmon.....	6 17	6 17
Mackerel, each.....	0 25	0 25

FRUIT CROP REPORT.

First Authorized Statement Sent Out by The Dominion Government.

The first fruit crop report sent out by the Department of Agriculture of the Dominion Government contains considerable information regarding the prospects in Canada.

It states that the backward spring has not been unfavorable for the fruit. The bloom was held in check until all serious danger of late frost was past. Spraying, however, has been delayed. The bloom is two weeks later in Ontario and nearly a month behind in British Columbia.

Apple trees everywhere give a good showing of bloom. Pears have blossomed well in all parts. The prospects for the pear crop in British Columbia is better in the lower mainland than in the interior valleys. A heavy bloom is reported from one district, but another the Bartlett, Clapp and Duchess suffered in some instances from severe winter frosts. The Anjou, Winter Nelis and

Kieffer varieties are showing the best bloom.

All kinds of plums budded out remarkably well in Ontario. An exceedingly heavy bloom is recorded in the Niagara district, particularly of the Japan varieties. There is every prospect of a full crop in the commercial plum section.

Plums and Italian prunes have blossomed out well in British Columbia.

There has also been an abundance of bloom in the Ontario peach belt, and the prospect on the whole is very encouraging. Along the lake front, however, in the Niagara district from Stony Creek to within a short distance of Grimsby, peach buds were thinned in the lower branches by winter frosts. A short distance back from the lake to the mountain the peach orchards were full of bloom. This condition is reversed in the immediate neighborhood of Jordan Harbor and Port Dalhousie. The peach orchards nearest the lake show the best bloom. There has been very little wet weather during the blossoming season to interfere with the 'setting' of the fruit.

In several instances more or less serious damage to peach buds is reported from British Columbia, which will likely bring the crop below the average.

Cherries everywhere have blossomed heavily. At present the outlook is for an abundant crop throughout eastern Canada.

All varieties have blossomed well in British Columbia except in certain localities in the interior valleys, where sweet varieties are reported injured by frost.

Strawberries have wintered well in Ontario, especially where the patches made a good growth last fall. Small fruits of all kinds are doing well.

Raspberries, blackberries, currants and gooseberries give promise of an average crop in British Columbia.

PARIS COMES NEXT.

Merchants of That Town Want To Organize a Debt Collection System.

The following appeared in a recent issue of the Star-Transcript, of Paris, Ont., and indicates what a hold the collection system instituted by Guelph merchants has on their fellow men in other parts: The retail merchants of Brantford last week decided to advertise for a collector to act for that body in looking after bad pays and dead beat customers of that city. The list that had been in circulation among the merchants was found sufficiently well signed to warrant this step being taken. The result will be that a collector will be appointed and an effort made to put an end to "dead beating" in that city. Similar steps are being taken by some of the merchants in Paris, and a general meeting will in the near future be called. If a local collector of bad debts cannot be obtained, an effort will likely be made to have the Brantford collector act for Paris merchants as well. The general feeling is that a similar step should have been taken in both places years ago, and thus cut out the bad pay and dead beat individuals.

F. J. Steeves, formerly with Steeves and Allanach, Moncton, N. B., has opened a wholesale flour, feed, seed, provision, etc., house there.

SEASON 1908-9

## Dried Apples

Shipments Solicited  
Settlements Prompt

### W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Our first car-load of Florida **PINEAPPLES** will arrive this week. Prices right.

FLORIDA PINEAPPLES ARE THE BEST

THE DAWSON COMMISSION CO., TORONTO



The height of perfection in canned Sardines. Their high quality and popular price ensure steady sales.

THE BRAND FOR YOU TO PUSH

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

BALAKLAVA SARDINES

The Eastern Canning Company  
PORT CANADA, N.B.

# Satisfaction to You and to Your Customers



## BRUNSWICK BRAND QUALITY

Our  $\frac{1}{4}$  oil sardines are caught in weirs or traps, in the famous Passamaquoddy Bay and are perfectly packed in our large, roomy well ventilated sanitary factory. Our machinery and methods are of the most modern character. We have had fourteen years experience and our products are popular and pleasing with the man who buys as well as the man who sells - Quality always counts -

DO YOU CARRY A STOCK?

IF NOT, WHY?

**CONNORS BROS., Limited, Black's Harbor, N.B.**

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

# SELLING LOBSTERS—

## What Does It Mean to You?

When a customer comes in and buys a tin of lobsters, what does it mean to you? Do you hand her a tin of lobsters that you know full well are the best on the market, or do you give her just "lobsters" without any individuality or "come back" quality. Lobsters are worth selling if they're the best, but they are best on somebody else's shelves if they are only "so-so."

Since your customers frequently judge you by the quality of the specialties which you sell, such as lobsters, do you not think it better to take no risks? When you sell Ice Castle Brand Lobsters you do not take any risks, for you are selling lobsters guaranteed by the packers, who are experienced in the business, and who will give you nothing which is not the best.

Every can contains ONLY selected claws and tails

**Are you building up trade by selling Ice Castle Brand Lobsters?**

:: :: ASK :: ::

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**Montreal**

**THE IMPORTANCE OF  
GOOD GROCERY FIXTURES  
IS SECOND ONLY TO THAT OF  
A WELL-SELECTED STOCK**



**WALKER BIN FIXTURES will**

**Build up a new business,  
Put new life into a dead business and  
Improve and make more profitable  
the best grocery business in Canada.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co., Limited**  
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Buy "PRIDE of the ISLAND" Brand

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**Bad Bills--Slow Collections  
Something's Wrong**

When a grocer fails his reason is usually:  
"bad accounts," or "couldn't collect." What's  
the use of such talk, when there's a way to  
prevent the trouble?

**ALLISON  
Coupon Books**

Enable the grocer to keep all credit customers  
"under his thumb." And the best part of it is,  
the customers like the plan. Allison Coupon  
Books not only save many a dollar, but they  
**SAVE MANY A BUSINESS.**

**How They Work**

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



For Sale by the Jobbing Trade Everywhere.  
Manufactured by

**ALLISON COUPON CO., Indianapolis, Ind.**

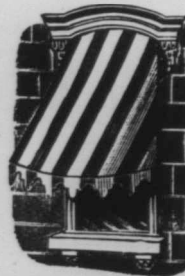
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**Removes Bursal Enlargements,  
Thickened, Swollen Tissues,  
Curbs, Filled Tendons, Soreness  
from any Bruise or Strain,  
Cures Spavin Lameness, Allays  
Pain. Does not Blister, remove  
the hair or lay the horse up. \$2.00 a  
bottle, delivered. Book 1 D free.**

**ABSORBINE, JR.,** (mankind \$1.00  
bottle.) For Synovitis, Strains, Gouty  
or Rheumatic Deposits, Varicose Veins, Varico-  
cele, Hydrocele. Allays pain. Book free.  
**W. F. YOUNG, P.O.F., 204 Temple St., Springfield, Mass.**  
**LYMANS Ltd., Montreal, Canadian Agents.**

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**Saving Money Through a Big  
Hole in Your Pocket**



Such a proposition would not appeal to you.  
You are too sensible. But many merchants are  
acting on this principle. They are buying  
"nearly good" awnings because the price is  
a shade easier.

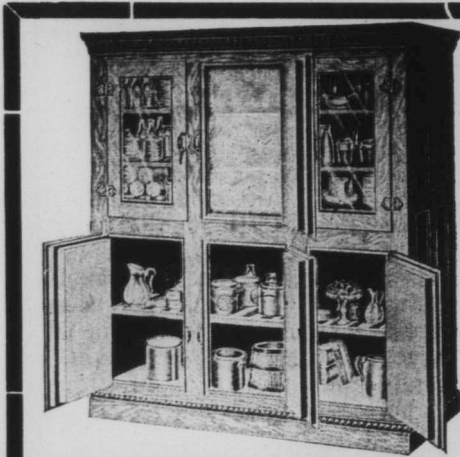
Do not save money in this fashion, for you  
lose in the long run.

Get your awning from **SONNE, SR.** He guar-  
antees the quality of each and every one.

**TELL HIM WHAT YOU WANT.**

**THOS. SONNE, Sr.**

193 Commissioners Street  
**MONTREAL**



OUR GROCER REFRIGERATOR

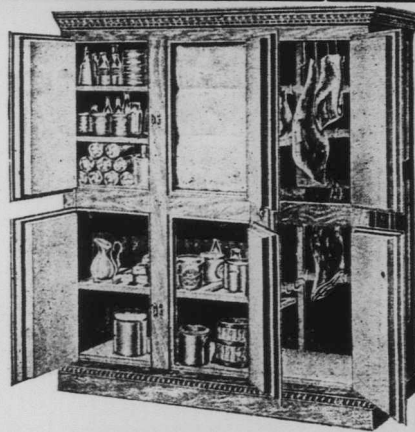
## There's a Warmer Time Coming

when you will require an up-to-date refrigerator equal to your present requirements. We have it, every part of which outside and inside from top to bottom is strictly high-grade, besides its appearance. They will give perfect results, save your ice bills, and increase your profits by keeping your perishable goods in salable condition. Write for catalogue.

"DON'T FORGET IT"

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

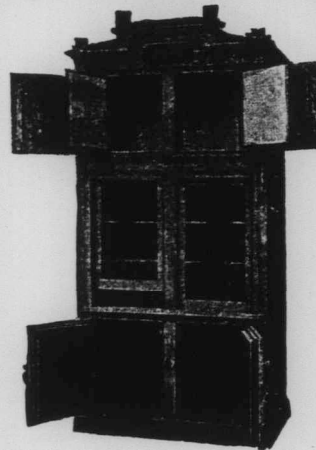
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10 Front St. East  
TORONTO

## Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

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Sample copies, 25c.



The Best and Most Satisfactory Refrigerator in the Market is

## "THE ARCTIC"

A strong assertion, perhaps, but we are prepared to demonstrate that what we say is correct. We build the Arctic for every use. Our system of cold dry air gives the benefit of all the cold obtainable from every pound of ice. It saves your money in addition to preserving everything perishable.

Write us for Catalogue and Discounts.

RYAN BROS., Agents Western Provinces.

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

## CLEAN HANDS



"I can draw an accurate gallon of oil without soiling my hands in the least with my

## BOWSER SELF MEASURING OIL TANK

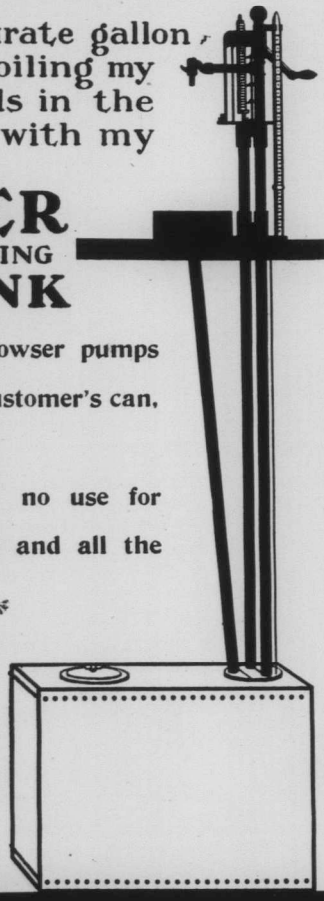
That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.

S. F. BOWSER & CO., Ltd.

66-68 FRAZER 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

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IT WILL PAY YOU TO SEND AT ONCE.

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## A Grocers' Co-operation



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

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



### PARTICULAR PEOPLE LIKE **Royal Metal Polishes**

Because they have found they are **ALWAYS** satisfactory for **ALL** purposes.  
A Canadian brand put up for Canadians, at a price which gives the dealer a large profit.

**ROYAL POLISHES COMPANY  
MONTREAL**

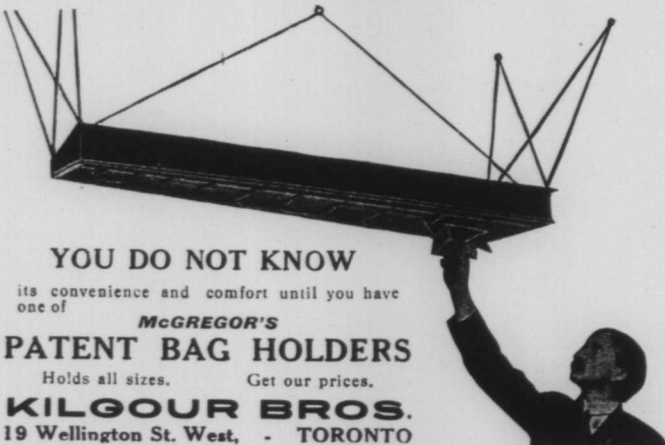
AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glasco & Co. Vancouver—Wm. Frichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

## Fisher Electric Coffee Mills



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

Manufactured by  
**The A. D. Fisher Co.**  
Toronto Limited



### YOU DO NOT KNOW

its convenience and comfort until you have one of

**McGREGOR'S  
PATENT BAG HOLDERS**

Holds all sizes. Get our prices.

**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO

## I OFFER 200 BAGS SPANISH SHELLED PEANUTS

For Prompt Shipment from origin.

Prices and Samples on Request.

**Andrew Watson, Importer**  
91 Youville Square, Montreal

More Lasting and Brighter than any other on the market is the famous

### 2 IN 1 SHOE POLISH

It softens and preserves the leather; it is not affected by rain or snow and it contains no turpentine or acid.

**THE F. F. DALLEY CO.**  
Limited



### 2 in 1

We assist all Grocers in selling this easy-to-apply-and-to-shine article,

### 2 IN 1

It is advertised in every town and city. Its merits are proclaimed in the press, and the name is as familiar as the word "shoe" itself. Are you handling 2 in 1?

**HAMILTON, ONT. BUFFALO, N.Y.**

Diamond  
1-lb. tins, 2  
1-lb. tins, 3  
1-lb. tins, 4  
IME  
Cases.  
4-doz.  
5-doz.  
1-doz.  
2-doz.  
3-doz.  
4-doz.



Cleveland's  
" "

barrels—Wt  
cent. d

Crown Bran  
1-lb. tins, 2 d  
1-lb. " 2  
1-lb. " 4  
WHITE SWAN  
White Swan  
1-lb. tins, 3  
1-lb. " 4  
1-lb. " 5

Keen's Oxford  
In 10-bags  
Gillett's Max

H-O-C

Forco, 36s.  
Koro-Kinks,  
Presto, 36s.  
Pancake, 36  
Tapioca, 36s  
Hominy, 36s



White Swan  
White Swan  
White Swan

Oho  
THE



London Peas  
Special qu  
kegs, etc.  
Unsweetene  
Plain Boek,



# Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number, you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,  
10 Front St. East.  
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.	Number of subs.	Mark X	
25 to 50	3		Name _____
51 100	5		
101 150	7		Street _____
151 200	9		
201 250	11		Town _____
251 300	13		
301 350	15		Province _____
351 400	17		
401 450	19		My Ticket to be Via: _____
451 500	21		
501 600	23		Railway _____
601 700	25		
701 800	28		Boat Line _____
801 900	31		
901 1000	34		
1001 1100	37		
1101 1200	40		
1201 1300	43		
1301 1400	47		
1401 1500	50		
1501 1600	53		
1601 1700	56		
1701 1800	59		
1801 1900	63		
1901 2000	66		
2001 2250	72		
2251 2500	80		
2501 2750	89		
2751 3000	97		

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

30-lb wood p  
Pure assort  
doz. in c

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Assorted  
MacLaren



Assorted C  
Assorted C  
Lemon  
Orange  
Raspberry  
Strawberry  
Chocolate  
Cherry  
Peach  
Weight 7 lb

The GENU



Pric  
Less than 5  
Five cases, t



# Absolute Purity Guaranteed

E. D. S. Brand

Jams & Jellies



# Highest Quality Assured

AGENTS

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

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

80-lb wood pallet..... Per 100 0 061  
Pure assorted jam, 1-lb. glass jars, 2 doz. in case ..... 1 75

**Jelly Powders**  
IMPERIAL DESSERT JELLY



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

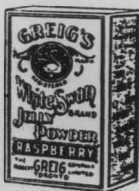


Assorted Case, Contains 4 doz. \$3.60  
Assorted Case, Contains 2 doz. \$1.80  
Lemon (Straight) Contains 2 doz. \$1.80  
Orange (Straight) Contains 2 doz. \$1.80  
Raspberry (Straight) Contains 2 doz. \$1.80  
Strawberry (Straight) Contains 2 doz. \$1.80  
Chocolate (Straight) Contains 2 doz. \$1.80  
Cherry (Straight) Contains 2 doz. \$1.80  
Peach (Straight) Contains 2 doz. \$1.80  
Weight 7 lbs. to case. Freight rate, 5d class.

**Soap**  
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases ..... 5 25  
Five cases, or over ..... 5 15



THE ROBERT GREIG COMPANY.  
White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



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

**Lard.**

N. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

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

F. O. B. Montreal.



GUNNS  
"EASIFIRST"  
LARD  
COMPOUND.

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

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40  
Fancy boxes (36 or 50 sticks)... per box 1 25  
" Ringed " 5-lb. boxes... per lb. 0 40  
" Acme " pellets, 5-lb. cans... per can 1 00  
" " (fancy boxes 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. cart. .... 7 70  
" " " licorice 10 sticks ..... 1 45  
" " " 100 sticks ..... 0 75  
Dulo large cent sticks, 100 in box....

**Lye (Concentrated)**

GILLET'S PERFUMED. Per case  
1 case of 4 dozen..... \$3 60  
3 cases of 4 dozen..... 3 50  
5 cases or more ..... 3 40

**Marmalade.**

T. UPTON & CO.

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

**SHIRRIFF BRAND**

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " " 3 80  
4-lb. tins, " " 4 65  
7-lb. " " " 7 35  
"Sbredde"—  
1-lb. glass, doz.... 1 90  
2-lb. " " " 3 10  
7-lb. tins, " " 8 25



THOMAS J. LIPTON  
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz ..... \$0 25  
Parrot Food, 1-lb. pkts., 1 doz cartons 1 45  
Parrot Food, 2-lb. pkts ..... 1 35  
Bird Cage Sand, about 1 1/2-lb. bags, 1 gross cases, per doz. .... 0 30  
Bird Cage Grit, about 1 1/2-lb. bags, 1 gross cases, per doz ..... 0 30

**Mince Meat**

Wethy's condensed, per gross net .. \$12 00  
per case of 3 doz. net ..... 2 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream—family size, per case ..... \$4 70  
Ditto, h tel., 4 80  
Silver Cow Milk 5.00  
Purity Milk ..... 4 70  
Good Luck ..... 4 60

**Mustard**

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

**Olive Oil**

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

**Sauces**

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and Toronto  
1/2-pint bottles, 3 & 6 doz., per doz..... 0 90  
pint " 3 doz..... 1 75  
THOMAS J. LIPTON  
Prices on application

**Soda**

COW BRAND



Case of 1-lb. containing 60 packages, per box, \$3 00  
Case of 1-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00

Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00  
MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages..... \$ 2 7  
No. 2, " 120 1-lb. " ..... 2 75  
No. 3, " 30 1-lb. " ..... 2 75  
60 1-lb. " ..... 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs  
1 case ..... 2 75  
5 cases ..... 2 75



Sell Seeds That Feed—  
**SPRATT'S**  
MIXED  
**BIRD SEEDS**

SPRATT'S PATENT, Ltd., LONDON, ENG.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb packets.

MONTREAL—13 St. Therese St., St. Gabriel's.

**Sanitary Cans**

For Hand Filled Goods

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

**Sanitary Enamel Lined Cans**

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

**Sanitary Can Company, Ltd.**  
Niagara Falls, . . . . . Ontario

**WARNING!**



SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED  
WINN & HOLLAND, Agents  
MONTREAL

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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

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Oakey's  
**'WELLINGTON' KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, England  
Agent:  
**JOHN FORMAN, - 644 Craig Street MONTREAL.**

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Ice.

Haying not far off  
A big crop likely

# SALT

will be required

How is your Stock?

**VERRET, STEWART & CO.**

LIMITED

**MONTREAL**

## Canned Fruits

The quality of

**WETHEY'S**

**LAUREL**

**BRAND**

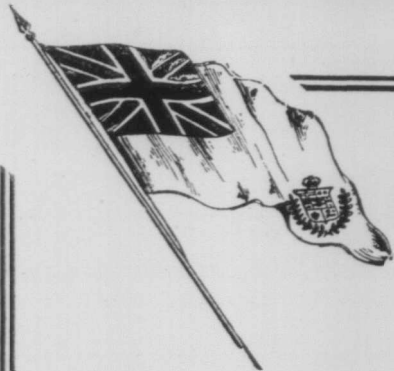
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**Free Phones**

Use them freely

It will pay you

## In Store . . .

**LOBSTERS, 1909 pack**

**A Bargain in PICKLES**

**EMPIRE TEA**

Our Sales Steadily Increasing. Try it and be convinced

25c., 30c., 40c., 50c.

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